

Process Innovation

At Thomas Group, we realize that everyone has some stake in a certain process. Organizational processes are a blend of both company culture and operations, which in turn determine process workflow and the deliverance of outcomes aligned with company objectives. Thomas Group drives enterprise-wide enhancement solutions through process improvement, making companies faster, more competitive, and adaptable to change. Our process innovation methodology enables company flexibility and efficiency and integrates that mindset into company culture, creating a sustainable competitive advantage.

Achieving operational excellence through process enhancement and innovation produces significant financial rewards through gains in market share, lower operating costs, and first-to-market profit improvements. Thomas Group's enterprise improvement programs have helped clients achieve an average of 5-to-1 initial return on investment. Our integration processes transform the fast-process environment into the new operating standard and cultural mindset. We empower our clients with the tools and culture for continuous improvement.

We work hand-in-hand with our clients to improve process innovation by utilizing streamlined designs and production cycles, improved quality, and reduced costs. Thomas Group engages its proprietary methodology, known as Process Value Management™, to deliver dramatic results in client business process improvement. Thomas Group's methodology assesses an entire organization horizontally and cross-functionally, from suppliers to the customer. We determine the time it takes a client to produce a good or service and then identify the obstacles preventing the client from expediting the process. Our consultants prioritize the obstacles that need to be removed, determine removal cost and the impact their extraction will have on the client. Once an improvement roadmap is created, Thomas Group employs a number of tools, including Total Cycle Time®, Six Sigma and Lean, to eliminate the barriers and create an environment of continuous improvement.

Process innovation and improvement refers to any pattern or sequence which consists of individual steps, stages, or phases. The process begins with raw materials or ingredients and ends when the packaged product or good is delivered to the point of sale. However, there are multiple processes comprising the whole process innovation enterprise. Some of these processes include order processing when purchasing the raw materials or ingredients, the payment process, selling the finished product to the re-seller or end-user, etc. Each such process has a measurable cycle time. A fundamental aspect to process innovation focuses on the measurement and improvement of the efficiency of the first-pass yield of each step, stage, or phase.

Services We Offer

Thomas Group has over 30 years of experience proving that process improvement methods, implemented systematically across our client organizations, drive enormous improvements in profit, quality, and customer responsiveness. Thomas Group's goal is to break the old paradigms of functionality and to establish cross-functional process-based thinking and methods. Our new process innovation offerings include:

- Order to Cash
- Pricing Optimization
- Product Innovation
- Product Management
- Project Portfolio Management
- Sales Effectiveness
- Simulation and Modeling

Improving process innovation dramatically impacts your company's bottom line. We focus on the drivers of overall time-to-market performance: speed (cycle time), quality, and productivity. For example, designing products manufactured with short cycle times and high yields is just as important as designing those products more rapidly and should therefore be equally considered an objective in achieving world-class process improvement.

Our Approach

At Thomas Group, it is our methodology of speed-driven process improvement that sets us apart. We expedite the process of uncovering barriers to higher performance. As process innovations become increasingly complex with shrinking opportunity windows, traditional approaches have become less effective. However, Thomas Group's process innovation solutions dramatically reduce the time in which new ideas get turned into revenue by reducing time-to-market activities and corresponding costs. The result is more control over your company's future. The key to success lies in focusing on the right processes and projects to make sure they are managed effectively utilizing the proper resources.

Thomas Group uniquely tailors our process improvement consulting services to each client's needs. The fastest and most effective way to implement change and obtain results is to lay the proper foundation at the beginning of the process improvement project. To this end, a process improvement consultant works with your senior executive group to define the desired strategic outcomes that are to be achieved. We will then involve key personnel in your organization to:

- Define the current situation
- Identify the root causes
- Develop the future vision to be achieved
- Construct and implement the tactical process improvement plan to achieve the goals

Once barriers are removed employing our process innovation methodology, your company's performance will begin to reach its potential. It is not uncommon that process problems arise from a lack of interdepartmental communication and a cross-functional team environment. Process barriers are obstacles to a seamless process and diminish output quality. These barriers include large batch sizes, bottlenecks, changing priorities, poor scheduling, poor process design and implementation, and ineffective process performance measurement.

During the implementation phase, our process improvement consulting assistance helps expedite the process, resolve conflicts, and keep the project on track. Thomas Group's process improvement consulting services assist in making sure our clients sustain the change by developing cross-functional performance measures to monitor progress and motivate employees in the continuous improvement process. We also provide on-going periodic consulting reviews to assure that the process improvements remain intact and effective.

Our breakthrough process performance methodology has resulted in an average 500% ROI for our clients, including:

- 60% reduction in cycle time
- 55% improvement or decrease in time-to-market
- 45% increase in quality improvement
- 25% return on assets

Let Thomas Group help you realize your potential by implementing **Breakthrough Process Innovation solutions.** 