



JMAC

JMA Consultants America, Inc.

Lean Enterprise Provider



JMAC is the foremost LEAN consulting expert in the world. Why? JMAC created many of the tools that comprise LEAN such as KAIZEN, TPM, and 5S to name a few, and also contributed to the development of the Toyota Production System, JIT, and SMED. JMAC has also successfully implemented these tools in thousands of companies in more than 30 countries worldwide.

02 The global expert in lean

JMAC is the world's leading contributor to the development of LEAN. No matter your size or industry, we can support your LEAN implementation.

03 Services We Provide

JMAC provides consulting services for all management fields and takes pride in a proven track record of consulting achievement. We also provide customized training in all of our consulting areas as well as in communication, and leadership and motivation.

History of JMAC Lean Consulting

For the past 60 years, JMAC has been the global leader in developing and implementing process innovation tools for companies. Who better to support your LEAN transformation.

04 Production / Manufacturing

JMAC's Strategic High Productivity System (SHIPS) has helped numerous companies align corporate strategy in a way that achieves maximum productivity improvement. Additionally, it facilitates continuous improvement as the means to achieve production goals in specifically targeted areas.

Total Productive Maintenance (TPM)

Are you looking to improve the performance of your machinery? Our TPM consulting will develop a corporate culture that will maximize production system effectiveness.

Logistics / Supply Chain Mgmt.

In today's super-competitive environment, it is vital that production and logistic systems are tailored to fit customer expectations. JMAC can assist you in planning and building a pull-type, flexible production system capable of handling ebb and flow of production.

05 Management Strategy / Business Planning

Many companies can set innovative business strategies. Most, however, have difficulty executing those strategies. JMAC can help your company define, develop, and execute clear strategies to achieve measurable corporate and business unit or profit center objectives.

Research & Development

JMAC's Knowledge Innovation (KI) program is a complete management approach to product development which will result in reduced lead times, elimination of excessive resource demands, and satisfaction of Quality (Q), Cost (C), Delivery (D) goals.

Marketing/Sales

To outperform your competition, your people must understand your business's core competencies and turn that understanding into meaningful activity. Your business must be able to take advantage of market opportunities and be able to react to short-term trends with agility.

06 Management System

JMAC will provide a thorough analysis of your management system. We will then help re-design the management system and develop the skills of management skills.

Business Process Reengineering (BPR)

Is your company struggling with inefficient work processes? JMAC will streamline your work processes resulting in cost savings, and reduction in both lead time and non-value added operations allowing for better use of resources.

Human Resources Management

We will help to clarify the roles, responsibilities, and mission of each department which will result in both improved company performance and employee satisfaction levels.



Who We Are Introducing JMAC America

The Japan Management Association was created in 1942 with the Consulting division at its core. JMAC was a driving force in the dissemination of Deming's ideas both inside Japan as well as in many other countries, and it originated hundreds of **Kaizen** and **Lean Manufacturing** tools to assist Japanese companies in the improvement of productivity and quality.

Over the past 30 years, JMAC has expanded its consulting operations world-wide. Starting in 1990, Japanese subsidiaries in the USA began to request the expertise of JMAC consultants in their American facilities. This trend led to the establishment of JMAC America in 1995. JMAC America, Inc. has continued to assist Japanese subsidiaries while simultaneously completing successful consulting projects for dozens of American companies.

Organizational Strength and Integrity

JMAC America is a global management consulting firm with fully integrated capabilities in Manufacturing, Strategy and Business Process Reengineering. JMAC helps clients around the world define more ambitious strategies, build more effective organizations, and shape more successful futures. With a proven track record and over 60 years of consulting experience, JMAC has been an innovator in developing improvement systems for a wide variety of business applications.

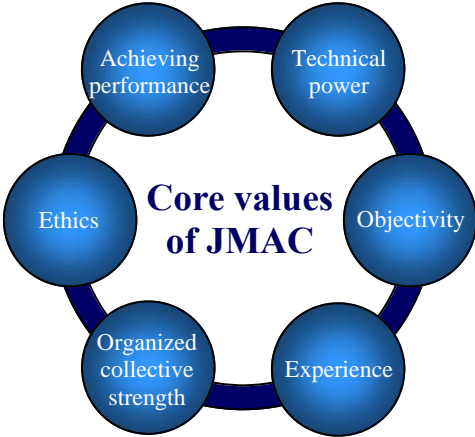
Our consultants' experience spans virtually all business fields and enables them to identify patterns that lead to innovative solutions. The high reputation enjoyed by JMAC is an indication of the great successes its consultants have achieved in partnering with great companies across the world. Finally, and perhaps most importantly, JMAC consultants guard the sensitive information they receive about your company's people, products, and operations even more zealously than you do.

Our Consulting Philosophy

JMAC adheres to three principles in its proven approach to business process innovation. First is **Process Orientation**. Our consultants know that truth is found on the shop floor—what the Japanese call “gemba”. Whether an actual “production” floor, an office, or even in the boardroom, “gemba” is where your core business processes are practiced, and it's where our consultants spend the most time gathering information and effecting improvement.

Second is **Collaborative Team Approach**. JMAC works alongside your people to create and implement effective solutions. That approach gives the client the benefits of both effective implementation and knowledge transfer.

The third principle is “**No Waste/Lean**”. In a competitive business world, identifying and eliminating waste is vitally important. JMAC has been a leader in developing Lean Manufacturing concepts and has successfully implemented lean concepts in many companies.





Services We Provide

Consulting Services

JMAC provides a proven track record of excellence to its' clients in a wide range of consulting services. We will provide upfront, structured and detailed plans of how we will support improvement activities in your company as well as outline what the expected results will be from a financial, performance, knowledge transfer, and company culture standpoint.

Diagnosis

For the diagnosis, JMAC studies certain areas of the company, typically during a one week period, using unique methods. Interviews are made, methods are video-recorded and a variety of data is taken. Later, the data and records are analyzed and various types of losses are quantified. A formal presentation is made during which JMAC delivers quantitative and qualitative results regarding the current situation, as well as estimates the improvement potential, provides specific ideas for improvement, and an implementation plan and schedule. Some companies will use this information to guide their own kaizen (improvement) activities. Others, appreciating the effectiveness of the JMAC methods and competence of the JMAC team, will opt to involve us in the design and implementation of improvements.

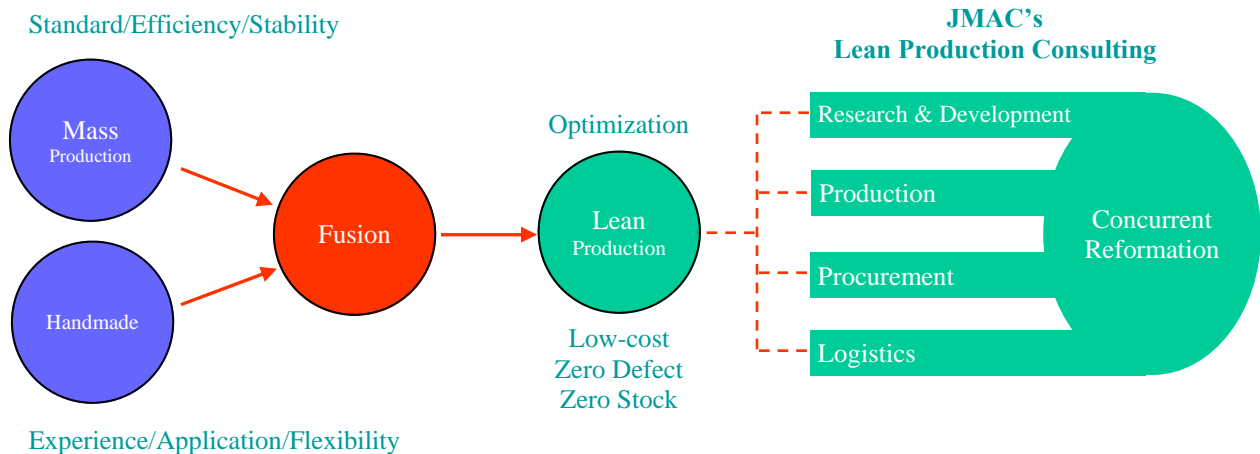
Training

JMAC provides complete, cyclic training services which focus on the needs of each company department. Our consultants seek to understand what training is required and where it should be applied. We then develop and administer highly-tailored training designed to give your people the skills they need to excel at their positions. Finally, we develop ways to measure training effectiveness and transfer that knowledge back to your staff to facilitate your own training self-sufficiency.

The History of JMAC Lean Production Consulting

Since our foundation in 1942, JMAC has been fortunate to have had the opportunity to assist many clients. In particular, much of our work has been done in support of key players within manufacturing industries. Over the years since foundation, JMAC has played an important role in the development LEAN and many of the tools that comprise. As but one example, Shigeo Shingo, world-renowned for his creation of the "LEAN" and SMED methodologies, was one of JMA Group's first consultants. Based upon this long history of involvement with manufacturing industries, JMAC has developed its valuable knowledge into a "Lean Production Consulting" program.

Concept of Lean Production



“We successfully introduced a Lean Production System in our company. In doing so, we were also able to strengthen our management. It was very valuable to our company.” (President: Tier One Automotive Supplier)



Manufacturing strategy
Reconstitution of production base
Establishing the Production System
Productivity Improvement
ISO management

Eight Pillars
Measurement system for “six key indices”
Equipment Efficiency Improvement
Autonomous Maintenance Philosophy
Systematic Approach
Corporate Culture for Equipment Management

Logistics Strategy
3PL
Reform of logistics center
Reform of purchasing and outsourcing
e-Procurement

P D

Production/Manufacturing

There is now considerable demand for innovation in production and the manufacturing of goods. It is critical to build production technology, manufacturing technology, production management technology and plant management technology that correspond to this environment. With the objective of creating a structure that provides for unlimited profitability in the production system in response to the requirements of the production market, we provide technical support with an emphasis on Q, C and D.

For Q, we provide the technology to direct management, driven by quality such as that in goods and services. For C, we implement comprehensive cost reduction activities as quickly as possible and provide technology that is aimed at much larger results and continuity. For D, we develop and support a production system that offers speed and stockless production, and that emphasizes cash flow.

T P M

Total Productive Maintenance

As internationally recognized Lean Manufacturing consultants, JMAC offers TPM training as an integral part of our Lean Manufacturing consulting services. Through TPM training, JMAC’s Lean Manufacturing consultants focus you and your entire workforce on waste elimination at all levels of your operation with particular attention to maintenance issues.

Offering opportunities for maintenance process innovation at every stage in your operation, JMAC’s TPM training focuses on progressive maintenance techniques that are coordinated with end-to-end strategies and ensure maximum productivity. Our Lean Manufacturing consultants understand the critical difference Total Productive Maintenance makes in your productivity and profitability.

S C

Logistics/Supply Chain Management

In logistics, procurement/production/storage/loading, unloading/transportation and delivery/communication of sales information are regarded as one system. Using this field of logistics as a visual axis, JMAC regards the different environments surrounding the enterprise and business processes in a multifaceted yet structured manner. JMAC supports the extraction of issues for improvement, reform and the implementation of solutions to establish business strategies.

“We were able to reduce our inventory by \$100 million. Our cash flow became dramatically improved” (CFO: \$14 Billion Pharmaceutical Company)



Management Vision
Medium to Long-Term Plan
Business reorganization
New Business Development

S P

Management Strategy / Business Planning

Our future vision is a grand design in which the structures of management and business are optimized, including the business structure, the organizational and operational structure and the human resource structure. We are making plans to implement our grand design. We make fundamental reforms to the existing business structure and support the development of business and employment in new business fields so the company is placed in an expanding field.

In addition, we support business development in the Asian and Chinese regions, which have marked rapid growth, and a management reform based on IT and digital technology.

R D

Research and Development

R&D strategy
Design of and innovation in R&D
Product innovation / cost reduction
Human resource development for R&D
Management of development enterprise

While companies have been finding a way to expand their businesses during the recent period of prolonged economic inactivity, the R&D department has been the engine for growth. It is necessary for the R&D department, therefore, to direct corporate growth through its own growth and innovation.

To make the products, commodities or services of an enterprise more unique and attractive and to strengthen their market competitiveness, JMAC's Research, Development and Engineering consulting (RD&E consulting) contributes to the growth of enterprise through the innovation of R&D functions, including engineering departments, such as research, development, design, and production technology.

M S

Marketing / Sales

Brand Strategy
CRM
CS Management
Strengthening of Sales Competitiveness
Innovation in the Sales Process

We are now in an age when it is difficult to find a means of strengthening the marketing functions so that we can retain our market position based on previous successes. Requests from the market are not due to the selfishness of customers, but proposals from the market to create a better service. For companies to maintain their strength and expand the market, it is necessary to take heed of these requests sincerely to incorporate them in the service. JMAC continues to support your initiatives in creating a mechanism to attract and retain customers.

“JMAC is not a consulting company. They implement something with us and get positive results, together.” (Vice President: Aftermarket Sales and Marketing, U.S. Automotive OEM)



Project Management
TP Management
Risk management
Compliance
Design of evaluation indices

OM

Management System

To clearly state a general goal concerning the optimum manner in which a business should function or how a business can function, as expected by the top management (management goal), and to create a management system that organically links all elements of the organization are equivalent to strengthening the nervous system of the corporate entity.

The consulting service of JMAC clarifies the expectations senior top management as a general goal and expands the goal to specific individual goals to achieve the general goal. In addition, JMAC's consulting service realizes management reform through a mechanism to clarify behavior to achieve an individual goal (a measure), to create a mechanism to operate the whole organization effectively, and to link the mechanism to performance.

Reorganization of organizational functions
Innovation in the work processes
Streamlining admin. and overhead operations
IT applications in sales
Design of workflow

BPR

Business Process Reengineering

In this support service, we reform the work process by determining the Business System Unit (BSU) recognizing the differences in the Key Factors for Success (KFS). We also strongly support the deployment of goals, in which the operations and CS are linked to the goals of reforming the work process, the utilization of the standard database and the development of measures from three aspects, namely, the reorganization of functions, the work/information system and the reform of human resources.

Personnel system innovation
Management of human resource development
Personnel evaluation and assessment
Organization revival
Right sizing of personnel

HRM

Human Resources Management

We believe the most reliable means of opening a new style of human resource management in the 21st century can be found from the worksite. In other words, the shortest path to management reform is to create a vivid, realistic picture of human resource management at the worksite, to extract the elements of the picture one by one and to use the results to improve performance. Based upon the idea of worksite-oriented philosophy, JMAC provides support under its commitment to providing consulting services consistently and earnestly.

“JMAC has done the most extensive and accurate business process analysis that has ever been done at our company, and has clearly mapped the path for us to proceed with high-dollar cost savings in several critical areas.”

(Vice President: Corporate Research & Development, \$18 Billion Food Manufacturer)



Your LEAN Expert

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