



PROCESS QUALITY ASSOCIATES INC.

"We Engineer the Quality of Your Success"

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MULTI NATIONAL MAKES MEGA MONEY

CLIENT's SITUATION

For the past 13 years, a leading North America supplier (over 300 employees at each plant site) successfully implemented all the leading productivity improvement techniques, enlightened management methods, and latest technology.

In spite of this (or because of this), the rate of productivity improvements was slowing down. More recently, the economy had gone into a down cycle again. If they were to remain as leaders in their industry, they had to find more and bigger opportunities for improvement. They wanted an outside opinion on how best to improve their operations, NOW.

They needed an original viewpoint with excellent skills. They called PQA

PQA's TASK

PQA was requested to identify opportunities for improving their operations, find the ROI, and get a pragmatic plan in place as soon as possible.

PQA's ACTION

PQA requested and received volunteer employees that formed a strong cross-functional team. PQA utilized its proprietary techniques to facilitate the rapid assessment of the company's situation, and focus on the key issues for management. PQA facilitated the discovery of \$4.3 million in potential savings during the first 5 days.

Management's initial shock at PQA's report eventually dissipated as they realized the opportunity, and the consequences if they failed to act.

PQA was requested to help develop an implementation plan immediately. Within 4 weeks, a detailed plan was ready, and was accepted by management. In addition to the dollar savings projected, it is expected that product quality will improve by 10 fold through these projects.

CLIENT's RESULTS

Client is one month into a 6 month implementation to gain their \$4.3 million in savings, and improve their product quality by 10 fold. Everything is on track & looking good. Operators have already noticed significant improvements in their job ease and satisfaction