



**STRATEGY  
& SYSTEMS**  
**CONSULTING**  
Enabling Flow, Unlocking Value.

**MAKING  
COMPETITION  
IRRELEVANT**

## THEORY OF CONSTRAINTS (TOC)

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Theory of Constraints (TOC) is systematic management approach which focuses on improving a few physical and logical leverage (constraints) points of an organization in order to achieve an order of magnitude improvement in the performance of the system as a whole. TOC derives its roots from physics and sternly believes that most of the business problems emanate from very few core business conflicts and are connected with each other through cause and effect.

Dr. Eliyahu Goldratt first introduced TOC through his book "The Goal". Even after 25 years of its release, The Goal is still considered a classic must-read, common-sense manual for people at all levels in companies worldwide. Dr. Goldratt's subsequent books mark the major phases of TOC's evolution, expanding its scope and application to production/operation, supply chain, new product development, marketing & sales, retail management, finance & measures etc.



An expert is not someone who gives you the answer, it is someone who asks you the right question.

- Dr,Eliyahu Goldratt

## ABOUT US

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Our core experts have vast experience in managing transformational consulting projects. Our core experts have been mentored and coached by Dr.Goldratt for more than one decade. We have worked closely with family run businesses, large corporates and mid-sized Indian companies managed by professionals. Our core forte lies in hand holding companies towards pre-defined objectives and business results. We have vast experience working with managers across the hierarchy of the organisation.

# OUR METHODOLOGY

Many times companies accept and operate within age old industry beliefs, practices and assumptions – Until or otherwise these assumptions are challenged for its relevance, step jump in performance cannot be unearthed. Even within the same industry no two companies are similar. We administer a 3 step holistic process that analyses 'What to Change?', 'What to Change to?', 'How to cause the change?' that typically reveals the break through business solution and direction for ongoing business results. We use TOC's powerful thinking process tools to discover the apt business solution for the specific client company. We use an array of TOC thinking process tools to support the analysis.

## 02 What To Change To?

Systematically we challenge the prevalent business assumptions and deep rooted industry beliefs. Continuing to do what we do and expecting different results is insanity. We evolve the break through direction that would obliterate the 'Core problem'. Solving the core problem would eliminate the symptomatic issues.



## 03 How To Cause The Change?

Drafting a systematic change process to transform from the current reality to the desired state.



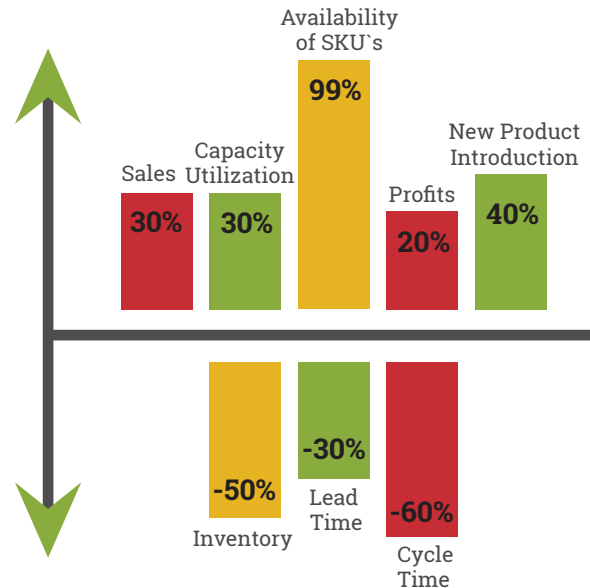
## 01 What To Change?

Any business solution that is designed to solve the symptomatic issues would yield negligible results, after humungous managerial efforts. Break through results are realized by identifying the 'Core problem' which are behind the maze of the obvious. The identified 'Core problem' becomes the 'Focus' for improvement.

# OUR SERVICES

## Enabling flow, unlocking value

We walk the Talk! Unlike conventional consulting companies, we partner with our clients to not only provide the advisory services, but also help our clients to implement them and realize substantial value such as significantly growing the top line and enabling profit growth by 50-100% within a short span of time by shortening manufacturing lead times, inventory reductions, reducing cycle times, improving availability of finished goods, improving market share, improve inventory turns, etc.



### TOC CONSULTING

It is our prime objective of business existence to enable flow (of products and services) and unlock hidden value from our client's value chain through our interventions.

"As long as the end customer has not bought, no one in the chain really sold."

- Dr. Goldratt

### BUSINESS INNOVATION SERVICES

In this period of constant change, the way a business provides value to its customers today probably won't be the same way that it provides value tomorrow. With regards to breakthroughs, even the most inventive companies face huge challenges.

While we have proven innovation framework, to guide the client in their innovation journey, we have the right experience in quickly customising our processes to a given industry and bringing compatibility to their culture.



*A leading first tier automotive parts manufacturer has designed a TOC based strategy in order to improve their OnTime in full (OTIF) measure to 95% plus levels to ensure a high customer satisfaction.*

# TOC CONSULTING - Explore our 4 step engagement model

We provide the tools to **BUILD YOUR BUSINESS**

Explore our unique mentorship approach  
"Learning is what you do to yourself, teaching is what others do to you"



## BUSINESS INNOVATION SERVICES



Imagination is more **POWERFUL THAN KNOWLEDGE**

"We help you to imagine" through structured processes and to exploit the latent innovation potential of your organisation

# SOFTWARE SOLUTIONS

## Leverage the power of your ERP

While the ERP systems help companies to track daily transactions and unify the company wide data and information, our Flow software aid robust managerial decision making. Flow is a web based application that interfaces with your ERP, apply business rules based on the principles of theory of constraints to support agile supply chain decisions. Flow regulates the flow of products across the supply chain nodes and align the company's operation to market requirements. Flow is designed for easy and quick interface with company's ERP in a matter of few days.



Govern your supply chain through a visible priority system



Inventory level for the item is healthy. Monitor these items to avoid surpluses in future.



Inventory level for the item is fine. No specific actions are recommended.



Inventory level for the item is critical. Take swift actions to refill inventory



*Leading capital Equipment Company dealing with 2500+ aftermarket parts, has successfully used TOC processes to ramp up and sustain their spare parts availability to 90% plus levels, while reducing their overall inventory by 40%. Through this initiative the entire vendor base is trained and educated to align their supplies to the actual market requirement of the company.*

Flow has multiple modules to support varied business scenarios depending upon the company's business model. Flow can concurrently support varied business models such as:-

- >>> Make to stock (MTS)
- >>> Make to availability (MTA)
- >>> Make to order (MTO)
- >>> Engineered to order (ETO)
- >>> Assembled to order (ATO)
- >>> Retail supply chains
- >>> Aftermarket businesses

Flow is built with sophisticated security mechanism to provide safe and secure information sharing. Flow is in built with worlds best practices coupled with information rich charts and tables for easy analysis and conclusions

### FEATURE 03

Easy to interface within a matter of few days with any legacy/ERP systems.



### FEATURE 04

Powerful trend lines, intuitive reports and graph.



### FEATURE 02

Intelligent decision support system based on robust TOC processes.



### FEATURE 05

Built in business analytics

### FEATURE 01

Opens up the visibility of the entire supply chain to enable robust managerial decisions.



### FEATURE 06

User defined customisations



## KEY FEATURES:

Companies that have used flow have realized the following business benefits:

- » Availability of SKU's have improved to 95%
- » Inventories have reduced significantly by 50-60%
- » Sales has increased by 20-30%
- » Profits have improved by 10-20%
- » Firefighting and urgencies have dramatically reduced.

# INDUSTRIES

Every industry has its own unique business challenges. While the core principles remain the same, we have different approaches and solutions for the following industries.



Consumer durables



Manufacturing



Automotive



Aftermarket businesses



Retail



Construction



Information technology



Pharmaceutical



FMCG



Service

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