

The Need for Speed



We Make Companies FastSM

In today's global business environment, speed is the common denominator for success. The need for speed is not a luxury. It is a necessity to survive and thrive.

In order to reduce waste, an enterprise needs to recognize that they should be comprised of a series of interconnected and aligned processes. By minimizing waste and increasing production, they become fast companies that are first to market with original and superior products.

Thomas Group drives improvements with enterprise-wide solutions through process improvement, thereby making companies fast. By creating flexible, efficient, and *frictionless operations*, clients develop a *go the distance culture*, and a sustainable competitive advantage.

Achieving operational excellence produces significant financial rewards through gains in market share, lower operating costs, and first-to-market profit improvements. In enterprise improvement programs, it is common for Thomas Group clients to realize a 5-to-1 initial return on investment. And, because the fast-process environment becomes the new operating standard and cultural mindset, Thomas Group clients benefit from continuous improvement.

Making Companies Fast

Founded in 1978, Thomas Group originated many of the fast cycle time methods that quickly became standard operations for the burgeoning electronics and semiconductor industries. Soon, the unique Thomas Group methodology began to be applied to general manufacturing, heavy industry, and product inventory with notable success.

Clients began to discover that, unlike traditional consulting firms, Thomas Group focused on implementing change that produced quantifiable results. Thomas Group consultants are known as consultants, and project leaders are known as Results ManagersSM.

Executing Predictable Results

Many consulting firms offer evaluations, studies, or reports. Thomas Group goes beyond that to implement speed driven results for Breakthrough Process Performance by focusing on making things happen instead of just conducting evaluations and preparing recommendations. Because we apply speed driven results, Thomas Group has become the recognized leader in operational excellence.

Articulating a company's vision and strategic plan are important, however, executing the plan is what gets results. Thomas Group's process-oriented performance structure and comprehensive measurement systems provide our clients with an enterprise-wide focus on predictable, profitable, and sustainable results.

Removing Barriers to Performance

Thomas Group's unique fast process methodology is unlike anything else. We believe a company (and its performance) is a collection of linked processes. By helping each of these processes function optimally, a company's overall performance will improve dramatically.

The concept is simple, but external experts are required to make it into reality. Companies that choose to implement our Breakthrough Process Performance can and will achieve success. What is the cost associated with success? Our methodology of speed driven process improvement uncovers barriers to higher performance—FAST. When these barriers are removed, your company's performance begins to reach its potential.



Often, it is the people within an organization that impose the biggest barrier to change. Corporate culture, habits, ingrained procedures, politics, personal agendas, and lack of leadership can all be deeply rooted within an organization. Keeping in mind that the collective actions of a company's people

will ultimately determine its fate, it is easy to recognize that these barriers have a tremendous impact on process performance. Thomas Group helps clients achieve a significant long-term change by prescribing a tactical plan that supports the corporate strategy and overcomes these barriers. Typically, the best route to cultural transformation is identified by the objectivity and experience of an outside expert. Our consultants can identify the cultural barriers to competitiveness and drive the appropriate courses of action.

Another type of roadblock to an efficient operation is a process barrier. Many times, process problems are a result of a lack of interdepartmental communication and a cross-functional team environment. Process barriers are obstacles to a seamless process and include large batch sizes, bottlenecks, changing priorities, poor scheduling, poor process design and implementation, ineffective process performance measure, all of which diminished output quality.

Subject matter barriers are obstacles or issues requiring unique industry, business or functional expertise. Customer preferences, product materials and specifications, technical process requirements, and equipment requirements are examples. Developing and maintaining superior subject matter is also a process. Thomas Group has successfully led clients to dominate their competitive markets with subject matter superiority.

Whether cultural, process or subject matter, barriers tend to be intertwined and must be simultaneously eliminated. In order to realize the benefits of efficient operations with improved processes and people— removing these obstacles requires a commitment from the top down.

Thomas Group serves as the catalyst for change. We produce results by identifying barriers and guiding managers along the path to a new corporate mindset and shared strategic direction.

In today's global business environment— the need for speed is not an option. Let Thomas Group show you how fast you can really be by implementing **Breakthrough Process Performance**. ::::