

CIMS KPO

(Continuous Improvement & Management Support
Knowledge Process Outsourcing)

Proposal – Outsourcing IE activities



Vrunda Consultancy Service

Ahmedabad

What is Outsourcing?



Outsourcing is the contracting out of a company's non-core, non-revenue producing activities to specialists.

It differs from *contracting* in that outsourcing is a strategic management tool that involves the restructuring of an organization around what it does best – its core competencies.

What 'CIMS(K)PO' means?

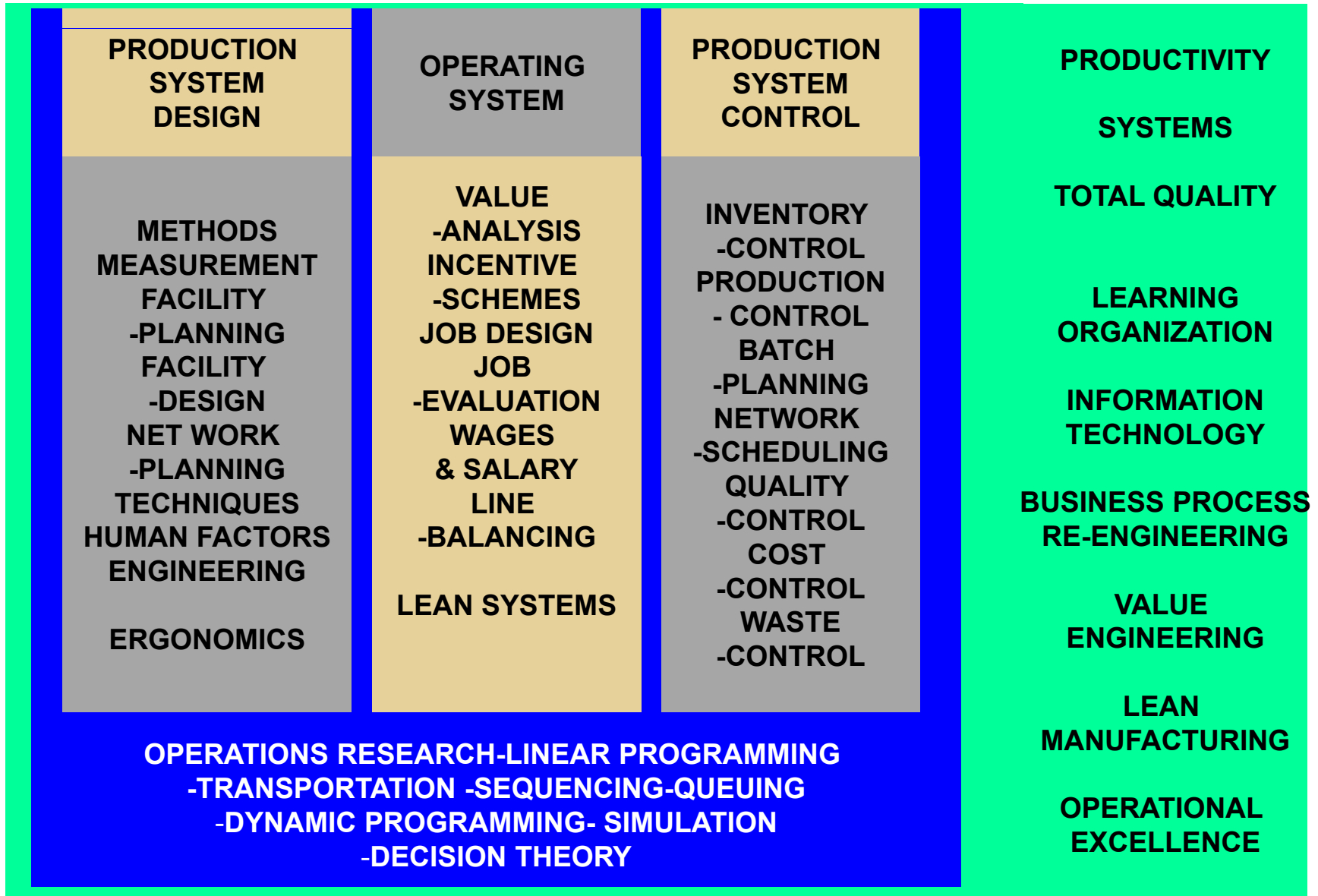
- *CIMS(K)PO or Continuous Improvement & Management Support Knowledge Process Outsourcing* is a kind of high value added KPO service involving Continuous Improvement & Management Support work that industry can outsource from experts where it is costly to perform
- CIMS(K)PO utilizes the *tools and techniques of INDUSTRIAL ENGINEERING* and helps the organization to drive the efforts *for achieving excellence through continuous improvement*
- Services rendered may involve *low to high end quantitative and qualitative tasks*

INDUSTRIAL ENGINEERING

AS DEFINED BY AMERICAN INSTITUTE OF INDUSTRIAL ENGINEERING

- *Industrial Engineering is concerned with design, improvement and installation of integrated systems of men, materials and equipments.*
- *It draws upon specialized knowledge and skill in the mathematical, physical and social sciences together with the principles and methods of engineering analysis and design to specify, predict and evaluate the results to be obtained from such systems.*

Arena of 'INDUSTRIAL ENGINEERING'



WHY INDUSTRIAL ENGINEERING IS NOT GIVEN TRUE PLACE IN ORGANIZATIONS?

It is difficult to find out opportunities for improvement while doing routine work.

“Too long a familiarity with a problem makes us conservative and some what blind to the possibilities of change and some one from out side can often see things better and more clearly than we can.”

-Sir Walter Worboys of Imperial Chemical Industry

Why industrial engineering is not given true place in organizations?

- If company appoints senior level persons for Industrial engineering, their salaries are prohibitive, the company finds their utility in corporate affairs in very short time, or, because of lack of enough work, they leave early before even contributing to the organization.
- If company appoints junior engineers:-
If they are very good at work, they get promoted and occupy managerial positions and; if they happen to be average, they spoil the work and create new problems which never existed in the company. The junior engineers need guidance from senior persons and failing which, they remain ineffective; the line managers also do not listen to them.

In both the cases, the company has to compromise with the potential profits and which goes on to eroding current profits unless some initiatives are taken to prevent these.

Why industrial engineering is not given true place in organizations?

“We are really interested in improvements through use of Industrial Engineering techniques”

The size, of our operations and the organization, restricts us to have separate Industrial Engineering Department

Nature of Services offered by CIMS(K)PO

High End Services

The Qualitative tasks include:

- Strategy Development & Deployment – Manufacturing & Business
- Operational Excellence initiatives
- Continuous Improvement Initiatives like DWM, 5S
- Analytical Services, MIS
- Review and Analysis
- Intelligence Services

Low End Services

The Quantitative tasks include:

- Time & Motion Studies
- Production Norm Setting
- Methods Improvement
- Manpower Rationalization
- PMS
- Create Flow & Pull
- Cost Reduction / optimization
- Layouts
- OEE Improvement
- Standardization
- Data entry

CIMS KPO: Process ...specific example....

Continuous Improvement

- 1 Value Stream Mapping
- 2 Waste Identification
- 3 Waste Elimination Process Design & Implementation
- 4 Continuous Improvement Process PDCA
- 5 Analysis & Presentation

Management Support

- 1 Excellence Strategy
- 2 Excellence Metrics
- 3 Business Intelligence
- 4 Analytical Intelligence
- 5 Result Compilation - MIS

- **Outsourcing your Industrial Engineering Activities – Continuous Improvement and Management Support – to us.**
- **We are experts in Industrial Engineering – Continuous Improvement & Management Support.**
- **We understand your needs.**

The MODEL

- **We will place experienced Industrial engineers in your plant, to carry out day to day industrial engineering related work. Their number will depend on the phase of activities**
- **The strength can also vary with the intensity, speed of improvements desired and the period of life cycle of assignments. It will be mutually agreed at the time of contracting and accepting the assignments. They may be working full time or may be withdrawn as per requirement.**
 - We have a pool of engineers from different industries, different fields and work experience in different capacities and trained by us in industrial Engineering.
- **We will provide services of hard core industrial engineers having experience in relevant field, who will help in finding the most appropriate improvement opportunities in your work areas and supervise the activities of our engineers placed in your plant.**

The MODEL ...(Contd...)

- **The senior person from VCS will visit your plant at least once in a month. The visit may be for two days (depending on activities) during which he will get feedback and guide the juniors for further work. He will also care to meet senior and top management to report progress and receive feedback. This will also be the opportunity to discuss and set future directions.**
- **The one time assignments requiring special competencies can be separately identified and undertaken with approval of the management.**

The MODEL

This model has not only inbuilt flexibility but has provision of:

- **Increasing the level of activities as per contingency**
- **Identifying new opportunities and finding solutions for them.**
- **Implementation of solution can also be the additional responsibility if so desired.**
- **Diluting the activities if needed, and**
- **Terminating the contract after mutual consent.**

Your Advantages

- **It brings more riches to the company and stops profit erosion.**
- **You get access to expert services in various disciplines and most appropriate techniques of Industrial Engineering which ensures benefits to the company.**
- **You start getting benefits in less time.**
- **You get expert services within your budget.**

Your Advantages

- You need not hire engineers and bother to administer the industrial engineering function.
- You can focus on your core activities and concentrate on increasing competitive capabilities.
- It is very flexible approach to cater to your needs.
- You get many ideas to work on and to set future directions.
- It inspires you to think about improvements and asks to devote some of your time on business improvement.

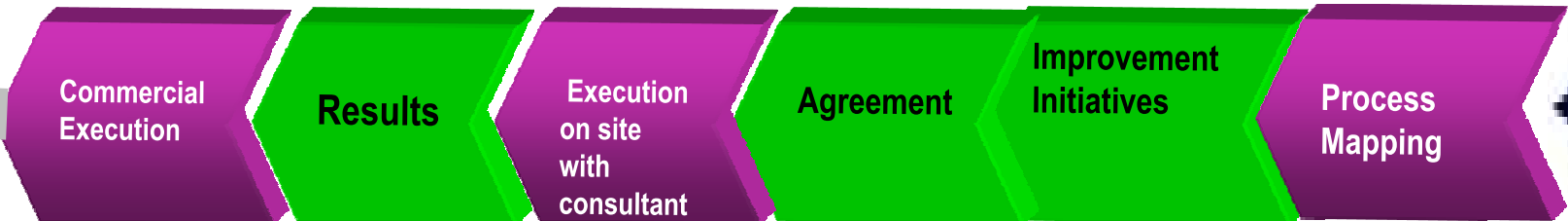
Preference for CIMS(K)PO

- **Highly Experienced Professionals**
- **Qualifications in IE & Management Tools**
- **Exposure to varied Sectors**
- **Optimum use of IE Techniques with skill and understanding your need**
- **Can support regional assignments**
- **Appropriate Staffing to carry out mutually agreed assignments**

Steps in CIMS(K)PO



Steps involved in CIMS (K)PO execution



Where to draw the line?



**Thank you
and
waiting for your
valuable response**



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