

Don't Wait for a Bailout



Thriving in a Bear Market

It is 2009, demand is down and government bailouts are not likely to help you design your next business success. How are you going to **thrive** during the economic downturn? Strategy and execution are required to outrun your competition while increasing profits.

As an executive, the ultimate goal for your company is to make money—if you don't meet that goal, you'll be part of the same **unemployment statistics** that litter today's financial headlines. 2009 will not likely be as good as 2007 but you can survive and thrive by beating the competition on price and service. This requires the ability to make capacity, inventory, and lead time work together—Factory Physics.

Once you implement Factory Physics® practical, scientific framework you and your company stakeholders will outrun the competition AND the 'bear' market

Understand Your Performance

First things first, you need to understand how close your actual performance is to *your* best possible performance. Best case performance means maximum revenue with minimum cost at best desired response time. In pursuit of best case performance, Factory Physics Inc provides answers to the following:

1. What are the most productive approaches to improve performance to best possible?
2. What are the opportunities for improving best possible performance?

"Food" for Thought

*Two executives walking through the woods spotted a **vicious-looking bear**. The first executive immediately opened his briefcase, pulled out a pair of sneakers and started putting them on.*

The second executive looked at him and said, "You're crazy! You'll never be able to outrun that bear!"

*The first executive responded: "I don't have to; **I only have to outrun you!**"*



Your Challenge

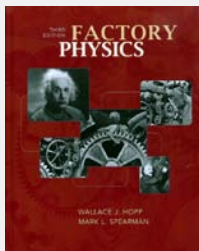
To find an approach that will unite existing, often conflicting, efforts such as *Lean Manufacturing*, *Six Sigma* and *Supply Chain Management*, into a single framework. A framework that can:

- Provide increased profitability and improved customer service using optimized planning and controls that are easily customized for any company's business environment.
- Simply and practically show what methods (e.g., Lean, Six Sigma) work, why they work, and when they do not work and then select from the best to create a solution that fits.
- Use data found in IT systems, such as ERP, that now pervade the corporate landscape.
- Interface and work with a company's existing IT systems.

"I know of no quicker more effective approach to improving performance than the Factory Physics approach." - Corporate VP of Manufacturing Strategy, Fortune 300 Company

The Book

Factory Physics principles constitute a body of knowledge that relates fundamental manufacturing measures such as cycle time, throughput, capacity, work-in-process, inventory, and variability. **Winner of the 1998, IIE Book of the Year Award**, *Factory Physics: Foundations of Manufacturing Management* is a comprehensive introduction to manufacturing management that starts with an overview of historical practices and then develops a framework of fundamental principles that comprehensively describe the natural behavior at work in factory operations. The authors describe 22 Laws for Manufacturing that help managers better understand, control and optimize performance of their factories.

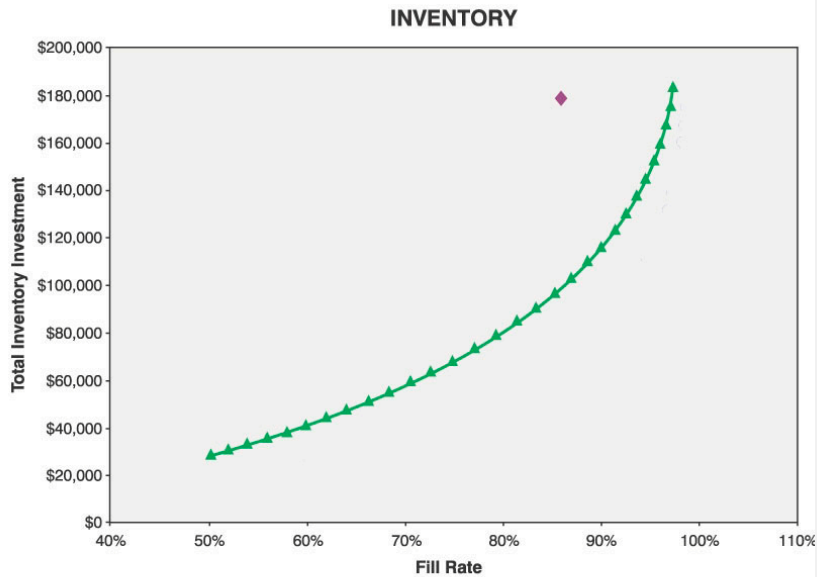


Factory Physics Can Help

Through years of research and development in cooperation with industry and with researchers at Northwestern University and Georgia Tech, the Factory Physics® paradigm has been developed to provide a practical, scientific framework that describes the fundamental operations of any manufacturing or logistical process. Factory Physics® is the title of both an award winning book and of our company. Since 2001, Factory Physics Inc. has helped executives and managers implement innovative strategies and dramatic improvements in performance at leading companies around the world.

Factory Physics Inc's practical, comprehensive scientific approach is what distinguishes it from other alternatives and enables you to:

- Determine the most profitable strategic and tactical execution options for your company.
- Implement an *optimal portfolio of buffers*: the best possible solution for your unique challenges.
- Predict bottom-line results *before* making changes to customer offerings, capacity, labor, inventory policies, etc.
- Get quick results using existing resources.



Optimizing Inventory Levels

Finished Goods Inventory (FGI) is a buffer to which most companies' executive managers pay keen attention. Until now, most companies have had poor options for understanding how to set optimal inventory levels. Factory Physics Inc. has developed fundamentals of inventory theory into the simple and effective method of Absolute Benchmarking for Stocks using the Stock Optimizer.

The result is a revolutionary application that allows managers to evaluate two vital criteria:

1. **How much inventory to hold, and**
2. **What level of service to provide.**

While many a starry eyed executive has promoted inventory reductions combined with existing or better service levels, experienced managers know that a shot in the dark on inventory reductions can prove to be a career limiting option. Factory Physics Inc. provides **predictive inventory management** solutions to enhance decision making and careers.



Real-World Results

Client was looking to reduce inventory in the face of decreasing demand without torpedoing customer service, all while working with their existing IT systems.

- FPI analyzed strategy options to determine the best operations strategy.
- Trained client experts in inventory optimization.
- Conducted analysis to determine optimal inventory policies.
- Worked with organization to implement optimal policies – 50% reduction in inventory.
- Maintained 100% on-time deliveries.



Factory Physics Inc

3600 East 29th Street
 Bryan, Texas 77802
 +1 979.846.7828
 +1 508.664.5668
 info@factoryphysics.com

Strategy. Execution. Profit

Find us on the Web:
www.factoryphysics.com



Factory Physics Inc. Background

Factory Physics Inc. provides consulting, software and training enabling managers to improve profitability in several ways:

1. Determine best possible strategy to maximize profit given the resources you have available.
2. Decrease cost by increasing the output of your process without large capital expenditures or increases in labor cost.
3. Improve on-time delivery performance by optimizing inventory policies.
4. Increase responsiveness by reducing lead times quoted to customers while improving on-time delivery.
5. Implement a scientific, comprehensive framework to enable you to predictively control and optimize your processes through practical application of Factory Physics® principles.

Upcoming Seminar

Thriving During the Downturn with Factory Physics

Location: Dallas, Texas
 Date: April 8-9, 2009
 Time: 8:00am-4:30pm

[Click to Register](#)

Or copy and paste the following into your browser address bar:
http://factoryphysics.com/event_details.cfm?event=56&category=1

FACTORY PHYSICS® is a registered trademark. All rights reserved.