

EXEGENS[®]

Productivity for Target Profitability



EXEGENS[®]

exegens.com

EXEGENS®

Productivity for Target Profitability



COMPANY

For business profitability through productivity...

About us

Exegens® is the most prestigious high quality Romanian consulting company worldwide recognized for its innovation in management and organization.

Exegens® productivity expertise for profitability covers the entire **business processing** to continuously meet the target profit, for both the sales increase and the sales decrease scenarios. Exegens® provides support for Industry 4.0 transformations.

Our consulting programs generate the expected profits for the companies we work for, by eliminating and preventing the constraints and losses and waste that lead to reduced production costs and increased capacity without investment.

The unique results of Exegens® consulting are ensured by the way of planning, creating and supporting profitable strategies through productivity, based on **the Romanian-Japanese partnership** for:

- unit cost improvement of at least **6%** per year for each of the next 5 years by maximizing the efficiency and effectiveness of operations,
- productivity improvement more than **200%** without investment, and
- a practical approach to the need for cost down and cash up through the conversion of the target profit into **TAKT PROFIT** or profit per takt minute.

Exegens® holds exclusivity over **Manufacturing Cost Policy Deployment (MCPD) & Speed-Based Target Profit (SBTP)** management systems and the right to use the **Methods Design Concept (MDC)** methodology.

COMPANY

For business profitability through productivity...

Vision

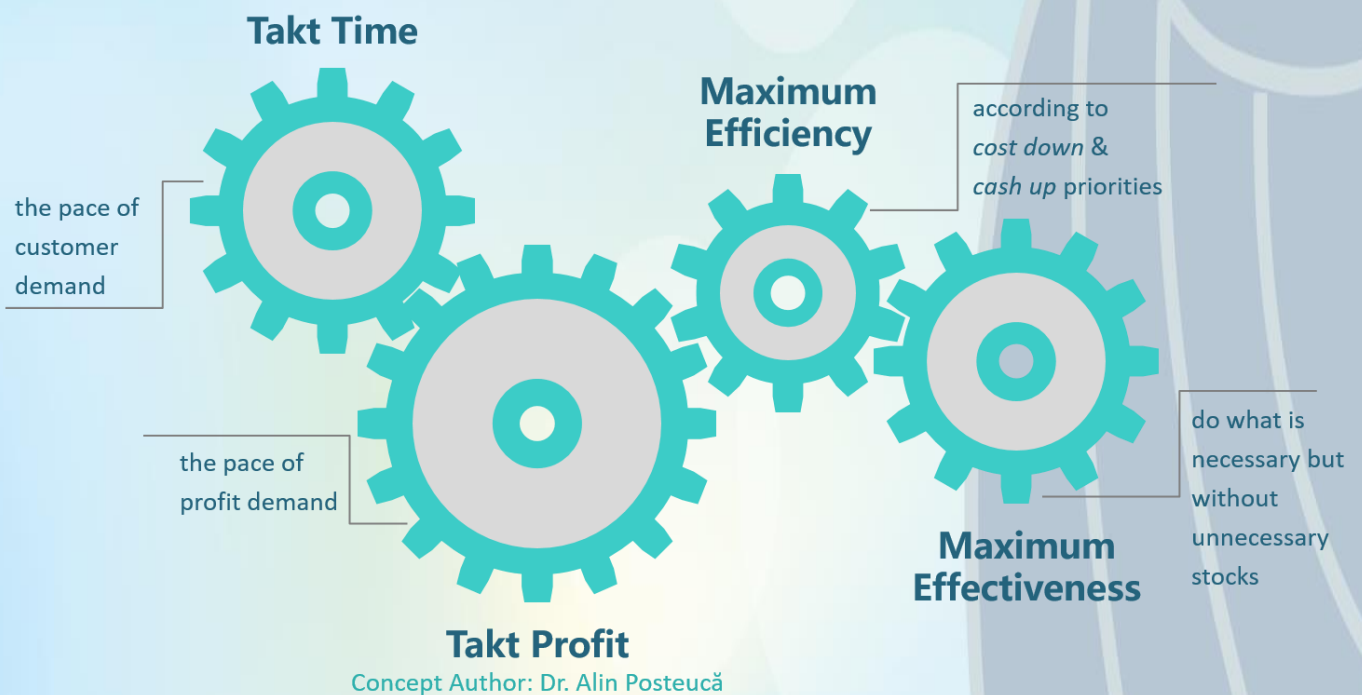
To explore the potential of Profitability through Productivity for inspiring the business environment to assume a responsible use of all resources for the expected results.

Mission

Understanding the clients' expectations and offering a quality and quick response in order to improve their profitability through productivity.

Values

We value team work, applied science and focused simplicity to help clients turn strategic ideas into data driven action plans. We maintain a high degree of congruence between our words and actions to accomplish our quality commitments.



Productivity Consulting Philosophy Creators

Thinking... of a new world of productivity for target profitability



Dr. Alin POSTEUCĂ is a consultant in productivity and profitability, CEO of Exegens® and the author of Manufacturing Cost Policy Deployment (MCPD) and Speed-Based Target Profit (SBTP) concepts.

He has a Ph.D. in Industrial Engineering and a Ph.D. in Managerial Accounting. He has an MBA Degree and a BA Degree in Accounting and Computer Science. He is certified Public Accountant. He is Scientific Reviewer at the IJPPM (Emerald, UK) and at The Romanian Journal of Technical Sciences (Romanian Academy).

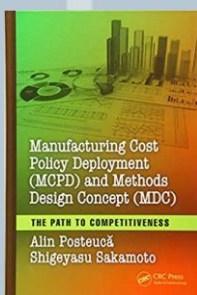
He won the Traian Vuia Prize of the Romanian Academy. He is nominated to become Fellow at the World Academy of Productivity Science.



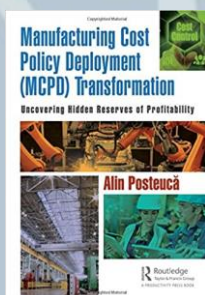
Dr. Shigeyasu SAKAMOTO has more than 50 years of management consultant experience and the author of Method Design Concept (MDC). He is the president of Productivity Partner Incorporation – Japan. He was the vice president of Maynard MEC AB (Sweden) and vice president of JMAC (Japan Management Association Consultants).

He is a Fellow at the World Academy of Productivity Science. He has Ph.D in policy science. He is certified as: industrial engineer from the European Institute of Industrial Engineers, a MTM instructor, a MOST instructor and a Work-Factor/Mento Factor instructor. He is a senior member of the Institute of Industrial Engineers in USA.

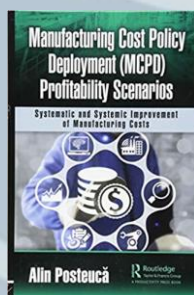
Our Books:



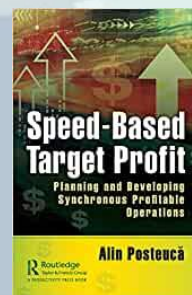
Understanding the MCPD & MDC - details [👉 here](#)



Transformation through MCPD - details [👉 here](#)



MCPD Scenarios: Kaizen & Kaikaku - details [👉 here](#)



TAKT PROFIT for Target Profit - details [👉 here](#)

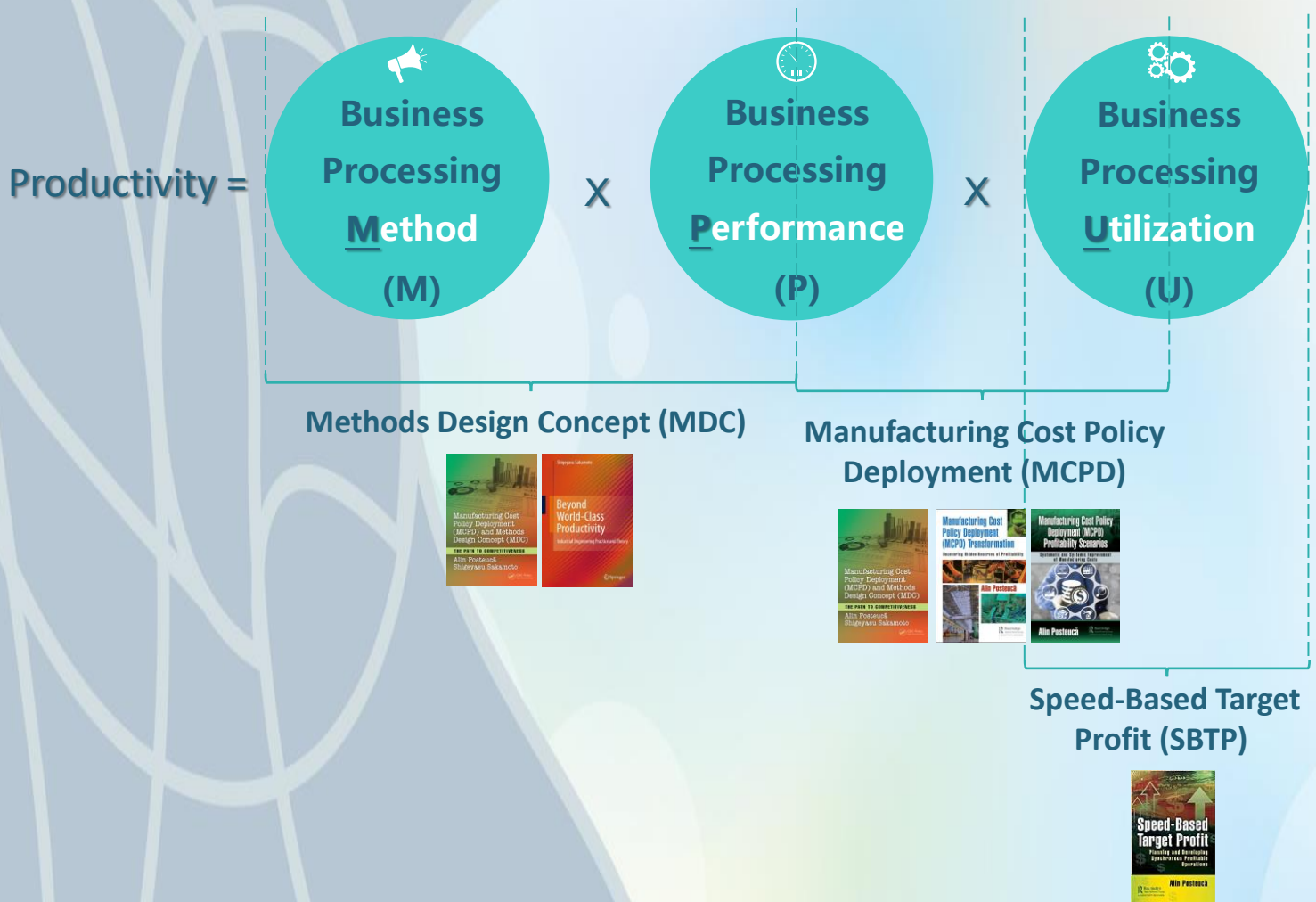


MDC: The Best Productivity - details [👉 here](#)

Consulting PHILOSOPHY

Thinking... of a new world of productivity for target profitability

Productivity for Target Profitability: Our Formula & Approach



Receiving the
Order

Business Processing

Productivity for Target Profitability

Delivery of
Products/
Services (Sales)

TRAINING & WORKSHOP

Right training and workshop for the right profit

The vast majority of company problems originate in only 7 general areas:

1. the lack of real managerial commitment,
2. resistance to change,
3. the lack of total and continuous involvement of all departments and beyond,
4. reactive managerial behavior,
5. poor or poorly defined processes,
6. incorrect and/or incomplete improvement project implementation, and
7. inadequate training & workshop.

The right profit by highly skilled people in a continuously learning organization.



CONSULTING

Systemic problems require systemic solutions

Perennial expectations of companies:

- increase innovation,
- decrease delivery time,
- decrease cost,
- increase profit,
- increase quality,
- grow the synchronization level,
- develop unique and profitable products,
- employee happiness,
- increase capacity,
- increase flexibility, etc.

For this, Exegens® unique consulting expertise covers:

- **policy deployment** - setting targets for KPIs and means of achieving targets to meet companies' objectives and strategies,
- **improving capacity** (manufacturing, assembling, deliveries, warehouses, offices),
- **improving the supply chain** to decrease material stock days and lead time,
- **improving the level of synchronization and flexibility of operations** to decrease work in progress, handling and lead time - decreasing the non-value added operations,
- **improving the quality of products and services** to decrease scrap and rework claims,
- **improving transformation cost and material costs** by eliminating the cost of losses and waste,
- **increasing material and utilities usage efficiency,**
- **increasing employee productivity,** skill level and satisfaction,
- **increasing efficient utilization of physical space,**
- **increasing maintenance effectiveness and efficiency,** etc.

Why are we UNIQUE?

For 7 reasons... What we will do “on Monday morning”...

01**Strategy Approach**

Business transformation based on Continuous Cost Improvement Strategy, which can be converted into specific and measurable goals that are linked to all effective and efficient improvement activities within the organization.

02**Management Reform**

A complete management reform through a mechanism that clarifies all aspects necessary to increase competitiveness: Profitability Reform through Productivity Reform.

03**Customer and Shareholder Satisfaction**

Simultaneous fulfillment of customer's expectations for the promised delivery schedules and organization's growth expectations through the conversion of target profit into TAKT PROFIT or profit per takt minute.

04**Business Processes**

Through a profitable management and manufacturing improvement system to achieve unit speed of target profit for maximizing takt time and TAKT PROFIT, as a way of life and a unit speed of target profit improvement ethos at all hierarchical levels (KAIZENshiro Budgeting).

05**Team Work**

We believe that the safest way to open a new style of human resources management in the 21st century can be found right at the workplace by: increasing people's knowledge, people's motivation, work satisfaction, cooperation between people, problem study, dealing with problems systematically, visible results of improvements, self-confidence.

06**Zero Cost of Losses and Waste (ZCLW)**

We strongly believe that the level of Cost of Losses and Waste (CLW) in a company depends on how well the long-term business is designed.

07**Key Performance Indicators (KPIs)**

Continuous fulfillment of KPIs targets for: Productivity, Costs/CLW, Innovation, Quality, Delivery, Flexibility, SHE, Morale and Motivation.

RESULTS

Very good strategy... excellent results

With Exegens®, managers and practitioners within companies discover a comprehensive practical implementation approach that will help them develop and support their long, medium and short-term productivity for profitability, regardless of the evolution of sales volumes, increasing or decreasing.



Consulting Programs:

- over 100 client companies
- over 100 KAIZEN & KAIKAKU improvement projects
- over 100 MDC improvement projects

Note: consulting details [🔗 here](#)

Note: training and workshops details [🔗 here](#)

CLIENTS

Your success is our success

Exegens® consulting expertise is provided through a flexible approach for each client's unique needs - putting your company transformation on the road to the continuous success.

Exegens® clients are from highly competitive business environments:

- ✓ Manufacturing and Assembling Industry
- ✓ Processes Industry
- ✓ Financial Services
- ✓ Commerce & Retail
- ✓ Information Technology and Communication
- ✓ Services
- ✓ Utilities
- ✓ Professional Services
- ✓ Transportation and Logistics
- ✓ Consumer Goods
- ✓ Health Care

Companies operating in highly competitive markets that have successfully applied MCPD, MDC and Operational Excellence for Profit Speed come from: **Germany, Japan, USA, China, France, UK, Sweden, Italy, Romania, India, etc.**

Productivity for Target Profitability

TRAINING ... CUSTOMIZE ... IMPLEMENT ... RESULTS

Contact:

Bucharest Office:

5 M.R. Marcu Street

Mobile: +40 743 048 696

+40 744 350 499

Website: <https://exegens.com>

For more information, please contact:

office@exegens.com

exegens.com/blog

socialmedia



Copyright © 2021 Exegens®

All rights reserved.

Exegens® is a trademark of Exegens Management Consultants.