

Solving Project Challenges for the Manufacturing Industry

TwentyEighty Strategy Execution has been delivering an extensive suite of customized project management training to the world's leading manufacturing organizations for over 35 years. We have assisted clients across all sectors of the manufacturing industry in improving efficiency, project success and their bottom line through our broad delivery of training modalities and curricula.

Our solutions combine the best of cutting-edge university research and best practice business techniques to ensure adoption, to deliver performance improvement and to validate investment in talent development. Whether your goal is to sharpen your team's project-focused skills or evolve the way your leadership approaches strategic execution, we have the solutions that will transform the way you think, lead, execute—and perform project-based work.

It is no coincidence that the largest manufacturing organizations in the world use our services. Trust TwentyEighty Strategy Execution to do the same for you.



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 **TWENTYEIGHTY™**
Strategy Execution
FORMERLY IPS LEARNING & ESI INTERNATIONAL

FROM STRATEGY TO EXECUTION

SOLVING PROJECT CHALLENGES FOR
THE **MANUFACTURING**
INDUSTRY



Industry Drivers and their Impact on Project Performance

While every organization has their unique business challenges, TwentyEighty Strategy Execution's extensive research and practical work with manufacturing companies has allowed us to aggregate these business issues into four definitive drivers that distinguish the industry today. As we put on our specialist, project-tinted lenses in working with the industry, these drivers have been determined to critically impact the skills requirements and competencies development of the project community. Our clients have thus realized the most significant value against these business drivers by focusing on the select project performance areas.



\$ PRESSURE ON PRODUCTION

The pressure to produce to gain or retain competitive advantage and expand business operations has resulted in a surge of capital projects planning, scheduling, cost, and people management. In order to be effective, manufacturing organizations will need to apply their limited resources judiciously and focus on projects that yield the highest return on investment. Project portfolio management informs and guides capital decisions through a structured approach to project prioritization and governance.

OUR SOLUTION

TwentyEighty Strategy Execution has been helping manufacturing organizations manage capital project risks through the development of effective project portfolio management (PPM) capabilities. From portfolio analysis to project prioritization and selection, we work with clients to align their organizational objectives with operational capabilities. Key areas of work include:

- Portfolio Risk Management
- Portfolio Prioritization
- Portfolio Budgeting and Resource Allocation
- Portfolio Monitoring & Control
- Portfolio Optimization
- Strategy Execution

GLOBALIZING THE BUSINESS

Customers are constantly changing, and as they pursue growth in new global markets, manufacturers will need to stay in proximity to the market. Often this means doing business in unfamiliar parts of the world, bringing added uncertainties and complexities to operating models. With multiple businesses stretched across disparate geographies, the decision-making process can quickly become disjointed, creating challenges in ensuring that the overall business strategy is being supported and executed globally. As each region develops its own operating model with independent structures and processes, business leaders will need to take steps in ensuring that the global business strategy remains and serves as the foundation for regional decision-making.

OUR SOLUTION

Maintaining operational alignment with the core business strategy starts with ensuring that the portfolio of projects being considered in each region is in alignment with organizational objectives. Regional projects are initiated to deliver specific outcomes which can and should be linked back to the overall business strategy through a well-defined project portfolio process. To maintain global alignment, TwentyEighty Strategy Execution works with clients in the following PPM areas:

- Strategy Execution
- Portfolio Risk Management
- Portfolio Prioritization
- Portfolio Budgeting and Resource Allocation
- Portfolio Monitoring & Control
- Portfolio Optimization

SUPPLY CHAIN VULNERABILITY

Supply chains for most global manufacturers are complex, extensive and vulnerable. Concerns over transportation costs, shifting regulatory environments, intellectual property rights and even natural disasters are causing many manufacturers to re-examine their supply chain strategy to mitigate risks. As a result, manufacturers are seeking to diversify their suppliers across geographies. Since sourcing and procurement have been likened to the tip of the spear as they relate to managing supply chain risks, ensuring consistent practices across geographies is paramount to driving a cohesive strategy.

OUR SOLUTION

TwentyEighty Strategy Execution has an extensive sourcing and contracting curriculum focused on building consistent organizational capabilities to manage the entire procurement process from vendor requirements through contract close out. Core focus areas include:

- Vendor Requirements
- Proposal Evaluation
- Contract Pricing
- Contract Negotiation
- Contract Monitoring
- Contract Changes
- Contract Closeout

OPERATIONAL EFFECTIVENESS

Now more than ever, manufacturing organizations are struggling to balance aggressive cost reduction targets with increased expectations on production. Manufacturers are also under increasing pressures to eliminate defects and increase reliability on utilizing aging assets. Further complicating the issue is the decline in human capital availability caused by the re-allocation of resources to meet regulatory requirements, and the rapid retirement of senior personnel and project professionals. Increasing operational effectiveness generally translates to process improvement initiatives and/or the implementation of new technologies. Either way, improving operational effectiveness ultimately depends on improving project effectiveness.

OUR SOLUTION

A clearly defined project management methodology with robust processes for requirements, estimation, cost control, and project monitoring, is essential to project effectiveness and ultimately to delivering on the operational improvement requirements of the business. We have assisted clients to achieve positive outcomes in their operational improvement initiatives by building core competencies in the areas of:

- Strategic Enterprise Analysis
- Requirements Elicitation and Planning
- Requirements Traceability, Validation and Verification
- Managing Changes in Requirements
- Process Modeling Techniques
- Estimating Techniques
- Validating Estimates
- Cost Control
- Scope Change Management

Manufacturing Success: From Boardroom to Shop Floor

The global manufacturing sector has seen unprecedented changes over the last decade. We've witnessed large developing economies stave off competition against mature markets and transform into first tier manufacturing powerhouses, manufacturers experiencing stammered growth in unstable markets around the world and skilled talent remaining in short and unbalanced supply in different regions.

As global competition increases, it has become much more important and apparent for manufacturing firms to clearly understand the competitive capabilities they need to develop a winning position in the market. A key to building these capabilities is to find an informed perspective that can help organizations swiftly respond to challenges and best position themselves for the future. This is where we can help. We have been partnering with organizations around the world to address their most pressing business issues. Our portfolio of clients covers the depth and breadth of the industry ranging from global manufacturing giants to regional processing companies.

Proving Business Value for Your Learning Investments

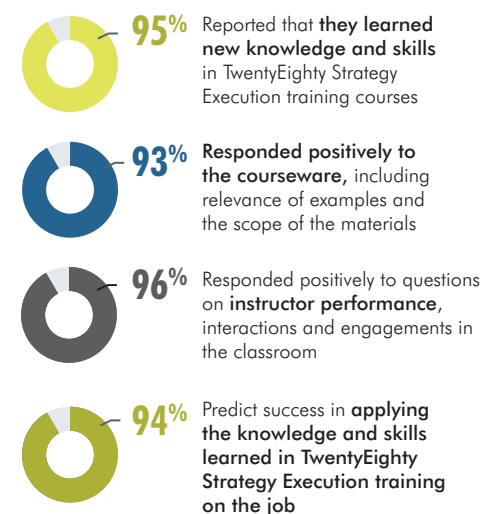
At TwentyEighty Strategy Execution, we know that learning investments must be linked to improved business performance. We asked learners from 11,145 manufacturing professionals who have trained with us since 2010 to rate how their training in project-related areas has impacted their business performance. And the numbers speak for themselves.

STRONG BUSINESS IMPACT FROM MANUFACTURING PROJECT RELATED TRAINING

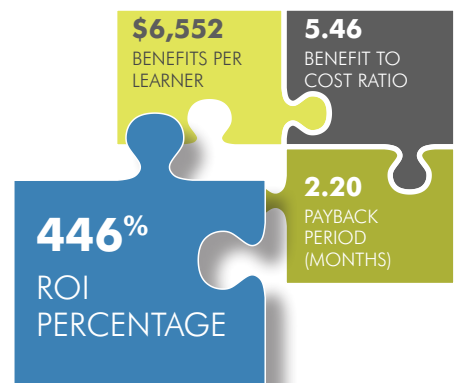
Client professionals from the manufacturing industry were asked to identify the business impact they had delivered back to the organization for their participation in the training events.



IMPROVED PERFORMANCE QUALITY AND EFFECTIVENESS



OUTSTANDING TRAINING ROI



89% of manufacturing learners said that our training was a worthwhile investment in their career development.

The above refers to some standard financial return on investment calculations based on a learner predicted 8.19% improvement in job performance (adjusted for self-reported bias), a per student tuition cost of \$1,200, and an average project or contract manager salary of \$80,000. These results are based on information gathered immediately following their participation in a TwentyEighty Strategy Execution training event.

ACCELERATED PERFORMANCE IMPROVEMENT

