

TOC MASTERCLASS WITH RAVI GILANI

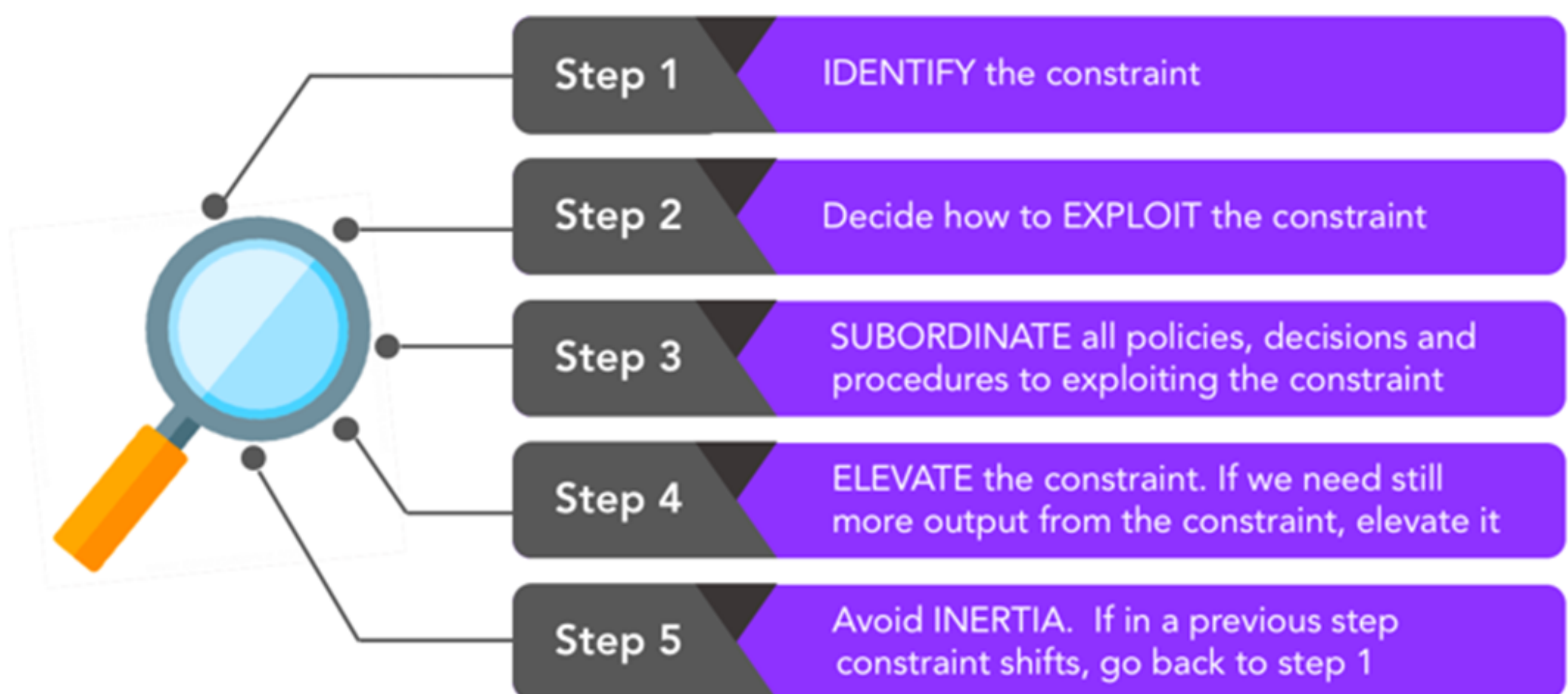
June - July 2023
Virtual Sessions over Zoom



THEORY OF CONSTRAINTS (TOC)

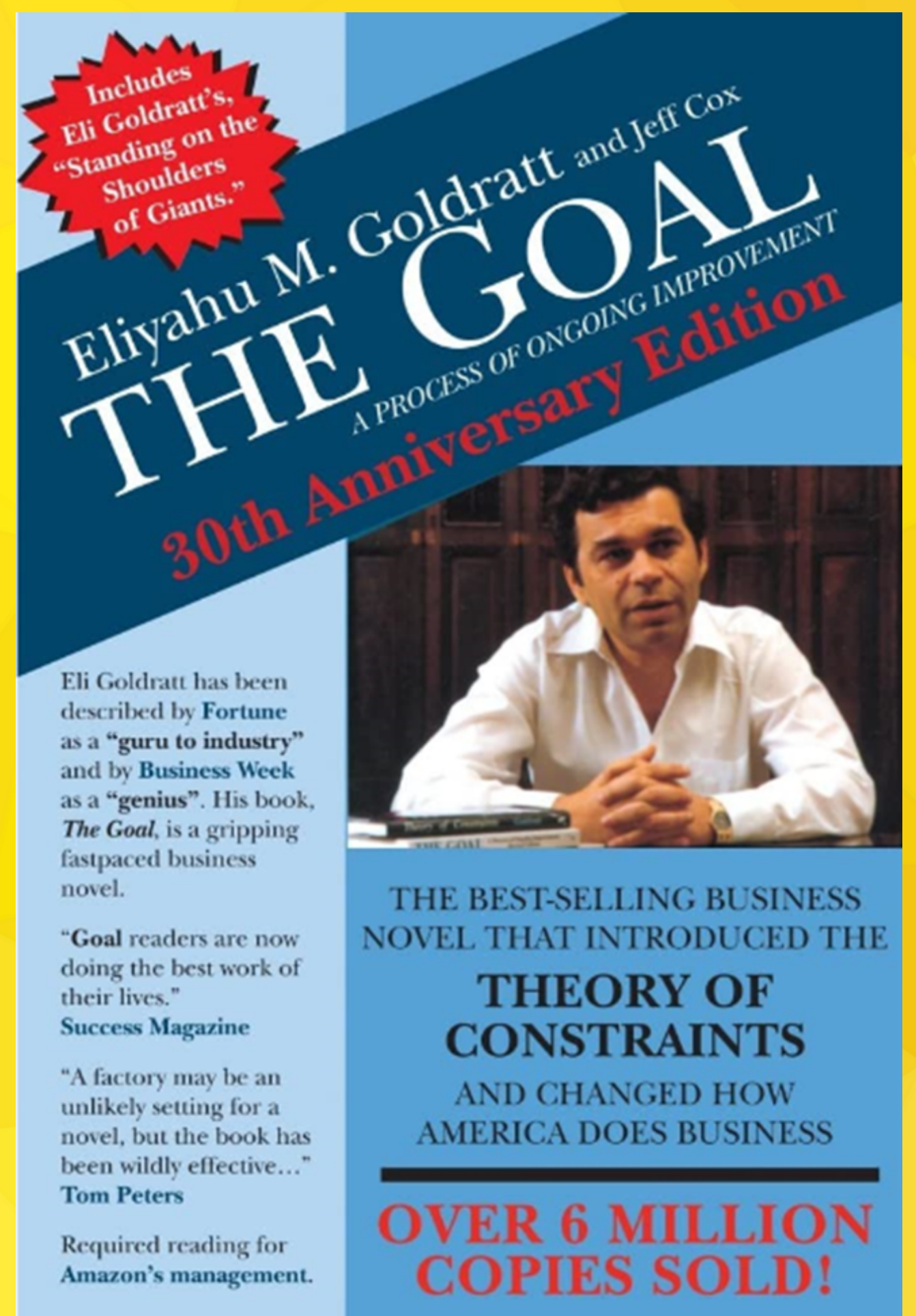
TOC is a management philosophy that treats a corporation as an interlinked, interdependent system rather than just a collection of independent processes or functions. Dr. Eli Goldratt, the creator of TOC, observed that just as the strength of a chain is dictated by its weakest link, the overall performance of any company is dictated by its constraint. If you can find a way to manage the constraint you can dramatically increase sales, profit, and cash without any significant investment.

TOC provides a simple and effective process for system improvement or five focusing steps, outlined below:



TOC was first introduced in the best-selling book, **THE GOAL** by Dr. Eli Goldratt, an intriguing business novel that transformed the thinking of managers throughout the world.

Dr. Goldratt was an educator, author, scientist, philosopher, and business leader. But he was, first and foremost, a thinker who provoked others to think.



TOC MASTERCLASS DETAILS

TOC MASTERCLASS is a unique program that has helped several business owners to improve their sales, profit and cash flow during today's turbulent times.

The sessions will be interactive, the format will be a hands-on workshop with live examples from the participants, providing tangible take-aways and actions that teams can take going forward. Presentation, templates, and support material (soft copies) will be provided to participants to ensure that they can use the learnings in their business going forward.

MASTERCLASS SCHEDULE

DURATION

The training program will be conducted over 5 modules. Each module will be of 4 hours.

INVESTMENT

INR 75,000 + 18% GST per participant for 5 modules

EUR 890 per person for participants outside India

WHO SHOULD ATTEND

Promoters, Owners, CEO/MD, CFO, Business Heads, Supply Chain Heads

MODULE 1

TOC Fundamentals
14 June 2023 (Wednesday)

MODULE 2

Weekly Review Process
& Product Mix Decisions
21 June 2023 (Wednesday)

MODULE 3

TOC Applications
28 June 2023 (Wednesday)

MODULE 4

Supply Chain Planning
5 July 2023 (Wednesday)

MODULE 5

TOC for Operations
12 July 2023 (Wednesday)

Timings for each session are 11:30 AM - 1:30 PM & 2:30 PM – 4:30 PM IST

Certificate will be provided on completion of the program.

Registration of participants will be confirmed upon receipt of payment.

Register here: <https://forms.gle/Sb35FFAZ7bVvbeZf9>

Contact us: esha@goldrattbharat.in; +91 97402 99804; +91 96320 18261

MASTERCLASS SCHEDULE

Module 1: TOC Fundamentals

- Goal of the company
- Role of each member of a team
- Alignment on the goal of the company and its metrics
- Financial measurements for the goal
- TOC metrics – Throughput, Investment and Operating Expenses (T,I,OE)
- Importance of Free Cash Flow

Module 2: Weekly Review Process and Product Mix Decisions

- Key parameters (3-5) to be reviewed on weekly basis
- What “not” to measure
- Concept of Better than Before: 13 week moving average
- Taking product mix decisions to increase throughput and cash flow
- How to prepare your weekly scoreboard

Module 3: TOC Applications

- Five Focusing Steps
- Constraint Identification
- Examples from case studies
- Constraints vs. Obstacles
- Constraint as a leverage point

Module 4: Supply Chain Planning

- Discussion on the current constraints and priorities, tangible actions to be taken for all participating companies
- TOC Application for Inventory Reduction
- Eliminating raw material shortages without increasing inventory
- Reliable Rapid Replenishment
- Managing Finished Goods Inventory

Module 5: TOC for Operations

- How to reduce WIP based on TOC principles
 - Importance of Full Kit and guidelines for implementation
 - Drum Buffer Rope: TOC Solution for production scheduling
 - Delivery Reliability and its impact on sales and profit
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FACILITATOR'S PROFILE

Ravi Gilani, Founder and Managing Consultant, Goldratt Bharat is globally renowned as the foremost expert in managing cash, and helps companies to improve their cash flow dramatically in a few weeks. Ravi introduced TOC to Indian companies in 1998. He is the only Indian citizen to receive the Lifetime Achievement Award from TOCICO for his contribution to the industry.

Ravi has regularly shared his ground breaking knowledge of managing cash constraint at the TOCICO International conferences since 2006. Ravi is also the pioneer and creator of several concepts such as Cash Velocity, Better than Before, Operational Free Cash Score – simple parameters that help people take the right decisions for corrective actions.



Ravi Gilani is the only Indian citizen to receive the **Lifetime Achievement Award from TOCICO, USA**, for his contribution to the industry and TOC body of knowledge.

Client Speak



Mr. Naveen Jindal
Chairman, JSPL

“ You have helped us in improving cash through reduction in receivables, inventories, export incentives etc. Net impact of these efforts has been reduction in gross working capital by Rs. 1100 Crores in 2016-17. This reduction is over and above the reduction of Rs. 2500 Crores achieved in 2015-16. In all, we have reduced our gross working capital by 56% despite increasing sales. Today, we can proudly say that TOC is the single biggest reason for the turnaround of Jindal Steel & Power Ltd (JSPL). ”

JSPL has been practicing TOC principles for the last 7 years and is well on its way to becoming a debt free company. The company has reduced debt by over Rs. 25000 crores in the last 4 years. Mr. Naveen Jindal, Chairman, JSPL shares their experience in this short video:

<https://www.youtube.com/watch?v=zKCCWmINIYw>

PAST PARTICIPANTS (Partial List)



PARTICIPANTS' FEEDBACK

Business owners that have attended the TOC Masterclass in the past have been able to implement the learnings in their business and achieve the following results:

- Reduction in inventories and lead time
- Increase in on time delivery performance and sales
- Increase in profit and cash flow

“

On a good day, our factory would give about 1000 kg of output per day. After applying the learnings from TOC Masterclass, we have touched peak output of 1600 kg per day and 1500+ kg on a consistent basis. Our fulfilment from the process has been extremely high within the agreed delivery timelines.

Ankit Chaudhary
Vice President, Tex Corp

“

After the session, we have taken decisions on limiting raw material purchase and batch size reduction. We're using your templates, they are the best, I can say that.

Yogesh Dama
Director, Jay Chemicals

“

The workshop was an eye opener for us and I can't tell you how things have already started changing in the organisation since we started taking the approach towards better cash flows.

Prateek Maheshwari
Director, IFF Group

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