



Excellence system management

Analyze the economic performance of your process to define an improvement strategy



Measure performance to improve any process

Strategic planning for improvement in any business process must necessarily be based on performance measurement.

However, defining key indicators (KPIs) is not enough if they are not associated with the variables on which to intervene.

In fact, only through their study, it is possible to take strategic decisions that can really impact the company's economic system.

Excellence System Management is the Exagogica solution for the creation of an integrated management system for interventions on company processes, from the analysis of improvement margins to the evaluation of the intervention methods effectiveness.

Through extremely clear and synthetic passages, Excellence System Management makes it easy to use complex methodologies such as cost deployment and the systematic reduction of losses of the most modern methods of continuous improvement in the industrial sector.



What are the functions?

- 1. Analysis of efficiency losses.**
- 2. Preventive evaluation of interventions.**
- 3. Economic monitoring and evaluation**
- 4. Analysis of results and strategic planning**

A complete solution to manage the whole process

«Exagogica Excellence System Management» a complete solution that allows to manage the entire systematic improvement strategy of an economic process.

The ideal cycle starts from the basics of strategic analysis, which consist in defining the economic perimeter of the process and the overall net margin for improvement (overall process losses). This activity takes place for each year of operation and can be updated several times using forecasts (*forecast*), until determining a final balance at the end of the given period.

Process losses can be analyzed in more detail using the **Loss definition** function. Identification of the most consistent losses makes it possible to define priority of intervention targets. The **Improvement Analysis function** makes it possible to identify the causes of the loss and associate each of them with a specific intervention methodology. The hypotheses that are made at this stage are essential to define the activities that can be effectively scheduled. **Projects Monitoring** allows to monitor the progress of interventions, in order to report the operating results and follow the involvement of the personnel in their implementation. The function **Result controlling** supports the control of economic results brought by the interventions on the process. The consolidated result is reported in function **Strategic Analysis**, the same where the cycle has started. The comparison with the initial data allows to define which methods were the most effective and which interventions will be the most necessary in the following periods.



1

Analysis of efficiency losses

To define the priority intervention targets

Deciding which inefficiencies to attack to improve overall performance can be very difficult, especially when you have mixed data regarding different parts of it.

The "**Loss definition**" function facilitates the analysis because it allows to insert all the data on the inefficiencies, even those that it is not possible to link to specific process units, **using a variable level of detail** that can go from an entire center of production up to the single operating machine. Data can be aggregated by category and type of inefficiency. They can also be analyzed based on the portion of the process, so that priorities can always be established in relation to the analysis context.

Another fundamental aspect is the ability of the system to **provide the time series of inefficiencies** found in different periods, in order to give a possibility to assess the importance of inefficiency not only on the basis of the precise data, but based on its trend.

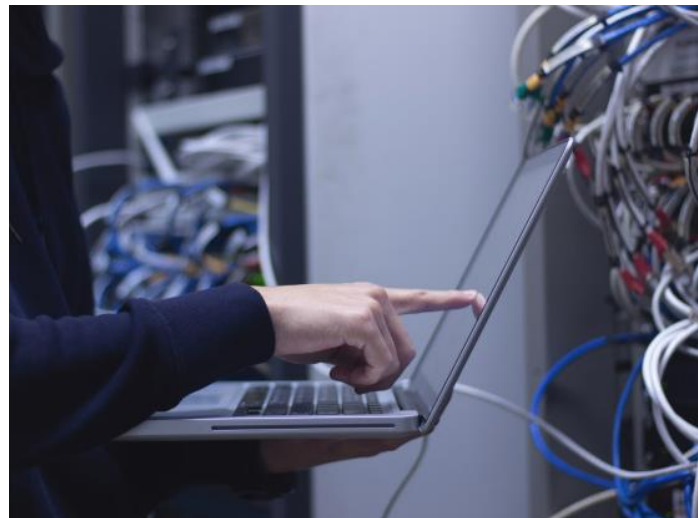
This **function**, like all others of "Excellence System Management", is multi-language and multicurrency, with dynamic exchange rate management.

It allows to view aggregations of cost centers of various nations in a single currency, while each cost center can operate in the national currency without causing any problems.

What are the advantages?

The solution allows to simplify:

- **sources management;**
- **aggregation by type;**
- **aggregation by process point;**
- **definition of priorities.**



2

Preventive evaluation of interventions

Tools to relate inefficiencies and causes

«Project analysis» is the function that allows the launch of process modification activities, after having analyzed the feasibility of the activities identified as necessary to reduce the encountered inefficiencies.

The function provides very important tools for relating the inefficiencies with one or more causes and, based on these, defining the reduction methods and, consequently, the tools available, based on the rules established in the configuration utilities.

This function is fundamental for **ensuring the uniformity of approach of all operators within a complex structure**. The catalog of categories and types of inefficiency, root causes, methods and tools can be increased over time and becomes a fundamental common heritage within the organization. The preliminary investigation before the launch of a process review project is completed with the definition of the feasibility ranking, based on the impact, cost and ease of implementation of the project (ICE method).

Based on the ranking thus defined, the projects can be entrusted to a manager, identified on the basis of skills and availability, and scheduled for their implementation phase.



What are the advantages?

The solution allows to analyze:

- **causes of the efficiency loss;**
- **possible reduction methods**
- **relation between costs and benefits;**
- **feasibility in relation to available resources**

3

Activity monitoring and evaluation

Tools to check trends and results

Once the process efficiency projects have been started, «Exagogica Excellence System Management» provides all the tools to monitor its performance and actual results.

The **Project monitoring function** allows to update the progress of the projects, in order to check which ones are on schedule and which accumulate delays, so as to be able to intervene by moving resources or reviewing the programming. Furthermore, the function can be interconnected with the *Project Management of Panoptikon*, which allows project leaders to manage the project directly, receiving updates centrally in real time.

The function of **Result controlling** allows instead to monitor the results of the changes made to the process. Through the monthly control of the costs of the factors and of the productivity reached, the system in a clear and controlled way calculates costs and benefits of the intervention, establishing the level of efficiency achieved (net benefit).

The control process can last from one to twelve months. At the end of it, the benefit is automatically calculated by the system on an annual basis and the results are made available in a consolidated form in the function **Strategic Analysis**.

What are the advantages?

The solution allows to check:

- **trend of processes modification activities;**
- **conclusion of investment phases;**
- **effect on processes efficiency;**
- **net profit for the year.**



4

Evaluate and address the improvement

Define the most effective methods based on the results

The «Strategic Analysis» function receives as input the process efficiency data provided by the projects for its modification. These data are compared with the overall inefficiencies identified over the entire perimeter, so as to determine in each financial year (the fiscal year adopted by the company) what the net effect of the efficiency improvement activities was.

These analyzes allow **to determine the next starting point** (the remaining process inefficiencies, plus any new inefficiencies detected in the analysis of the economic perimeter) and are useful **to identify the strategic elements for the continuous improvement activity**.

Thanks to the data that the system makes available, it is possible to define the most impacting causes of inefficiency, the most effective reduction methods and the most useful tools. It is also possible to **determine which efficiencies have been reached** by each project manager.

Through the analysis of historical series and forecasts that can be made for the following years, it is possible to make a scenario analysis that allows defining strategic priorities for future actions. **The scenario analysis also allows defining the competence requirements on methods and tools for the possible evolutionary changes of the company.**

If we consider that these analyzes can easily be made at the level of a single cost center, but also at the aggregate level of business or country level and at the level of the entire corporation, it is clear that the Excellence System Management solution is an essential tool for the operation of any systematic efficiency program applied on an industrial scale.



What are the advantages?

The solution allows to establish:

- **Overall improvement achieved;**
- **Most effective reduction methods;**
- **Types of residual inefficiency**
- **Intervention tools to invest in in the future.**

Make **grow** your **company**
with **our solutions**.



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