

WWK CONSULTING

APPLICATIONS & EXAMPLES

Today's focus on return on investment (ROI) in manufacturing and other business processes raises questions the answers to which require resources in excess of those available in an individual company. Additionally, there are times when even a seasoned professional needs an independent analysis of the available options. Wright Williams & Kelly, Inc. provides a wide range of consulting services to improve productivity and return on investment. Here are some of the key business questions that WWK answers for clients:

- What are the costs, risks, and benefits of a new project, product, or opportunity?
- How can I shift older or unused resources to more profitable uses?
- How can I add flexibility to my manufacturing and operations to respond to new market or product opportunities?
- What are the data requirements and where are the most relevant data sources that I need to understand a new market or product opportunity?
- How can I convert my existing spreadsheet-based management controls to more efficient, user friendly software?
- How can I improve the yield of my product or process?
- How do performance and reliability variations impact my products, processes, and profits?
- Where are the largest sources of risk in my supply chain?
- How can I implement Lean Manufacturing and a Just-in-Time supply chain?
- How do I compare to my competitors?
- How can my marketing and business strategies impact my competitors?
- How does my product impact my customer's costs and profits?

WWK Consulting Examples:

A flat panel display manufacturer asked WWK to forecast the manufacturing costs of three display technologies. WWK used Factory Commander® software and several affiliates to predict product costs. The analysis identified a strategic market advantage for the client.

An R&D organization needed to forecast the benefits of a new technology and an equipment supplier needed to forecast the costs and benefits of a new inspection system. Both wanted to understand how their solutions impacted their customers. In each case, WWK used resources from several sources to create customer revenue models that formed the basis for "What if" analyses of costs, profits, and other benefits. Each company used the project results to develop sales and marketing strategies and to identify areas for further research.

A Wall Street investment firm asked WWK consultants to forecast long-range demand for products and capital equipment. The project utilized market research, literature reviews, specialized affiliated consultants, and manufacturing simulation to produce "best" and "worst" case forecasts. The investment firm benefited by understanding not only the available market but the economic triggers that would drive each scenario.

Call today for more information from Wright Williams & Kelly, Inc. Providing business solutions for productivity and cost management since 1991.



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