

Holistic Management Consulting

HMMC

V I S U A L I Z E , I N N O V A T E & T R A N S F O R M

Phone: 1-800-545-6044
www.holisticconsulting.org

HMC

· Holistic Management Consulting (HMC)
· revolutionizes the way companies implement
· change by providing guaranteed process improve-
· ments that yield substantial cost savings, reduced
· waste, and increased throughput for the long term.
· It's **The HMC Difference** that allows us to do
· this repeatedly for our clients. We have a winning
· strategy that makes us truly unique in the consult-
· ing world—we guarantee our work—bottom line.

V I S U A L I Z E , I N N O V A T E & T R A N S F O R M

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The HMC Difference

Our formula for success in providing sustainable results for our clients is based on our three-step approach:

Step One: The HMC statistical approach is used to diagnose problems and to create successful solutions. By using our proven, trademarked methodology, **Holistic Manufacturing™**, we focus only on statistically significant data in order to diagnose the existing problems, which then allows us to recommend the appropriate solutions necessary to achieve sustainable improvements. This process allows us to bridge the gap between good performance and average performance by identifying the primary variables that need to be controlled to achieve higher performance on a more consistent basis.

Step Two: We provide on-site, side-by-side implementations using our proprietary suite of Holistic Tools. We stay on-site with our clients until the recommended changes have been fully implemented and the improvements have been delivered! We use our suite of Holistic Tools to support

our implementations. We believe it is not enough to just recommend changes, but rather to identify the human systems—the mental models, attitudes, and behaviors—that are key to sustainable improvements. We work side-by-side with clients to implement changes and build continuous improvement into the structure. Our clients end up with a fully implemented system that generates superior results—and is designed to continue improving.

Step Three: The HMC guarantee and long-term commitment is applied to each project. We believe so strongly in our approach that we show our confidence and commitment by making a significant part of our fees subject to results! This also means providing appropriate follow-up and training. The result for our clients: guaranteed process improvements that yield substantial cost savings and increased profits to the bottom line!

Services

HMC provides consulting and training services to meet the needs of both domestic and international businesses in need of implementing changes that will produce sustainable, breakthrough results.

Our services include:

- Holistic Manufacturing Diagnostic
- Human Systems Organizational Diagnostics
- Holistic Supply Chain Diagnostic
- Productivity and Efficiency Improvement
- Reject and Waste Reduction
- Variability Reduction
- Cost of Complexity
- Offshore Manufacturing
- Theory of Constraints

Industries

HMC has the unique ability to successfully work with a wide range of industries. We focus mainly on statistically significant data in order to diagnose the existing problems. This approach allows us to recommend the appropriate solutions necessary to achieve sustainable improvements for all of our clients—regardless of industry, size, or geographic location.

We have expertise in these industries:

- Automotive Manufacturers
- Airlines
- Trucking Companies
- Breweries
- Diesel Engine Manufacturers
- Furniture Manufacturers
- Enterprise Resources Planning
- Software Suppliers
- Fast Food Companies
- Cigarette Manufacturers
- Kitchen Equipment Suppliers
- Pharmaceutical Companies
- Printer Manufacturers
- Wineries

Holistic Data System™ Software

The Holistic Data Systems (HDS)

is a powerful and user-friendly manufacturing software system that is designed to help companies increase efficiencies and sustain improvements in production. The software acts as a motivational and diagnostic tool that can be used at every level of your organization—from shop floor operators and their supervisors to the top executive who wants to keep a pulse on production.

The flexibility of the HDS software allows for easy customization for your specific needs, and the network-based environment works in real-time to track and analyze production performance—every hour, on the hour.

The extensive data analysis feature, which provides graphs and charts with multi-parameter capabilities, is key for pinpointing short-term and long-term performance trends—both positive and negative. This allows you to gain a better understanding of what factors are limiting or facilitating your production performance.

The statistical data that HDS provides will help you take your company to the next level—because information is power! You will no longer have to guess why you are succeeding or failing—finally, you'll have the data to back up your intuition.

For more information on the HDS software or to receive a demo CD showing the software in action, contact Keri MacDonald at hdsinfo@h-m-c.com or call 1-800-545-6044.

Features of the HDS Software:

- Direct interface with PLC system.
- Flexible network-based system.
- Provides real-time data.
- Scalable system that can be customized for a single line, single product or for multi-lines and multi-factories—with several machines running different products.
- Front screen that displays short term trends for top three problems for a defined period.
- Flexible standard reporting by function, brand, crew, shift, machine type, or period.
- Displays statistically significant variation.
- Displays top three significant machine stops for definable period by frequency and duration.
- Simple message writer function for sending messages to crews, shifts, or machine types.
- Customizable data analysis charts and graphs for above- and below-target performance.
- Trigger line feature with exceptional-cause variation, requiring reason code when below trigger level.

Benefits of the HDS Software:

- Monitoring ease lets operators, maintenance personnel, and managers check production and performance at-a-glance.
- Consistent feedback helps operators pace themselves throughout the shift.
- Constant display of the most critical information allows problems to be pinpointed as they are happening.
- Immediate feedback motivates employees to determine why problems are occurring.
- Encourages a preventive maintenance mindset, which involves human systems.
- Trigger line feature acts as a filter so that employees can focus on the largest problems.
- Data on above-target performance allows managers to see the specific actions that are having a positive effect on production so that these actions can then be replicated.
- Data provided to compare performance at regular time intervals, with historic performance for each production module, highlights improvement opportunities.
- Simple message writer function is easier to use than Lotus notes and does not require knowing who is on the crew or shift.
- Analysis identifies trends in production so that proactive measures can be taken before major problems occur.
- Scalable system allows for easy expansion to other divisions and factories.

About HMC

Company Background

HMC was formed in 1995 with the goal of revolutionizing the way companies implement manufacturing process improvements. Using the Holistic Consulting™ approach, HMC is dedicated to increasing manufacturing productivity and sustaining those improvements. While many other consulting firms provide short-term results, HMC takes aim at providing guaranteed process improvements that yield substantial cost savings and increased throughput for the long term.

HMC looks at a business from a holistic viewpoint, rather than at its individual pieces. We work on the technology, the processes, and the people. Unless we can change the attitudes and behaviors, results will not be sustainable after we leave. With our diagnostic methodology, we identify and isolate major areas for improvement and implement structural changes that enable long-term results and continuous improvement.

Founder and President

Stephen Hardy is the president and founder of HMC. His background and qualifications show a broad range of skills: BSEE, Fellow of the Institution of Mechanical Engineers, Chartered Engineer, masters in digital communications and computer networks, postgraduate degree in marketing and MBA in international marketing and corporate strategy. He was a Royal Academy of Engineering Professor for Design and Engineering in the UK from 1991-1993.

The HMC Team

The key to success in each of HMC's many projects is our holistic approach, which ensures that all elements are tightly integrated and strategically consistent. We bring ideas from different industries and different cultures. We also have an extensive network of consultants and academics throughout the USA, Europe, and Latin America and call on this expertise to support our programs as necessary.

While the holistic viewpoint is simple, it requires a great deal of experience to implement. HMC's team of consultants are experts in diagnosing problems and implementing long-term process improvements. Their years of experience with major corporations as both practitioners and managers throughout the world testify to the success of their Holistic Consulting™ approach to solving a myriad of business dilemmas.

HMC is committed to solving difficult problems at all levels in your organization, and to working as part of the team that implements the solutions and the systems to ensure continuous improvement. HMC believes so strongly in this approach that we show our confidence in our work by making a significant part of our fees subject to results. We also believe in integrating our client's staff into the project teams to help train them in our methodologies and to gain commitment to the project.

Testimonials

HMC has helped clients across a wide range of industries both domestically and internationally to achieve higher levels of output, increased efficiencies, and permanent improvements as a result. Our clients will attest to our commitment and our holistic methodologies. But don't take our word for it, here's what our clients have to say about HMC:

"With the improvements that HMC helped us to realize, we have increased output planned targets because we are confident that we can produce at a much higher level than in the past." *John E., Technical Support Manager, European Brewery*

"The HMC project was undoubtedly a success! We have already achieved the outputs we anticipated and the results are sustainable." *Martin T., Production Director, European Brewery*

"We have not just seen an improvement in performance but a complete change in culture and attitudes. We now want to replicate this in all of our beverage plants. HMC has helped us pave the way!" *VP of Operations, International Beverage Maker*

"The workshops conducted by HMC for a large number of our executives have helped us change our mind-set, from seeing things independently to seeing them connected interdependently. This change has helped us to look at issues holistically and has significantly improved the quality of thinking from our people, especially in preventing vicious circles. Our people are using the new "languages" learned in the workshops to communicate more effectively and to solve problems—thus achieving common objectives/goals more effectively." *BAT Malaysia Operations, Suat Kim*

"I can't believe how much things have changed in such a short time; our jobs used to be complete chaos. We were constantly 'putting out fires' just to survive and we were always trying to catch up. We've doubled our production and now we spend our time on continuous improvement. This is a different company!" *John Noons, Union Convener, Bass Brewers*

"HMC has helped us to realize remarkable strides in terms of performance measures, which has given our company a new confidence for the future. But what is even more encouraging is the overall attitude of our employees. The pessimism that was once the norm has now been replaced with a healthier, goal-focused outlook, and a quest to achieve the status of a world-class manufacturer. Thanks to the teamwork from HMC, I believe we can poised to achieve this goal." *John Farrell, President, Lincoln Food Services*

"The HMC Team not only showed us to be more productive, but they also helped us to be self sufficient by training our staff on the processes and methodologies that they put in place. Their excellent training ensures that we will be able to sustain the results and duplicate them in the future." *Manager, Cigarrera Bigott*

"The 'Visioning' session conducted by HMC for our group was very well designed and facilitated with outstanding expertise. As a result, our supply chain team has been able to align themselves with the spirit of 'one for all and all for one'—they are now known as the high performance team!" *Kabir, Supply Chain Manager, BAT Bangladesh*

"HMC really put their money where their mouth is. They promised that they could help increase our productivity, and they really delivered. Before they came on board one machine was making less than 7 million cigarettes a day. And now, thanks to them, that same machine is making close to 10 million a day!" *Hector Casco, Production Director, Cigarrera Bigott*

For More Information

Please see our website: www.holisticconsulting.org for more detailed information on our consulting company, service offerings, success stories and career opportunities.

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