

What's in your Professional Go-Bag? ©

Preparing for Success!

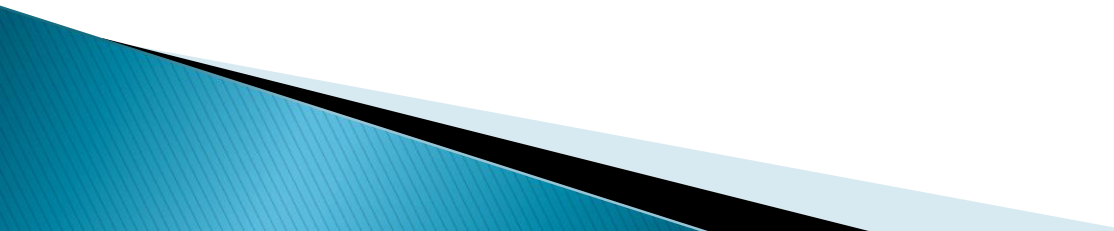
Michele Lawrence, APICS North Shore Chapter
CPM, CPIM, CSCP, CSAP, PMP, Six Sigma Black Belt

The Go-Bag Phenomena

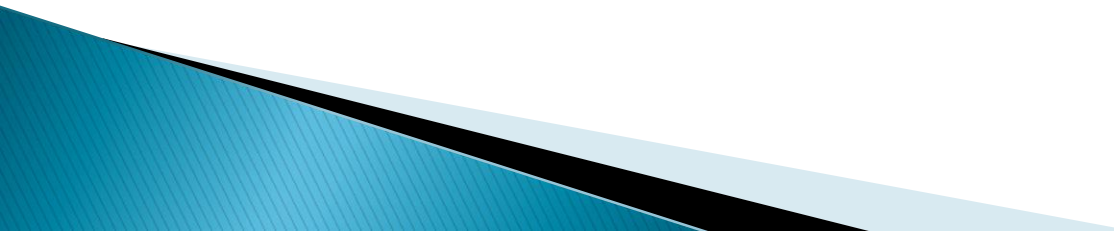
- ▶ “Go-Bag” is a term we’re hearing more and more of these days. Notably, the Preppers advocate building a “Go-Bag” for cataclysmic events. Other organizations have adopted the term to suggest any type of readiness preparation. Scouts are promoting “Go-Bags”, my investment advisor has used the term in reference to our financial portfolio, I recently did a presentation at Pfizer for a “Document Go-Bag”. It’s a popular term. Today, I want to apply some very helpful disciplines to the advancement of our own careers via our *PROFESSIONAL GO-BAG!*



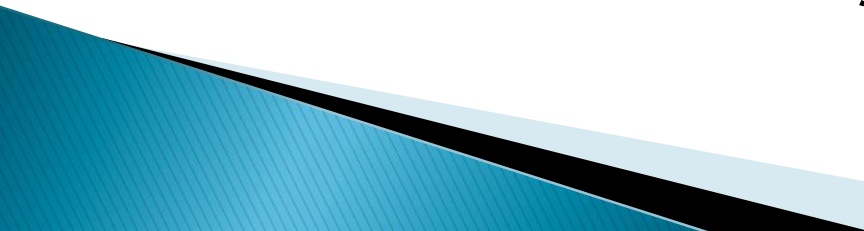
Ever Changing Professional Landscape

- ▶ It is not your parents professional world anymore.
 - ▶ It is very rare today for people to spend their entire career at one company.
 - ▶ In today's market, the best way to ensure ongoing success is to *BE PREPARED*.
- 

What Does it Take?

- ▶ Preparation
 - ▶ Organization
 - ▶ Know thyself (goals for professional development and career path)
 - ▶ Self-confidence
 - ▶ Awareness
 - ▶ Agility and adaptability
- 

Organizations Worth Considering

- ▶ **APICS** *the premier professional association for operations and supply chain management*
 - ▶ **ISM** *Institute for Supply Management*
 - ▶ **PMI** *Project Management Institute*
 - ▶ **AMA** *American Management Association*
 - ▶ **ISSP** *International Society of Six Sigma Professionals*
 - ▶ **CSCMP** *Council of Supply Chain Management Professionals*
 - ▶ **LEI** *Lean Enterprise Institute*
 - ▶ **CIPS** *Chartered Institute of Purchase & Supply*
 - ▶ **WERC** *Warehousing Education and Research Council*
 - ▶ **IWLA** *International Warehouse Logistics Association*
 - ▶ **MHIA** *Material Handling Association of America*
- 

Credentials

- ▶ **CPIM**

Certified Production & Inventory Management

- ▶ **CSCP**

Certified Supply Chain Professional

- ▶ **CLTD**

Certified in Logistics, Transportation & Distribution

- ▶ **CPSM**

Certified Professional in Supply Management

- ▶ **CSAP**

Certified Strategic Alliance Professional

- ▶ **Six Sigma Green Belt**

Certified in Six Sigma Disciplines to a practitioner level

- ▶ **Six Sigma Black Belt**

Certified in Six Sigma Disciplines to the highest level

- ▶ **PMP**

Project Management Professional



“Dress for Success”

- ▶ In the past this meant wearing the right clothes and accessories. Suits, business colors, tailored wardrobe, carrying a very professional briefcase.
- ▶ Today, it means wearing the right Technology.



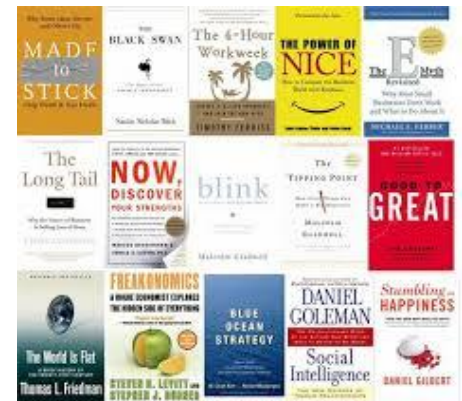
Some Handy Tools

- ▶ With the time constraints on today's professional, it is not always easy to keep abreast of all the latest subject matter expert books or the latest updates to already acquired skills and certifications. There are two excellent products that provide a remedy to the challenge of staying current.



Executive Book Summaries

- ▶ Executive Book Summaries can provide an excellent resource! Executive Book Summaries takes best selling business books and reduces them to an eight page summary offering all the critical points of the book. The Program is available in print, electronic delivery and audio delivery. Be informed and well-read in a fraction of the time!



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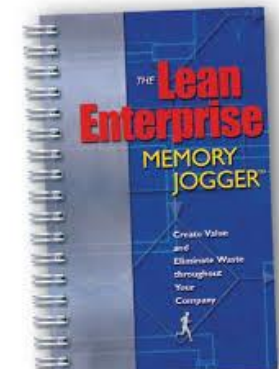
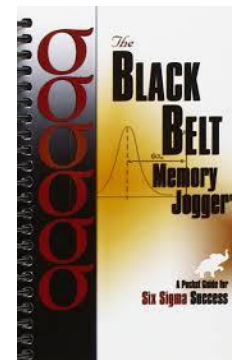
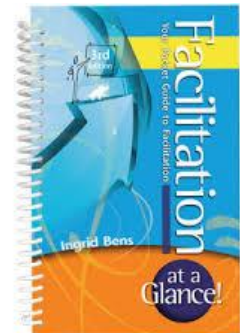
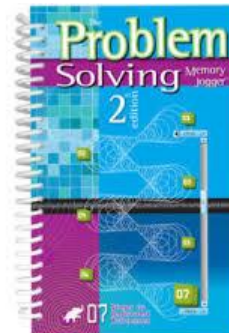
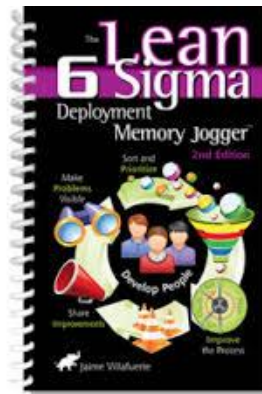
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Goal/QPC

<https://goalqpc.com/>

- ▶ Goal/QPC offers wonderful “Memory Jogger” books that provide an invaluable resource for quick reference. The company offers a huge library of subjects. An excellent addition to your Professional Go-Bag



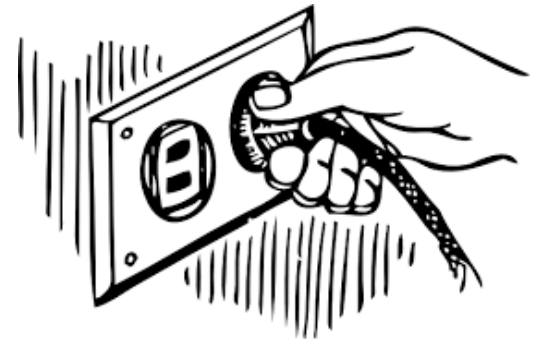
Develop Soft Skills

- ▶ Emotional Intelligence
- ▶ Communication
- ▶ Decision making
- ▶ Self-motivation
- ▶ Leadership skills
- ▶ Team member skills
- ▶ Team building skills
- ▶ Creativity
- ▶ Problem-solving skills
- ▶ Time management
- ▶ Self-confidence



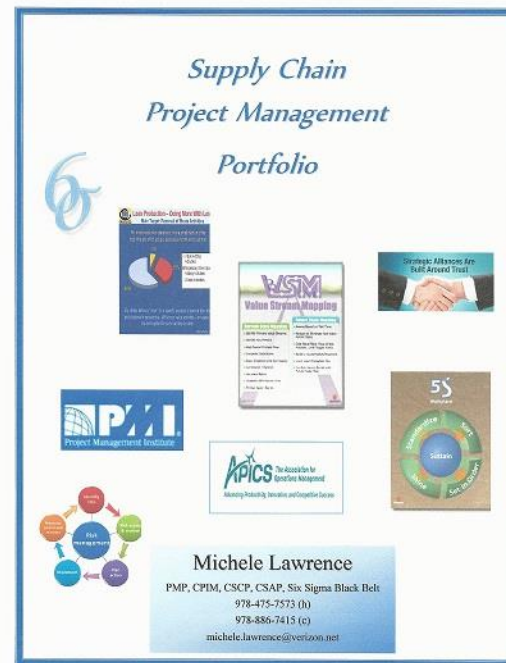
Stay Plugged In

- ▶ It's easy to become so immersed in the day to day demands of our careers, that it's often easy to miss the big picture or recognize it's time to make a change.
- ▶ With today's rampant mergers, acquisitions and cost-cutting initiatives, we never know what company we will be working for in the near future. Remain vigilant in securing your position or preparing for advancement.



Never Stop Self-Promoting

- ▶ Create a Dynamic Portfolio of your skills, accomplishments, and updated information. Consider yourself a constant “Work in Progress”.



Portfolio

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Notable Achievements

Supply Chain

- Established a formal Supply vendor qualification, mitigate
- Achieved a zero backorder without inflating inventory
- Identified and quantified exposure to protect MSI interest
- Consolidated four departments (Planning) into one cohesive
- Incorporated new disciplines

Program Management

- Established a robust manual
- Secured \$210,000 in Edici (Six Sigma, Lean Manufacturing)
- Introduced Six Sigma methods
- Successful project management from design, through regular and within budget tolerances
- Integrated three acquired pre-phase into full production
- Lean Manufacturing
- Created CSI: Beverly realized
- Launched MicroCycling system

Mentoring

- Encouraged/guided Program
- Assisted Program Engineer
- Guided Director of Operations
- Organized & supported 14 S
- Coached 12 APICS candidates
- Continued support & tutor

Supply Chain Map
MATHIEU MANOCH

Experiences in highly regulated compliance and the ability to manage complex projects using experience in multi-cultural

Managed numerous complex

Responsible for managing export regulations, supply chain

Facilitated right, precise selection and made necessary

Defined, established, and strategies used to the most aligned department goals

Developed a strong vendor and resources to assist key

Control relevant, data-driven

Initiated Six Sigma efforts improvement through the

Achieved dual objective in manufacturing facility at B generating \$400K US annual

Streamlined the launch of product through the system

Secured \$210,000 in grant of great success. Close Manufacturing program to

SIX SIGMA PROJECTS

\$2.2M
Six Sigma

Clip Applier Project



Reduce the Cost of M



Endo Scissors Blade Bending Process



Optimal Inventory Project



Hook Scissors Assembly Project

Identify Risks

- Six Sigma Source vendors
- Unstable Asian vendor base
- Unreliable forecast
- Inaccurate/incomplete documentation
- Consistent Backorder (missing critical shipments)
- Excessive non-conforming material

Risk Mitigation

- Eliminated four Sole Source vendors with the central manufacturing facility in Shanghai, China.
- Partnered with remaining two Sole Source vendors MSI parts to cover manufacturing in the event of a (fire, tsunami, bankruptcy, death).
- Worked with vendors to institute disciplines to reduce variation in quality (Six Sigma, Lean Manufacturing)
- Created MOI's to document expectations, compare consequences/rewards based on meeting expectations
- Created a scorecard to communicate performance in mandated regulations.
- Invested heavily in training planners and buyers to global view of the task. Stressed it is not just an M interest, holiday disruptions, flexible forecast and true
- Worked with engineering to revise drawings to be suppliers.

SUPPLY CHAIN PROJECTS

Results to date

- Eliminated chronic backorder in a matter of months.
- Created a more stable vendor base by expanding common establishing true win-win partnerships.
- Encouraged and assisted several vendors to pursue ISO 9001 vendor and MSI.
- Launched every planner and buyer on a quest for APICS understanding of the process and produced immensely
- BEST CASE:** Enough of the most critical part to the pro Source vendor with secret, proprietary methods is viable MSI will be able to maintain production for 18 months.
- Recommendation: Figure out the process and make this



INDIVIDUAL COMMITMENT TO A GROUP EFFORT –
A TEAM WORK, A COMPANY WORK, A SOCIETY WORK

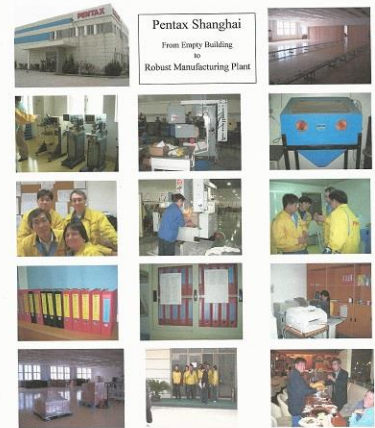
VINCE LOMBARDI



CSI: Beverly Project Cost Savings Initiatives Program

The Cost Savings Initiative program addition to the cost savings aspect of effort to fully engage all disciplines of introduction set a goal of \$500K in established. With each year of success contributors and in the third year, this quantifiable, sustainable recommend Beverly Program contributed \$5.4M

Scrap Reduction Endo Blades	\$44,205
Remove High Trepanner Lin	\$141,205
Reduction in Headcount 1/2020	\$44,205
Redesign handpiece mold to fit	\$141,205
Office Supplies Bulk Order	\$141,205
Heat Shrink substitute \$1	\$141,205
Reduce Tip Destruction Tests	\$141,205
Genital Large Clip Applier final	\$141,205
PPV 1/2020 \$8,000	\$141,205
PSH Handles \$7,000	\$141,205
Hook Scissor throughput	\$141,205
Recycle CNC Oil \$1.2	\$141,205



Business Card

- ▶ Create your own business card. Here is an illustration of technology at it's best. This card sends a message of a confident, forward thinking, technology adept individual.



- ▶ To create a business card with a QR Code follow this link:
<http://www.qrstuff.com/>

Network, network, network

- ▶ Never stop networking.
- ▶ We never know what contacts we will meet, or how an association can play a critical role in our professional development and advancement.
- ▶ What impact we can have on friends and colleagues in achieving their goals?
- ▶ Take advantage of Networking opportunities. You never know who you will meet.



Make YOU a Priority

- ▶ Invest in your Professional Development
- ▶ Take the time to identify your goals
- ▶ Create the path to achieve those goals
- ▶ Communicate your accomplishments
- ▶ Always be building your portfolio



Final Words.....

- ▶ Realize that YOU are your most valuable asset.
- ▶ Treat yourself as the precious commodity you are.



Good Luck for a Bright & Successful Future



Thank You
for sharing your time tonight

