

Lean Performance China Business Model Workshop

A One Day Workshop on June 25, 2004

Presented by the University of Illinois at Chicago

It is not necessary to change. Survival is not mandatory.

- W. Edwards Deming

In any economy there is one constant: competitive advantage is built on the best execution of the best strategies. Developing and deploying strategies that recognize and leverage the emerging lean global economy is the key challenge facing American manufacturing companies.

American companies must learn to compete in the emerging lean management style pioneered by Toyota and now linking world – wide in the lean supply chain. An American lean enterprise able to leverage web-enabled technologies including ERP and SCM has a distinct advantage in the emerging global lean business model.

The new paradigm is becoming clear: all processes that produce a product or service will be performed where the best performance can be attained on cost, quality, and delivery. Eventually – relentlessly – in response to competitive market forces. Just like always.

Why a Lean Performance China Business Model?

Lean Performance is the business model that aligns your strategy with the process execution and measurement that you need to dominate in the emerging lean global economy. Lean Performance China Strategy incorporates the process architecture necessary to deploy and manage the virtual lean enterprise with an offshore production capacity. Will it be fundamental for success for you to incorporate Lean Performance China Strategy into your company management?

This one day workshop introduces participants to a groundbreaking approach to the implementation of lean processes that support China outsourcing practices.

Expected Outcomes

Participants will produce a company-specific lean China strategy with a thorough outsourcing assessment reviewing all company and market risks. An action plan for the implementation of the lean China strategy and associated business processes will also be developed by participant companies.

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Who Should Attend

This one-day workshop will be invaluable to:

- Companies seeking to refine their outsourcing strategy;
- Companies who are currently engaged in outsourcing and would like to learn a practical business model (**postponement***) for doing business in China;
- Companies looking for a practical project management approach for managing your current outsourcing process;
- Companies that want to benefit from outsourcing to build competitive advantage in the U.S. markets, and who can benefit from product sales in the China/Asia marketplace.

***Postponement/Postponement Fulfillment:**

A strategy originating in distribution channel management that is based in the completion of a product at the latest time and closest economically efficient location to the consuming market as possible. Postponement fulfillment is designed to reduce channel inventory cost while providing superior inventory availability, especially when producing components at a distance from the consuming market.

Workshop Topics Include:

- Lean Performance China Management Strategies
- Lean Postponement/Fulfillment China Strategy
- Lean Product Design for Postponement
- Lean Postponement Supply Chain
- Lean Postponement Product Configuration
- Lean Postponement Assembly and Shipping
- Lean Postponement Customer Service
- Lean Postponement Action Plan

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Workshop Details

Date and Time	Cost	Location
June 25, 2004 8:00am Registration Workshop 8:30am – 4:00pm	\$595 per person Teams: \$495 per person	University of Illinois Multi-University Center 1010 Jorie Blvd. Ste. 200 Oak Brook Illinois

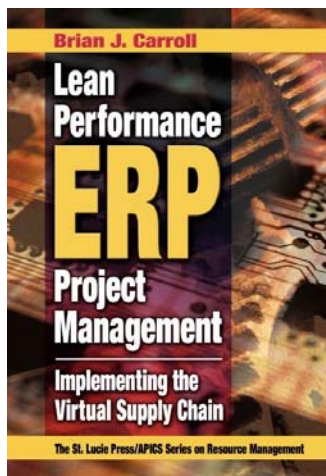
The workshop will be held on Friday, June 25, 2004 between 8:30 am and 4:00 pm and will be located at the University of Illinois Multi-University Center in Oak Brook Illinois. Lunch will be served as part of the workshop fee. The workshop fee also includes class materials and assessments. There will be an optional 45 minute presentation at 4:00 pm on 'How to Effectively Outsource to China' by the Entropy International Group, a worldwide marketing and service organization specializing in OEM/ODM project management.

Registration

Online – Visit www.ced-uic.com/leanworkshop complete the online form and submit.

Call or email - 630.472-9300 or lean@ced-uic.com

About the Speaker



Brian J. Carroll is a Principal of Performance Improvement Consulting, Inc. (PIC), a management consulting firm specializing in Lean Performance services located in Downers Grove, Illinois. He is the author of *Lean Performance ERP Project Management: Implementing The Virtual Supply Chain*, published in February 2002 by the San Lucie Press in the APICS Manufacturing Resource Series. Mr. Carroll is a Certificate instructor in the Lean Performance Certificate series offered by the Center for Enterprise Development, Inc. and the Institute for Entrepreneurial Studies at the University of Illinois at Chicago.

It is not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is most adaptable to change. Charles Darwin