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Theory of Constraints - Ask Dr Lisa Newsletter

SERVICE COMPANIES! I'm looking for 5 service companies to test our Project Velocity System starting on March 15. You know the 5 circles demonstration I do in my Vistage Maximizing Profitability workshop? -- this is the version for service companies! (2 spots left) www.ProjectVelocitySystem.com

Lots of people have replied with interest but have questions. I can't talk to everyone individually. So join me this Thursday Feb 11 at 4:00 ET to get all your questions answered. We will discuss:

- why it's so difficult to get projects done on-time
- how to select the right projects (or prioritize jobs)
- and, how to get MORE projects DONE faster

Then I'll take all your questions about the Project Velocity System Coaching Program.

To reserve your seat go here: <https://www2.gotomeeting.com/register/113408250> If you're interested but can't make this time, let me know and I'll try to accomodate another webinar.

POOGI #63: We are continuing our series based on [The Goal](#) by Eliyahu M Goldratt and the [Theory of Constraints](#). {This series was co-written with [Brad Stillahn](#)}

Brad: It's been three years since we joined NTMA as National Associate Members. Shortly after we joined, after seeing the benefits Theory of Constraints (TOC) could have for NTMA members, you developed the "Velocity Scheduling System." It is for scheduling machine shops (and job shops) to help them improve lead times, due date performance, and to reduce the ensuing chaos that results from the 9 Challenges of Scheduling A Machine Shop* they contend with daily. You've had 35 small, medium, and very large shops attend-online-with a 100% success rate. Why create a program for engineering?

*You can download that free report here: www.VelocitySchedulingSystem.com/ebook

Dr. Lisa: Many machine shops also cope with problems in engineering. A job comes in, and it goes into the queue. It can be feast or famine. When it is feast, engineers are multi-tasking between hot and red hot jobs, and put the shop under real time pressure when they are late with their designs and prints. They need a good solution, too, so I developed the Project Velocity System, and there is a software package to support it.

Brad: Engineering is like graphic design in printing. When new orders start coming, it is easy to have them pile up, starving the shop. It can be a real bottleneck. And

when it is slow, that's an expensive resource to have idled. Very few other people know how to do their job, and engineers don't seem to do other jobs well, either.

Dr. Lisa: Yes, that's exactly what happens. Engineering or design starves manufacturing. And, many of the companies that participated in Velocity Scheduling System went on to create a Mafia Offer with our on-line Mafia Offer Boot Camp. This put even more pressure on engineering because with an outstanding market offer shops started bringing in more NEW business which means more load on engineering.

In addition, even without a Mafia Offer, you typically do not want engineering to be your constraint. Engineering needs the capacity to feed the shop, so the company can meet its sales goals, and maintain short, responsive lead-times with 100% due date performance all of the time.

... to be continued. Part 64 will continue with Getting Jobs Through Engineering

What are the challenges YOU face getting jobs through engineering? [Tell me your 2 biggest challenges here!](#)

Here's to maximizing YOUR profits!

Dr Lisa

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Buy-In

Health Care

Personal development

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- The Goal movie
- Necessary & Sufficient Series
- Goldratt Explains
- ALL the TOCICO Conferences
- Goldratt Satellite Program
- Realization Project Flow
- Goldratt Webcast Series

To take advantage of this special click here:

<http://drlisamaxprofit.blogspot.com/2010/02/goal-video-and-other-theory-of.html>

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