EXEGENS®
Strategic KAIZEN for
Synchronous Profitable Operations
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Synchronous Profitable Operations

1. Company
   For business productivity...

2. Consulting Philosophy
   Thinking... of a new world of productivity

3. Consulting: Cost Improvement
   Systemic problems require systemic solutions

   Systemic problems require systemic solutions

5. Consulting: Innovative Working Methods
   Systemic problems require systemic solutions

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   Very good strategy... excellent results

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   Your success is our success

Exegens®: Home of the Strategic KAIZEN
About us

The objective of any company must be to keep effective and efficient balance between management results and management resources. To achieve this goal, Exegens® productivity expertise focuses on eliminating and preventing constraints and losses/waste that stand in the way of continuously improving unit costs and maximizing outputs.

Achieving and sustaining profitable strategies by continuously increasing productivity is the framework of the unique results of Exegens® consulting.

Exegens® holds exclusivity over Manufacturing Cost Policy Deployment (MCPD) management system, Speed-Based Target Profit (SBTP) management system, Strategic KAIZEN methodology (published in 4 books between 2017-2020) and the exclusive right to use Japanese methodologies called Methods Design Concept (MDC) and Managing Office Productivity (MOP).

Exegens® Consulting: The Basic Steps
- Step 1: Study the potential for improving productivity
- Step 2: Reconciling productivity improvement with long-term company policies
- Step 3: Planning to improve productivity for synchronous profitable operations
- Step 4: Specific productivity improvement activities
- Step 5: Productivity measurement and management system implementation

Exegens®: Home of the Strategic KAIZEN

Our published research

Understanding the MCPD & MDC details [here](#)
MCPD: Business Transformation details [here](#)
Strategic KAIZEN and Kaikaku for Ideal Cost details [here](#)
Takt Profit for Synchronous Profitable Operations details [here](#)
The Best Productivity details [here](#)
EXEGENS®
Synchronous Profitable Operations

COMPANY
For business productivity...

Vision
To explore the potential of 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 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.

Takt Time
the pace of customer demand

Maximum Efficiency
according to cost down & cash up priorities

Takt Profit
Concept Author: Dr. Alin Posteucă

Maximum Effectiveness
do what is necessary but without unnecessary stocks
Dr. Alin POSTEUCĂ has more than 20 years of management consultant experience. He is the author of Manufacturing Cost Policy Deployment (MCPD), Speed-Based Target Profit (SBTP) and Strategic KAIZEN concepts. He is CEO of Exegens®. Prior to this position, he held top management positions in manufacturing and services companies.

He has a Ph.D. in Industrial Engineering from the Polytechnic University of Bucharest, Romania and a Ph.D. in Managerial Accounting from the University of Economic Studies of Bucharest, Romania. He was a PhD research fellow at Institute of Technology, Linköping University Sweden. 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).

He is the author of 4 books, over 20 articles and over 15 presentations at national/international congresses and conferences. He won the Traian Vuia Prize of the Romanian Academy with the book entitled: Manufacturing Cost Policy Deployment (MCPD) Transformation (Taylor & Francis, New York, USA, 2018). This prize was given for scientific research in the field of Operational Excellence and is the highest scientific prize in Romania.

He has very good results in companies, especially on linking Strategic KAIZEN to continuous cost improvement, using his own MCPD methodology. Also, fulfilling the unit speed of target profit to perform Synchronous Profitable Operations using his own SBTP methodology has very good feedback.

Dr. Shigeyasu SAKAMOTO has more than 50 years of management consultant experience. He is 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 received his doctorate degree of policy science from the Graduate School of Doshisha University in Japan and is certified as a P.E. by the Japanese government. He is also certified as: industrial engineer from the European Institute of Industrial Engineers, international MTM, method-time measurement instructor from International MTM Directorate (IMD), a MOST instructor from Maynard Management Institute and Work-Factor and Mento Factor instructor from WOFAC Corporation. He worked for the IMD as the technical coordinator responsible for developing a new system of MTM. He is a senior member of the Institute of Industrial Engineers in USA.

He is the author of over 30 books (in Japan), over 100 articles (in Japan) and over 20 presentations at international congresses and conferences.

He has very good feedback from his clients - top management - especially regarding the direct contribution to corporate performance using his own MDC methodology (Method Design Concept) and work measurement. Basic industrial engineering technologies are not compromised.
Productivity Consulting Philosophy

Thinking... of a new world of productivity

Our Formula & Approach

Productivity =

Business Processing Method (M) × Business Processing Performance (P) × Business Processing Utilization (U)

Methods Design Concept (MDC)

Manufacturing Cost Policy Deployment (MCPD)

Speed-Based Target Profit (SBTP)

Strategic KAIZEN and KAIKAKU in Striving for the Ideal Cost

Receiving the Order

Synchronous Profitable Operations

Delivery
CONSULTING: Manufacturing Cost Policy Deployment (MCPD)

Cost Improvement: Systemic problems require systemic solutions

The Current and Future Challenges
- to know how much unit costs can be improved and how this can be done without investment;
- to know how to improve direct costs (direct labor costs and direct materials costs) and indirect costs (consumables, indirect labor, utilities, spare parts, etc.);
- to know how to continuously develop the skills and knowledge of employees to achieve continuous cost improvement in order to increase the company’s performance.

Cost-Competitiveness Improvement Concept – Dr. A. Posteucă

To meet the annual and multiannual targets of continuous cost improvement, there are two keys to success:
- to separate costs into costs accepted by customers and unnecessary costs;
- to select the most effective and efficient strategic cost improvement projects (Strategic KAIZEN and KAIKAKU) in order to eliminate the approach of cost improvements based on preconceived ideas.

Strategic KAIZEN & KAIKAKU
in Striving for the Ideal Cost (Targets and Means)
The Current and Future Challenges

We must produce and sell only products that are both:

- necessary on the market (not to make excess products without having a firm order from a customer or a storage policy for additional orders from customers), and especially
- profitable (not to produce products that do not reach their target of unitary profitability).

Synchronous Profitable Operations (SPO) Concept — Dr. A. Posteucă

To make the products both requested by customers and profitable enough, there are two keys to success:

✓ to investigate the relationships between synchronization (fulfilling the pace of customer demand - Takt Time) and profitability (fulfilling the pace of profit demand - Takt Profit) of operations (Speed-Based Target Profit paradigm);

✓ to develop and sustain the KAIZENshiro culture by choosing and implementing the most effective and efficient strategic improvements (Strategic KAIZEN and KAIKAKU).

KAIZENshiro Culture: Planning and Developing Synchronous Profitable Operations (SPO)
CONSULTING: Methods Design Concept (MDC)

Innovative redesign of working methods: systemic problems require systemic solutions

The Current and Future Challenges

- to know how much labour productivity can be improved and how this can be done without investment;
- to know if the staff is properly assigned to each process and how to reduce labor costs;
- to know the real performance of the people in order to support the current and future change of the organization through the continuous development of the skills and knowledge of the employees.

Concept for Innovative redesign of working methods – Dr. S. Sakamoto

To reach a higher level of productivity improvement, there are two keys to success:

- to separate productivity contents into Method (M), Performance (P) and Utilization (U) with dependence on an industrial engineering techniques point of view;
- to adopt new approaches to each dimension or function of productivity.

Those three dimensions (M.P.U.) multiply productivity results through Industrial Engineering. The M dimension contributes effectiveness and the P dimension contributes efficiency. The U dimension cannot provide clear results without these two dimensions.

Feasibility Study of Productivity Improvement & Sensitivity Analysis (SA) of Profitability

Methods Design Concept (MDC) framework

Note: Managing Office Productivity (MOP) is the extended version of MDC for office and services
RESULTS
Very good strategy... excellent results

Partnering 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 sales increasing or decreasing.

Implementing the Continuous Cost Improvement Strategy through Strategic KAIZEN and Kaikaku

Maximize the Effectiveness and Efficiency

Expected Benefits
Tangible & Intangible

Bolster the KPIs Performance

Increase Employees Desire to Improve

Strengthen the Company’s Internal Environment

Results

✓ through MCPD
Unit Cost Improvement of at least 6% per year for each of the next 5 years by maximizing the efficiency and effectiveness of operations - through Strategic KAIZEN and Kaikaku

✓ through MDC
Productivity Improvement more than 200% without investment

✓ through SBTP
moving to Synchronous Profitable Operations to meet the need for cost down and cash up through the conversion of the Target Profit into TAKT PROFIT or target profit per takt minute, through Strategic KAIZEN and Kaikaku

Consulting Programs

- over 200 client companies
- over 250 Strategic KAIZEN projects
- over 300 Method Design Concept projects

Training & Workshops Programs

- 55 training & workshops
- 25 unique training & workshops
- 35 productivity programs
- 4 innovation programs
- 3 business transformation programs
- 13 leadership programs
- over 6000 participants

Note: consulting details �蚨here
Note: training and workshops details 🫑here
OUR PROJECTS

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, etc.

Companies operating in highly competitive markets that have successfully applied Exegens® Technologies, **Cost Improvement** through **Strategic KAIZEN and Kaikaku** (Manufacturing Cost Policy Deployment - MCPD), **Synchronous Profitable Operations** (Speed-Based Target Profit - SBTP), **Innovative Redesign of Working Methods** (Method Design Concept - MDC) and **Office and Service Productivity** (Managing Office Productivity - MOP), come from: Romania, Japan, Germany, USA, China, France, UK, Sweden, Italy, etc.