



PRODUCTION PLANNING STRATEGIES

WHO SHOULD ATTEND?

Production, Factory, Product, Line, Supply Chain, Project, Material – Directors, Managers, Planners, Executives and People involved in Annual/Strategic Production Plans



SMI LEARNING OBJECTIVE

- STRATEGY ONE** 'Right' Forecast' Strategy
- STRATEGY TWO** Customer Key Decision
- STRATEGY THREE** Customer Forecast 'Verification'
- STRATEGY FOUR** Change Present Production
- STRATEGY FIVE** Increase Output Flexibility
- STRATEGY SIX** Optimise Staff Costs
- STRATEGY SEVEN** New Product Introduction (NPI)
- STRATEGY EIGHT** Vendor Delivery / Stock Support
- STRATEGY NINE** Leadership and Team Capability
- STRATEGY TEN** Productivity Incentives and Motivation

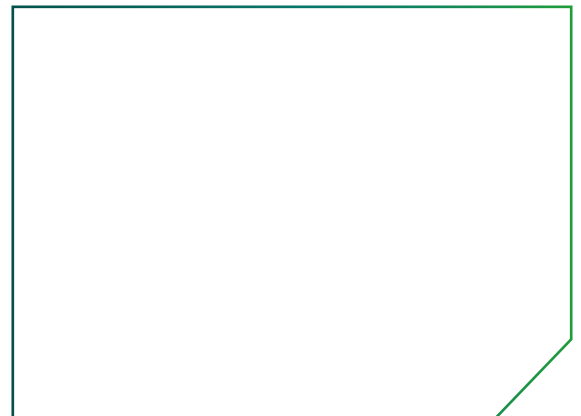
“ THE WORLD HAS CHANGED ”

The IMPOSSIBLE Happened! A Worldwide Shutdown 2020; this CHANGES EVERYTHING in Production Operations and a NEW NORMAL will emerge!

A Worldwide Recession, Business Model Change, Work from Home, Communication Delays, Reduced Investments, Compulsory Health Screening, IT Dependence, etc.

The more 'adept' companies will achieve Profits Faster. We MUST expect Supply Chain Disruptions, Vendor Financial Meltdown, Lack of Materials, Slow Operations, Unpredictable Demands and a myriad of NEW CHALLENGES, NEVER EXPECTED!

The LEAN PRODUCTION RESET in Rethinking 'Traditional' Strategies, Persuade Stakeholders to CHANGE and Support New Initiatives – Creative Strategies, Practical Solutions and Move Away from Current Practices – It requires a Paradigm Shift!





PRODUCTION PLANNING STRATEGIES

Smart Production –
Right Forecast, Right
Strategy and Flexible
Capacity for
Post-Covid 19!

PART A “ PRODUCTION PLANNING STRATEGIES POST-COVID 19 – THE WORLD HAS CHANGED ”

1. **A Customer Obsession** – Change your Leadership Style and Driving Sales Team to Amazing Results!
2. **SUPER Sales Manager Success** – Sales Leadership, Team Development and Motivation!

PART B “ PRODUCTION PLANNING and FLUCTUATING ORDERS ”

1. PRODUCTION PLANNING ANALYSIS – POST-COVID 19

- A. **Customer Demands and Forecast Challenge** – Lower Quantity, Price Pressure, Cancellation, High Costs, etc.
- B. **Production Resource Analysis** – Equipment Capacity, Cash Flow, Materials Shortage, Manpower, etc.
- C. **SMI Skill ONE** – Prepare ‘Planning Dashboard’ of Production Resources Pre and Post-Covid – Know your Position!

PART C “ PRODUCTION PLANNING STRATEGIES ”

2. CUSTOMER FORECAST and ORDER ACCURACY

STRATEGY 1 – ‘RIGHT’ FORECAST’ STRATEGY

- Over and Under Order
- Deliver More / Less
- New/Existing Capacity (Increase)
- Customer Keep Stocks
- Consign Stock
- ‘Keeping’ Stocks

STRATEGY 2 – CUSTOMER KEY DECISION INFLUENCERS

- Key Decision Makers
- Years of Service
- Trust / Confidence
- Degree of Influence
- Job Title

STRATEGY 3 – CUSTOMER FORECAST ‘VERIFICATION’

- Manpower Increase
- Material Order Increase
- Customer Present
- Previous Orders Accuracy %
- Capex Increase
- Staff ‘Interview’

3. PRODUCTION CAPACITY STRATEGY

STRATEGY 4 – CHANGE PRESENT PRODUCTION

- Total / Available Capacity
- Peak / Lull Months
- Total Staff Costs
- Normal / Weekend OT Costs
- Monthly Average Output %
- Number of Staffs

STRATEGY 5 – INCREASE for OUTPUT FLEXIBILITY

- Line Reduction
- 4 Day Shift
- Third Shift
- Weekend Shift
- Part/Full Time Staffs
- Outsourced Capacity

STRATEGY 6 – OPTIMISE STAFF COSTS

- Average Worker Salary
- Average Hours/Week
- Average Output/Day
- Number of Staffs
- Average Output/Staff
- Normal/Weekday OT Costs

4. NPI PRODUCTION and LOGISTICS STRATEGY

STRATEGY 7 – NEW PRODUCT INTRODUCTION (NPI)

- Vendor Selection
- Material Selection
- Vendor Lead Time
- Vendor Capability
- Overseas/Local Vendor
- NPI Meeting Participation

STRATEGY 8 – VENDOR DELIVERY/STOCK SUPPORT

- Single Source Vendor
- Take Risks - Over Order
- Vendor Relationship (KDI)
- Third Party Logistics
- Consignment
- Trading House

5. MANPOWER PRODUCTIVITY and MOTIVATION STRATEGY

STRATEGY 9 – LEADERSHIP and TEAM CAPABILITY

- Leadership Ability
- Operations Stability
- Rotating Team/Shift
- New/Experienced Staffs
- Team Relationship
- Maximum Work Hours/Day

STRATEGY 10 – PRODUCTIVITY INCENTIVES AND MOTIVATION

- Achievement Incentives
- Competing Team Reward
- Loyalty Bonus
- Worker ‘Take Home’ Salary
- High Performance Incentives
- Special Incentives

PART D “ ‘NEW NORMAL’ PRODUCTION PLAN IMPLEMENTATION ”

6. ANNUAL PRODUCTION PLAN – POST-COVID 19

- A. **‘New Normal’ Production Plan 2021** – Productivity vs Profitable Objectives, Strategies and Action Plan
- B. **Production Manager a Master Implementer** – Leadership and Confidence to Achieve the Impossible!
- C. **SMI Skill TWO** – Develop, Implement and Present Annual Production Plan 2021