

Booking form
Fax back to: +44 (0)1223 464 217

Manufacturing Transformation Workshops

January – May 2010

Please tick the event(s) you would like to attend below and fill in your details opposite. Then fax or post the form to:
 Jo Griffiths, Institute for Manufacturing,
 17 Charles Babbage Road, Cambridge CB3 0FS.
 Fax: 01223 464217, or by email to jg395@cam.ac.uk

✓	Date	Topic	Time	Location
	27 Jan	Delivery performance	0900-13.00	Lowestoft
	27 Jan	Delivery performance	14.30-18.30	Gt Yarmouth
	19 Feb	Supply chain	09.00-13.00	Lowestoft
	19 Feb	Supply chain	14.30-18.30	Gt Yarmouth
	25 Feb	Supply chain	08.00-11.00	Basildon
	4 Mar	Supply chain	16.00-19.00	Harlow
	16 Mar	Supply chain	08.00-11.00	Colchester
	17 Mar	Quality	09.00-13.00	Cambridge
	18 Mar	Supply chain	16.00-19.00	Chelmsford
	28 Apr	Delivery performance	08.00-11.00	Basildon
	13 May	Delivery performance	16.00-19.00	Colchester
	25 May	Delivery performance	16.00-19.00	Chelmsford
	26 May	Unique value and innovation	09.00-13.00	Cambridge
	27 May	Delivery performance	16.00-19.00	Harlow

Dates and locations in this leaflet were correct at time of going to print but may be subject to change. Please check our website for up-to-date details:

www.ifm.eng.cam.ac.uk/mtp/

Your details

Name

Position

Company

Address

.....

Tel Fax

Email

Cost (per event): £30.00 plus VAT (£35.25 inc)

I enclose a cheque/purchase order for £
 Payable to: "IfM Education and Consultancy Services Ltd"

Please invoice my company.
 Invoice name and address (if different from above)

BACS payment (please enclose a copy of the draft)

Bank transfers (BACS) can be made to Barclays Bank plc, Bene't Street Business Centre, PO Box 2, Cambridge CB2 3PZ. Account no: 80066885
 Sort code: 20-17-19. IBAN: GB62 BARC 2017 1980 0668 85 SWIFT: BARCBB22

Please debit my Visa/Delta/Switch/Mastercard/Eurocard No:
 American Express not accepted

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Expiry date

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 Three digit security code

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Registered address of cardholder (if different from above)

Signed

Date

Cancellations

Substitutions may be made at any time. Bookings cancelled less than ten working days prior to the workshop will be charged in full.

Data protection: Information provided by you on this form will be processed by the IfM and used for the purpose of the goods and services ordered by you, and for the billing of accounts. If you do not wish your details to be used for sending information about the IfM and its services and offers, please tick

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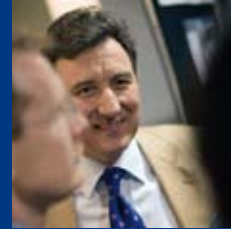
Manufacturing Transformation Workshops

January – May 2010

Helping manufacturing SMEs to transform their performance through:

- Unique value and innovation
- Improved delivery performance
- Superior quality
- Supply chain management

Manufacturing Transformation Workshops



The IfM's Manufacturing Transformation Workshops will assist senior managers of small and medium sized manufacturing companies in the development and growth of their business. Each workshop focuses on an important issue related to winning orders or managing limited resources, and aims to help senior managers understand how to:

- develop superior order-winning capabilities
- use focused, structured approaches to improve key enabling capabilities

Delegates will work as individuals and in groups, using real-life scenarios to explore different challenges and outcomes. There will be plenty of opportunity for questions, answers and discussions.

The workshops

Unique value and innovation

This workshop is designed for manufacturing SMEs who want to compete by offering distinctive or unique value to their customers. It will help senior managers to understand what is required to successfully:

- develop a better understanding of what their customers value, and thus identify opportunities
- develop innovation and product development strategies
- generate ideas for new products
- prioritise and select ideas for development
- develop and introduce new products

Delivery performance

This workshop will show how to achieve superior delivery performance. It will help senior managers to understand what is required to successfully:

- shape the business to deliver customer requirements
- minimise lead time
- improve the accuracy of delivery promises
- select and manage suppliers
- minimise the cost to serve customers
- build flexibility into the process to cope with changes in demand and unexpected events

Quality

This workshop focuses on how to compete on the basis of quality. It will help senior managers to understand what is required to successfully:

- understand and manage customers' expectations with respect to quality
- design superior quality into products
- develop appropriate quality systems
- build understanding of quality issues across the company
- manage suppliers' quality performance
- use performance measures to improve quality

Supply chain

This workshop will show how to improve supply chain performance while reducing costs. It will help senior managers to understand what is required to successfully:

- deliver the service promise
- develop an appropriate supply chain strategy
- reduce inventory levels safely
- manage suppliers
- use performance measures to improve supply chain performance

Presenter

The events will be delivered by Dr Alan Cousens, Industrial Fellow at the Institute for Manufacturing. Alan has held senior management roles in a variety of high technology manufacturing companies in the UK, all operating internationally. His most recent industrial positions were as Managing Director of Graseby plc, Smiths Industries plc and Oxford Instruments, manufacturers of medical devices. Alan is an experienced and well-received speaker who has run many successful workshops and seminars.

Cost and booking

The workshops are heavily subsidised by the Higher Education Funding Council for England. Each event costs £30 plus VAT per person. To reserve a place please complete the booking form overleaf and fax or post it to the address indicated.

You may also be interested in...

The IfM's Manufacturing Transformation Programme, a free programme designed to boost the competitiveness of manufacturing companies in the Eastern region.

www.ifm.eng.cam.ac.uk/mtp