

POMONIK CONSULTING, INC.

"Chaos Removal Services"sm

HOW TO IMPROVE OVERALL OPERATIONS

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IMPROVE OVERALL OPERATIONS

We help you develop and implement significant improvements in your overall operations. As shown on the following pages, we can support you with Tailored Consulting Support as well as Lectures and Workshops. Our services include Systematic Process Improvement.

WHAT IS SYSTEMATIC PROCESS IMPROVEMENT?

Systematic Process Improvement involves rapid and effective methods for beginning and sustaining improvements in the overall operations of your company. Based on decades of experience, it helps you achieve key goals by combining proven means for enhancing your teamwork, communications, problem solving, and process mapping and improvement. As shown on the following pages, assistance can be provided through Tailored Consulting Support as well as Lectures and Workshops.

HOW CAN SYSTEMATIC PROCESS IMPROVEMENT HELP YOU?

1. SAVE MONEY

Improve costs and profits

Inefficiencies, delays, mistakes, poor communications, and lack of teamwork all contribute to cost overruns and loss of profits. We can work with you and your staff to help remedy those issues, and balance your overall operations to achieve a stronger bottom line.

2. INCREASE SPEED AND THROUGHPUT

Improve schedules

Your customers must have their needs satisfied in a timely manner. Late deliveries increase costs and may expose you to contractual penalties. Working in conjunction with your existing staff, we can help you increase the speed and throughput of your overall operations.

3. INCREASE QUALITY

Reduce mistakes and improve quality

Poor quality, rework, and mistakes are costly, can jeopardize your company's reputation, and increase liability risks. We can work with your team to streamline processes and set best practices to help assure high quality results.

4. MAINTAIN HIGH CUSTOMER SATISFACTION

Retain customers and enhance your reputation

Improving costs, schedules, and quality are essential for your company's success, but not sufficient. High levels of customer satisfaction and an excellent reputation in the marketplace are also vital to your company's survival, growth, and longevity; we can assist you with assessing and balancing those key factors.

SYSTEMATIC PROCESS IMPROVEMENT

Example of TAILORED CONSULTING SUPPORT

1. Initial discussions

We meet with your top management to understand your current interests and issues, and tailor an approach that suits your specific needs.

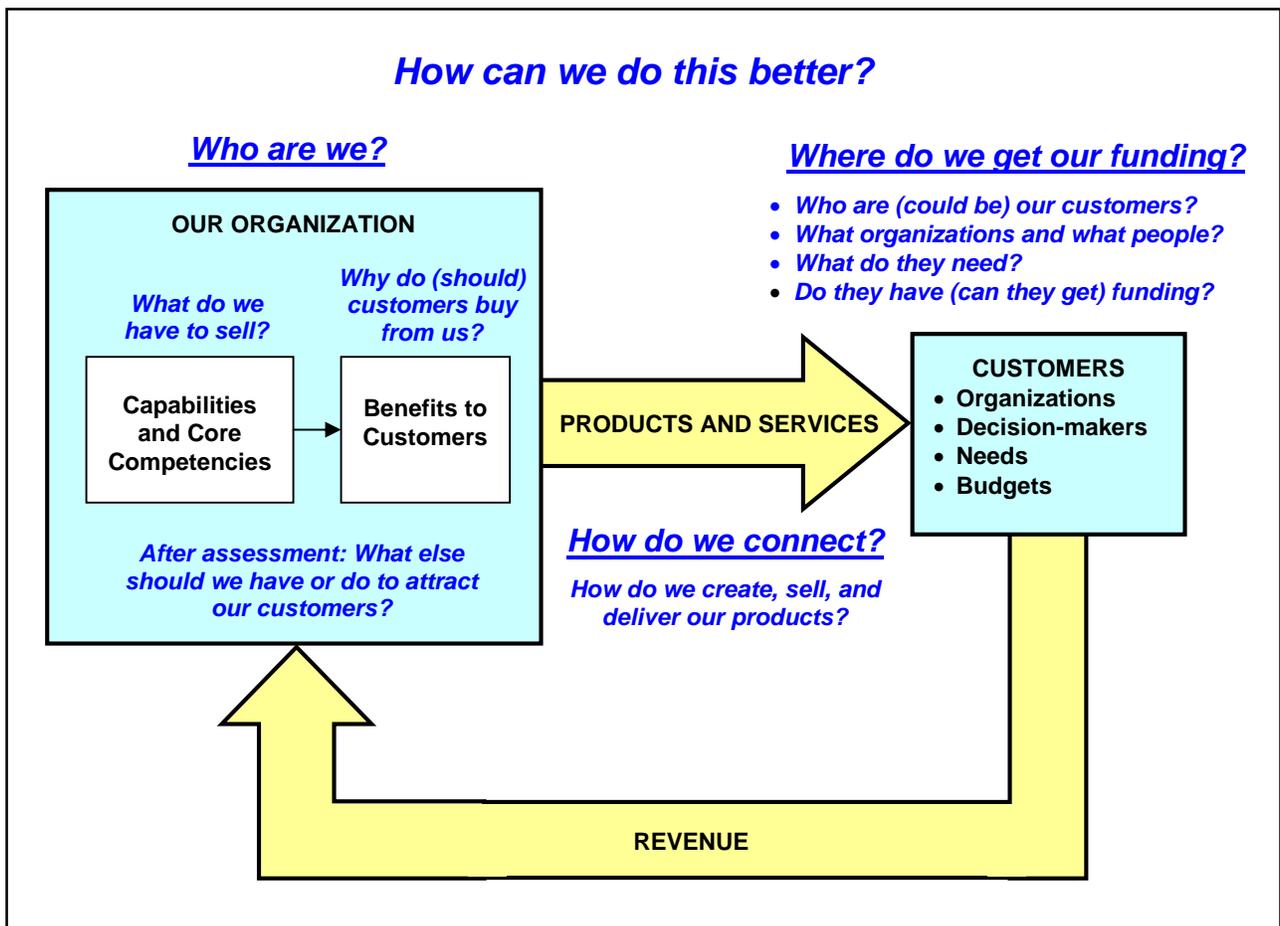
2. Rapid and inexpensive assessment

We conduct interviews with your key personnel, physically walk through your facilities and a few typical processes, and discuss results with you in order to develop the next steps.

3. Development and implementation

Pending your interest and approval, we begin the phased improvement process, culminating in the implementation of significant improvements in your operations. Continuation to each phase is based on your satisfaction and approval. Results will improve schedules and costs at least 20% (and often much more), while simultaneously maintaining high quality.

Example of a model used for Systematic Process Improvement



SYSTEMATIC PROCESS IMPROVEMENT

LECTURES AND WORKSHOPS

Examples of Lectures and Workshops

Lectures and workshops often help companies quickly focus on their key issues and move forward with a resolution plan. Your people can gain valuable knowledge from lectures (1 to 2 hours each) on the following subjects, or achieve additional benefits from interactive workshops (1 to 2 days each) on these themes. Participants learn to use proven methods that have evolved from decades of helping a wide variety of organizations improve and succeed, even in difficult circumstances.

Service, Survival, and Longevity

Learn how your organization can:

- Increase your focus on serving the needs of your customers
- Survive turbulent times and increased competition
- Maintain longevity and continue to succeed into the future

How Teams and Companies Win

- Examine models that illustrate how teams and companies win, and explore factors that greatly increase your likelihood of success
- See how to apply these processes to help your company (and you) succeed

Fast, High Quality Decisions and Results

- Explore how to achieve results that are simultaneously fast, high quality, and economical
- Learn how to implement these methods in your organization

Secret Weapons of Effective Communicators

- For organizations and individuals, effective face-to-face communications skills are essential to success on many levels, including spreading knowledge, persuasion, and rapidly resolving problems
- Learn about successful methods that others have used to excel in communications

Deliver Fast, High Quality Proposals

- Examine highly effective processes for organizing and producing winning proposals

How to Gain the Benefits of Business Process Improvement

- Learn to analyze and improve how work and information flows throughout your enterprise, and how goals get accomplished
- See how to identify and overcome obstacles to improvement
- These methods help you identify significant cost savings, improve cycle time and quality, clarify roles and responsibilities, avoid serious omissions, and develop solutions to recurring problems

For more information, see www.pomonik.com

George M. Pomonik

Background and Experience

I am an independent consultant (since 1983), helping companies improve their speed, quality, costs, and customer satisfaction. I have assisted a wide range of organizations, including such industries as aerospace and defense, technical services, construction, electronics and instrumentation, law enforcement, industrial products, offshore oil and gas, and ocean systems.

I work with my clients to increase their focus on defining and achieving key goals. I have even helped develop solutions when prior internal attempts had not worked. I tailor my support to the organization's needs, including:

- Assessment of issues and root causes
- Development of goals, strategies, tactics, and plans
- Team building, communications improvements, facilitation of change, coaching, and counseling
- Process mapping and improvement, and the development of implementation plans and cost benefits
- Hands-on implementation of improvements

Examples of some successful assignments:

- Organized and facilitated process improvement and team building sessions for a unit of a major crime lab, as part of a rapid renewal program. Resulted in a practical road map for achieving significant operating improvements while balancing quality, speed, and economy.
- Reduced new product release time from 18-24 months to less than 10 months. Also implemented effective teamwork, process mapping, and other techniques that resulted in permanent improvements in workflow, communications, and meetings.
- Resolved ambiguities in manufacturing and production test specifications, suggested modifications to meet the same needs at lower costs, and supported the implementation of the changes. Program saved over \$8 million.
- Helped a small start-up company define their workflow, structure, and individual roles and responsibilities. Improved internal communications and increased the speed of task completion.
- Supported a billion-dollar aerospace program, including integration with the procedures of a new parent company, best practices assessment, cycle time improvement efforts, improvements in communications, teamwork and alignment, and other means for achieving fast, high quality decisions and results.

Prior to consulting, my background included roles as VP of Engineering, VP of R&D, Marketing Manager, Project Manager, and Engineer. My hands-on management and engineering experience adds practical insights to my operational support and improvement work. I have a degree in Mechanical Engineering, and postgraduate training in management, systems engineering, marketing, finance, and communications. My technical work includes five patents.

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