



DR. ACÉL & PARTNER AG
International Logistics Consulting

Why with us?

Lean Management – Logistics & Production

Your success is our goal

Our services and value propositions

Our experts

provide their logistical and technical know-how.

Holistic solutions

are tailored to your customer's needs.

Profound experience

characterizes our services.

Proven methods

ensure your project success from concept to implementation.

ETH Zurich, our direct contact

to leading research and teaching.

Our principles

Interdisciplinary approach

during the whole process and on every topic up to realization.

Future-oriented & creative solutions

are realized in intensive cooperation with our customers and their teams.

Careful handling

in all projects we are entrusted with.

Economic necessities and human concerns

are reconciled.

We support your projects **neutral and independently**.

Satisfied client selection



Experience from 800 Consulting Projects
Over 280 Satisfied Clients



Dr. Peter Acél,
CEO



Dr. Noëlle Jufer,
Partner

We love to reinforce you.
Exploit the experience and
the know-how of our team.



Roland Renggli,
Senior Manager



Ria Allemann,
Office Manager



Ladina Schlosser,
Executive Assistant



Daniele Lardi,
Manager



Albert Grossenbacher,
Senior Consultant



Ralf Grammel,
Manager



Prof. Heinz Müller,
Senior Consultant

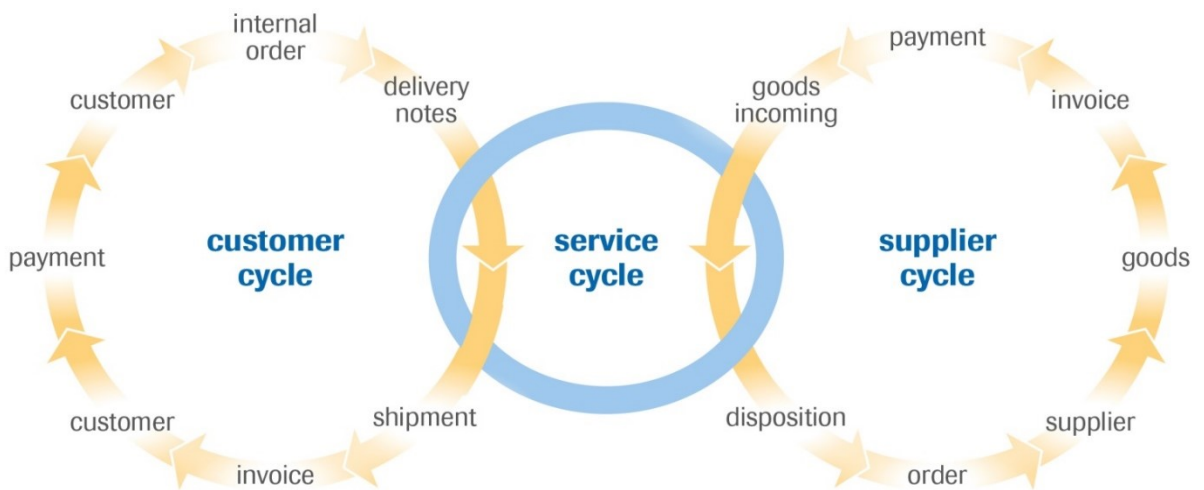


Dr. Ernst Müller,
Board of Directors & Partner



Prof. Dr. Urs Meyer,
Partner

Supply Chain Management From Conception to Implementation



- **Design**
of all business processes and
of their optimization
- **Logistics**
of supplier management
- **Guaranteed success**
due to international project experience
and sound practical knowledge
- **Increased profitability**
within procurement logistics,
warehouse optimization and
operational planning
- **Help people help themselves**
approach based on involving all
employees
- **Implementation support**

Logistik Management
Your Value Creation

material · value · information · people · power



structures / organisation / control / tools

- **Logistics check**
strengths and weakness analysis,
detected potential and action plan
- **Dynamic modelling**
process and material flow simulation
- **Distribution of goods**
customer focus from order to cash
- **Process optimization**
lead time reduction, in- and
outsourcing concepts
- **Removal of bottlenecks**
inventory reduction, transparency
- **Implementation support**

Lean Management
Consistent Reduction of Waste



- **Exploit relevant potentials** over the whole supply and value chain
- **Achieve considerable savings** in time, space and money
- **Focus on optimal process design** along the entire value stream
- **Establish high flexibility** as key to success
- **Implement lean production** and optimal material flow
- **Adapt to lean culture** lean administration, lean logistics and lean production

Paradigm Shift: Pull Instead of Push Current & Novel Logistics Strategies

In today's industries, the push principle (MTS: Make to Stock) is widely applied. In this context, large stocks of material and intermediate goods are pushed into production. This aims at maximum use of staff and equipment. The pull principle in contrast, aligns production towards optimal fulfillment of customer's demand (MTO: Make to Order).

Current: Push (MTS)

- Maximal use of men and machines is equated with optimal production
- Large amounts of work in process and storages
- High throughput times and lot sizes
- Extensive sales and production planning
- High stocks of finished goods to meet customer demand

Alternative: Pull (MTO)

- Optimal production is equated with high flexibility and fast reaction on customer demand
- Small amounts of work in process and storages
- Small throughput times and lot sizes
- Transparent sales and production planning
- Meet customer demand directly from current output with minimum stocks (just-in-time principle)

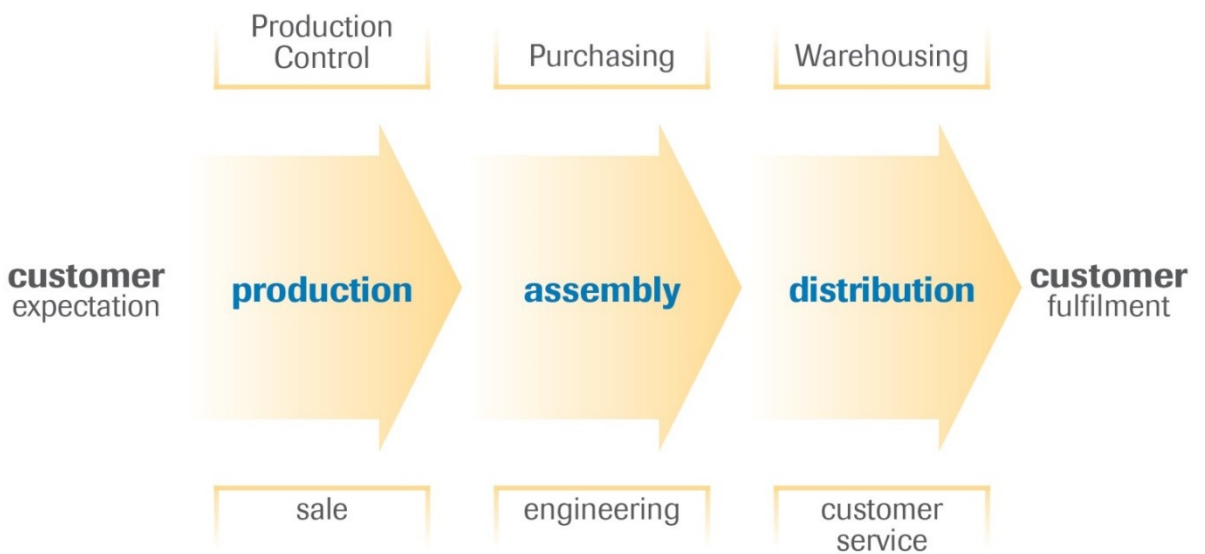
Conclusion

In current productions, a fundamental change in production strategy is not adequately supported by established planning methods and related planning systems. Nowadays markets demand highly individualized products paired with very fast delivery. This determines more and more the company's success and existence.

Employees should be enthusiastic about a paradigm shift towards pull production, since the resulting benefits and savings for the company are mainly achieved by reduction of inventories and throughput time and not by downsizing.

Production & Technology

Your Benefits



- **Production check**
with potential analysis and economic feasibility study
- **Production strategy**
and production concept
- **Resource management**
increase in throughput
- **Production technology**
including assembly- and packaging technology, workplace design, MTM
- **Project management**
- **Increase in productivity**
setup time reduction
- **Operation planning**
and factory planning, maintenance
- **Product range optimization**
value analysis, standardization
- **Value analysis - Industrialization**
- **Implementation**
of new technologies
- **Management ideas**

Industry 4.0 A Reversal of Thinking

Industry 4.0 (Internet of Things / IoT) refers to a new type of value creation by combining recent information, communication, automation and manufacturing technologies. The newly emerged Cyber Physical Systems (CPS) enable revolutionary possibilities to implement extensively cross-linked and integrated solutions for plants, machines and work pieces. This supports efficiency enhancements beyond traditional lean management approaches and fosters optimization of control systems and man-machine interaction.

Improvements

Production of customized products no longer differs from small batch production.

Capital lockup decreases as a result of significant size reduction of buffers and warehouses.

Temporal and quantitative flexibility increases enormously.

The implementation of decentralized control strategies reduces complexity.

The possibilities of cyber physical systems have not yet been exhausted.

Need for Action

Problems are no longer hidden by stocks and time reserves. Therefore, a definition of priority areas is evident.

The reversal of the thinking rises fears in IT companies, AVOR / PS-employees and partly within (conservative) management.

Central ERP controls have become outdated.

In the future Internet of Things, a lot of real-time data is generated by sensors and used as a reflection of reality. Current ERP-based controls (see SAP) are largely incompatible with the basic idea of Industry 4.0.

«Industry 4.0 is not a ghost factory»

People and machines continue to work in the self-steering factory. The change of the way of thinking does not require deserted factories.

Organizational Management
Competent Experts



- **Company check**
with potential and weak point analysis, measures
- **Business Process Optimization (BPR)**
strategic and operational corporation development
- **Increasing profitability**
yield optimization, cost management
- **Profitability calculation**
and investment appraisal
- **Site evaluation**
feasibility study and benchmarking
- **Professional training**
in project management and logistics
- **Moderation**
coaching, temporary management
- **Implementation support**

Change Management
Change & New Processes

Key Success Factors in Change Management

leadership &
competences

establish
lean philosophy

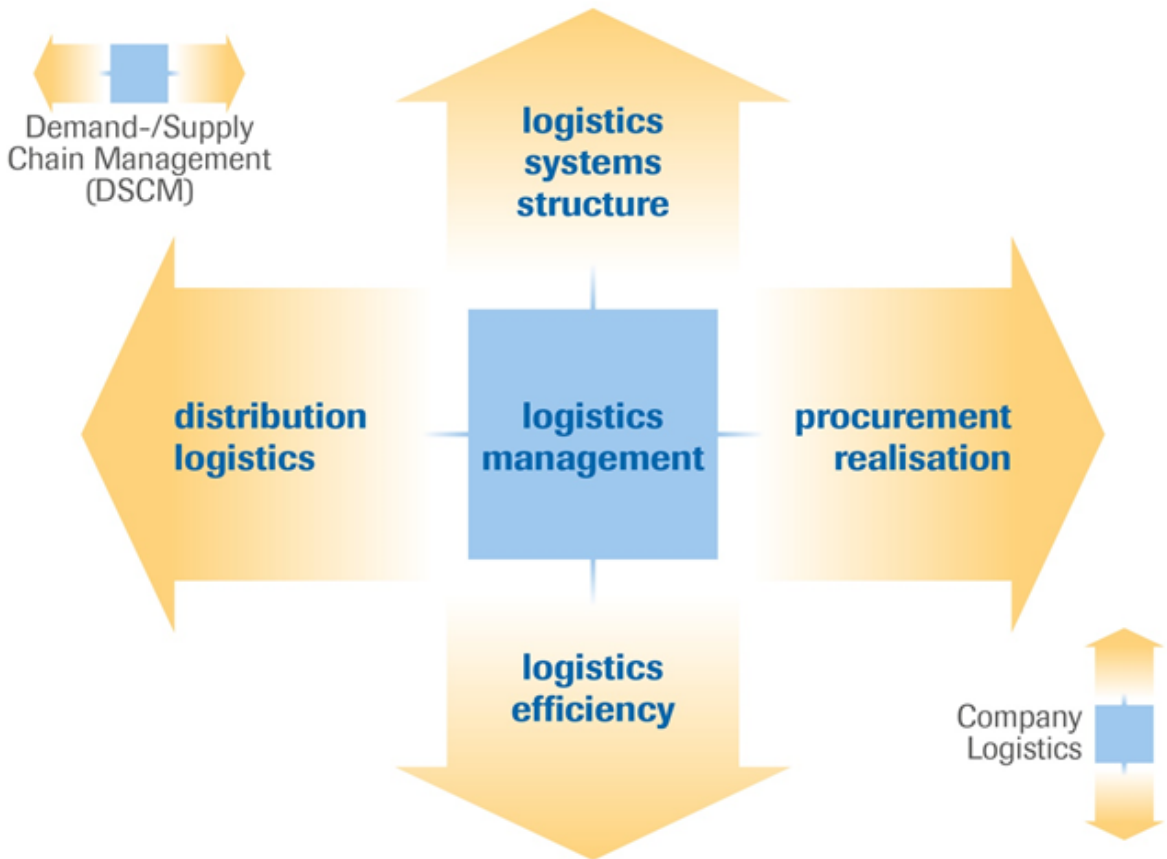
project
management

long-term
orientation

early success
messages

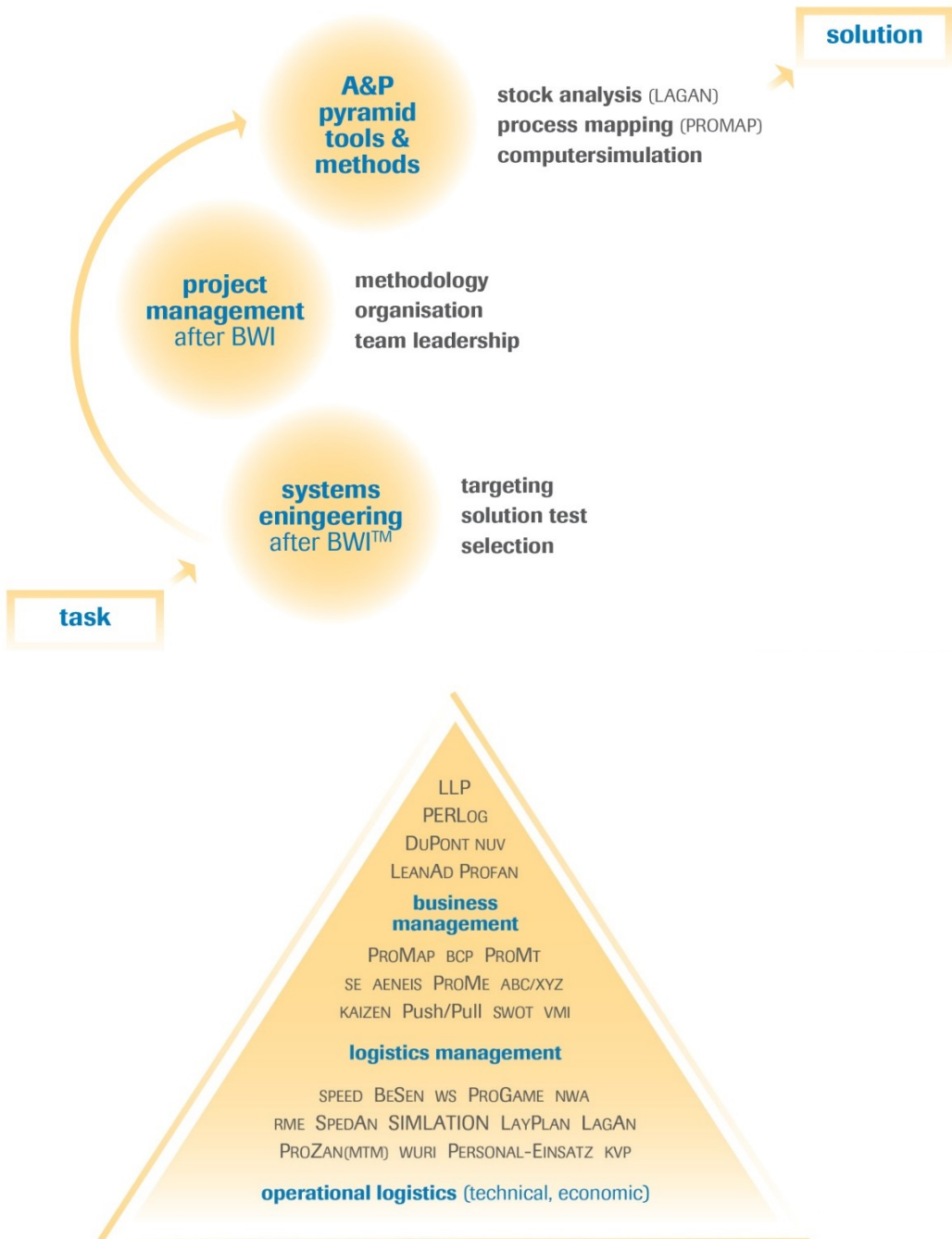
- Projects lead to **a cultural change**
- Successful lean-projects require professional change management
- Structured approach to ensure a successful outcome

Integrated Business Processes
Your Competitive Advantage

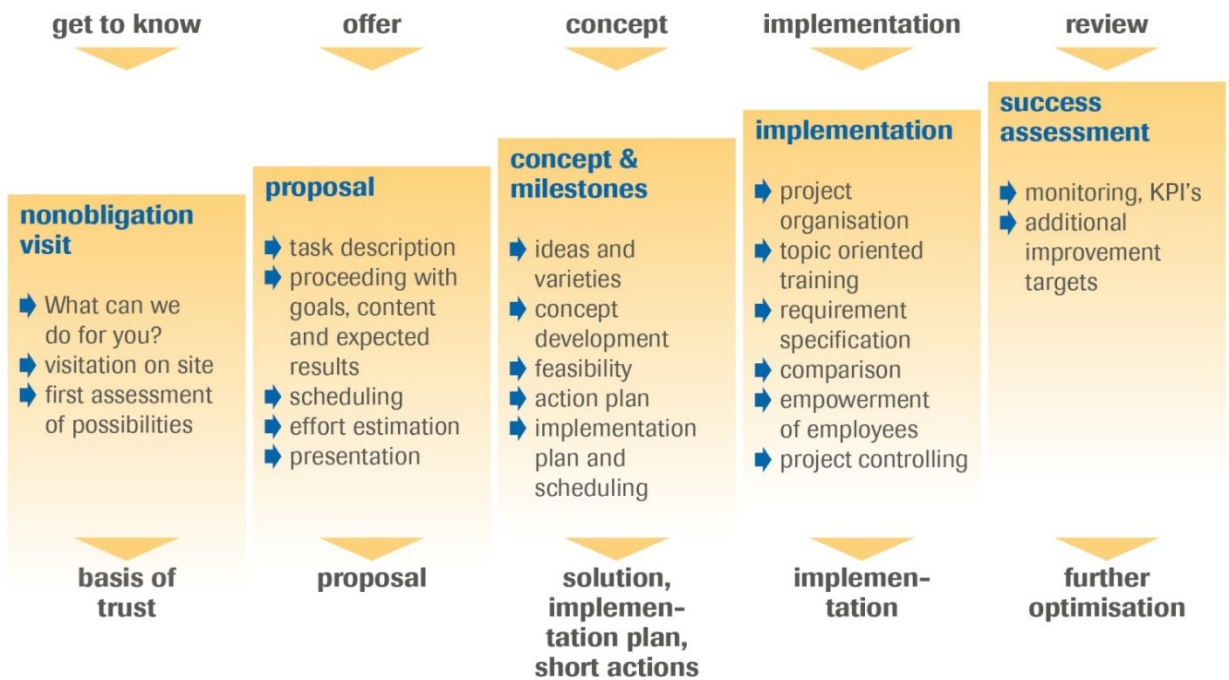


- **Logistics management**
holistic logistics strategy
- **Distribution logistics**
definition of delivery quality and distribution
- **Procurement logistics**
supplier relationship management
- **Logistics system**
integration of the different business activities
- **Logistics optimization**
lead time and cost reduction, controlling, quality
- **Implementation support**

Methods & Tool-Box
Effectiveness and Efficiency

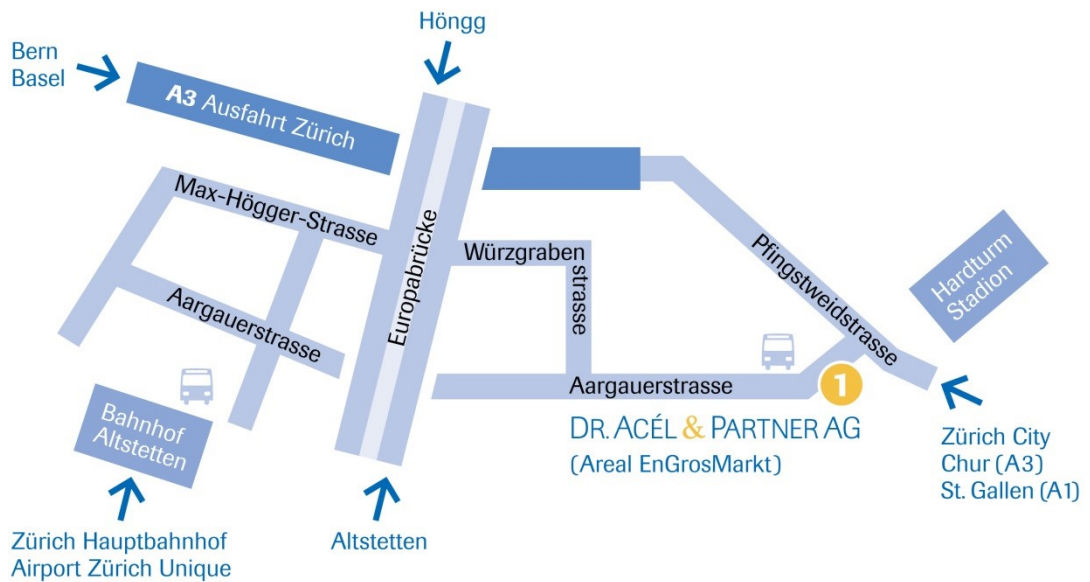


General Approach
A Proven Concept



DR.ACÉL & PARTNER AG is an official successor company of the Center for Industrial Management (BWI) at ETH Zurich.

Come and visit us!
Your Consultancy in Zurich



Bern / Basel (A3)

- Direction *Chur*
- Exit highway at *Ausfahrt Zurich*
- Turn right into *Aargauerstrasse*, Entrance “Engrosmarkt”

Zürich City

- Direction *Bern / Basel*
- Track *Pflingstweidstrasse*
- At “Otto Fischer” turn left into *Aargauerstrasse*, Entrance “Engrosmarkt”



Airport Zürich Unique

- Train: Lines S2 or S16 to *Zürich Hauptbahnhof*
- Train: Lines S3, S9 or S12 to *Bahnhof Altstetten*

Zürich Hauptbahnhof

- Tram 4, direction *Bahnhof Altstetten Nord* to *Aargauerstrasse*

We are happy to welcome you at our place.



DR. ACÉL & PARTNER AG
International Logistics Consulting



Aargauerstrasse 1
CH-8048 Zürich
Phone: +41 44 447 20 60
Fax: +41 44 447 20 69
Email: info@acel.ch
www.acel.ch

We are looking forward to meeting you personally!