



Productivity Improvement Program

Program Synopsis

Productivity Improvement Program offers the single best opportunity to optimize resource utilization, shorten schedules and achieve dramatic cost savings on capital projects, plant turnarounds and routine maintenance. In spite of this recognition, large number of companies have not capitalized on this opportunity, and in most cases the field execution results have been marred by ever declining labor productivity.

To reverse this costly trend of poor productivity, **Project Assurance** in alliance with the **American Productivity and Quality Center - Consulting Group** and **Murphy Management Innovations** is organizing this breakthrough **Productivity Improvement Program**.

The program offers innovative strategies and proven solutions to eliminate chronic productivity roadblocks and guides in the development of company-specific Productivity Improvement Plans.

The **Productivity Improvement Program** is designed to synergize the expertise and experience of industry leaders and practitioners in identifying management strategies and execution initiatives that will dramatically improve productivity at your facilities.

Accelerated implementation of pragmatic solutions developed during the program will help the participating companies to achieve up to 10-25% productivity gains not only on field execution, but also for other management functions and support services e.g. engineering, planning, inspection, procurement, etc.

Principal Objectives

The **Productivity Improvement Program** workshop is uniquely designed to help companies achieve the following key objectives:

- ▶ Reduce field labor and support staff requirements by 10-25%, shorten project schedules and improve company's bottom-line profits by millions of dollars
- ▶ Take the mystery out of "Productivity Function" by sharing knowledge about all aspects of productivity such as establishing baseline estimates, measuring actual performance, analyzing trends, taking corrective actions and forecasting final results.
- ▶ Identify and systematically eliminate chronic road blocks and company-specific causes of poor productivity
- ▶ Institutionalize the best practices, processes and management controls that ensure higher productivity from all project planning and execution functions e.g. management, engineering, field construction, support services, planning, inspection, etc..

“The greater danger for most of us is not that our aim is too high and we miss it, but that it is too low and we reach it.”

— Michelangelo



**\$1,000,000 MINIMUM SAVINGS
OR YOUR MONEY BACK**



Maximizing Profits Through Knowledge & Productivity



Multi-Functional Focus

Productivity Challenge

“When it comes to productivity gains, the construction industry has been a laggard and ranks at the bottom compared to all other industries.”

— The Business Roundtable

Poor Productivity has been recognized as a serious problem for years and unfortunately many companies have accepted this adverse trend as a “fate accompli”.

As a result, companies are losing billions of dollars due to poor productivity, schedule slippages, excessive overheads, unnecessary support services and lost production revenues.

On the other hand, smart companies are achieving 10-25% productivity gains by implementing innovative approaches and optimizing resource utilization.

Companies must recognize that in order to achieve higher execution productivity, they must focus their efforts on management effectiveness, value-added planning, construction friendly design and procurement, and logistical support.

Program Focus

Productivity Improvement Program is specifically targeted for company staff who are directly involved in the planning and execution efforts and also exert influence on the performance of:

- ▶ Capital and Grassroot Projects
- ▶ Revamp and Expansion Projects
- ▶ Plant Shutdowns, Turnarounds and Outages
- ▶ Routine Maintenance

Multi-Functional Improvement

Instead of merely focusing on field labor productivity, the workshops will help to develop productivity improvement initiatives for the following management, services and execution functions:

- ▶ Field Craft Labor
- ▶ Management Staff
- ▶ Engineering / Design
- ▶ Material Vendors and Suppliers
- ▶ Support Services e.g. Inspection, Planning
- ▶ Field Support, Supervision and Services
- ▶ Operations and Technical Support
- ▶ Construction Equipment Utilization
- ▶ Management and Progress Meetings

In spite of the recognition that productivity improvement can significantly contribute to higher bottom-line profits, most companies have not capitalized on this valuable opportunity.

**\$1,000,000 MINIMUM SAVINGS
OR YOUR MONEY BACK**

PROJECT ASSURANCE
CONSULTING AND TRAINING

Leading the Way to
World-Class Projects and Turnarounds



Program Features

Value Added Features

The **Productivity Improvement Program** provides the following special value-added features:

- ▶ **Accelerated Knowledge Transfer** - Program is structured to turn your productivity-novice staff into smart managers and supervisors with valuable knowledge about all aspects of productivity.
- ▶ **Multi-Functional Productivity Focus** - Instead of merely focusing on field labor productivity, the program addresses opportunities for productivity gains for all other management functions and support services e.g. inspection, engineering / design, procurement, planning, etc.
- ▶ **Cost-Effective Learning** - This consultative knowledge workshop is a cost-effective approach to learn productivity from a wide range of experts and practitioners. The program fee is nominal as compared to the enormous costs of on-the-job learning or accepting the status quo and continually suffering from poor productivity.
- ▶ **Expert Panel and Presenters** - We have assembled a panel of experts and presenters who are recognized authorities in the field and have hands-on experience in implementing solutions for execution excellence.
- ▶ **No-Risk Performance Guarantee** - We will refund the fee if the knowledge gained and innovative solutions developed in the program do not save your company a minimum of \$1,000,000 in less than a year.

Participating Industries

For highest effectiveness, participation in the Productivity Improvement Program is limited for companies with similar productivity challenges and experiences. The participation is ideal for company executives and managers associated with the following industries:

- ▶ Petroleum Refineries
- ▶ Petrochemical and Chemical Companies
- ▶ Power Plants and Utilities
- ▶ Fertilizer Plants
- ▶ Engineering and Construction Companies
- ▶ Construction and Maintenance Contractors

The Productivity Improvement Program fee is nominal as compared to the enormous costs of on-the-job learning or accepting the status quo and continually suffering from poor productivity.

“The significant problems we face cannot be solved at the same level of thinking we were at when we created them.”

— Albert Einstein



Maximizing Profits Through Knowledge & Productivity



Presentation Topics and Agenda

Key Presentation Topics

Presentation topics and workshops have been carefully selected to create a thorough understanding of the subject matter and broaden participants' thought processes in developing practical solutions for productivity improvement.

Day 1 - Program Agenda

On the first day emphasis will be to fully understand the productivity function by discussing chronic roadblocks, measurement techniques and forecasting tools.

- ▶ Program Kick-off and Framework
- ▶ Understanding Productivity Fundamentals
- ▶ Poor productivity - Roadblocks and Causes
- ▶ Craft Perspectives and Working Conditions
- ▶ Productivity Factors and Baseline Estimates
- ▶ Productivity Tracking and Measurement Tools
- ▶ Productivity Analysis and Corrective Actions
- ▶ Software to Measure Productivity

Day 2 - Program Agenda

On the second day, we will find solutions to eliminate productivity roadblocks and identify other management functions ripe for productivity gains.

- ▶ Industries with Higher Productivity
- ▶ Impact of Over Staffing on Productivity
- ▶ Matching Qualifications to Work Requirements
- ▶ Value-Added Planning and Controls
- ▶ Buy-in and Implementing Execution Plans
- ▶ Engineering / Home Office Productivity
- ▶ Support Services Productivity
- ▶ Field Construction Productivity

Day 3 - Program Agenda

On the third day, program emphasis will be to identify innovative strategies and management initiatives to dramatically improve productivity.

- ▶ Raising the Productivity Bar and Standards
- ▶ Balancing Safety and Execution Efficiencies
- ▶ Constructability and Value Engineering
- ▶ Six Sigma and Productivity Improvement
- ▶ Contracting Strategies for Higher Productivity
- ▶ Logistics Planning and Optimization
- ▶ Incentive Contracting and Productivity
- ▶ Strategies for Productivity Improvement

Day 4 - Program Agenda

On the fourth day, participants will develop company-specific plans and strategies for productivity improvement.

- ▶ Solutions and Strategies for Productivity Gains
- ▶ Management Effectiveness and Productivity
- ▶ Breakthrough Ideas for Productivity Gains
- ▶ Company-specific Productivity Plans
- ▶ Implementation Plans and Strategies

Day 5 - Program Agenda

Last day will be devoted to develop implementation strategies for company-specific productivity plans.

- ▶ Review of Company Plans
- ▶ Ensure Buy-in by Company Management
- ▶ Strategies for Accelerated Implementation
- ▶ Performance Measurement and Feed-back
- ▶ Discussion of Open Items
- ▶ Program Conclusion

“If you have the knowledge, let others light their candles with it.”
— Aldous Huxley



**\$1,000,000 MINIMUM SAVINGS
OR YOUR MONEY BACK**

PROJECT ASSURANCE
CONSULTING AND TRAINING

Leading the Way to
World-Class Projects and Turnarounds



Experts Panel and Facilitators

Presenters and Experts Panel

A wide spectrum of subject experts and practitioners will share their knowledge and experiences to meet the productivity challenge. Participants will also have the unique opportunity to learn and discuss various aspects of productivity with representatives from the following institutions:

- ▶ Project Assurance
- ▶ APQC - Consulting Group
- ▶ Murphy Management Innovations
- ▶ Construction Industry Institute
- ▶ Productivity Experts and Consultants
- ▶ Construction and Maintenance Contractors
- ▶ Contracting and Negotiation Experts
- ▶ Engineering and Design Companies
- ▶ Field Craft and Labor Representatives
- ▶ Owner and Operating Companies Staff
- ▶ Project Management Software Companies
- ▶ Industries with Higher Productivity Records

Program Facilitators

Mr. Bobby Singh is founder and President of **Project Assurance, Inc.**, an international company, specializing in managing capital projects and turnarounds in the process, refining, chemical, oil and energy industries.



Mr. Singh has over thirty years of experience in designing management solutions and establishing controls for optimum utilization of resources and efficient execution of projects and turnarounds. He has extensive experience in contract management, program reviews, project trouble-shooting, and in organizational improvement with companies like ExxonMobil, Dow Chemicals, Saudi Aramco, Lyondell-Citgo, Mosaic, Valero Refining, Suncor Energy, PDVSA, S.A., etc.

Mr. Singh conducts training programs in all facets of capital project, plant turnaround and contract management. Mr. Singh is author the book **World-Class Turnaround Management**. He holds Masters Degree in Industrial Engineering from Texas Tech University.

Thomas M. Puffer is the APQC - Consulting Group's President and CEO. He has over 25 years of extensive experience in industry and management consulting. Tom started his career with the Gulf Oil Corporation serving as a systems developer in the computing department and then as a senior analyst in the International Exploration and Production Department.



Mr. Puffer has been a "Big 6" partner with the firms of KPMG Peat Marwick and Coopers & Lybrand. Tom has a BBA degree in economics and has completed graduate work in accounting and management information systems. He completed the KPMG Partner Development Program at Stanford University.

He is a Certified Public Accountant and a Certified Systems Professional. He has served on the Advisory Board for the State of Texas Department of Information Resources and as Finance Chairman for a national technology conference.

Dr. Paul Murphy is President of **Murphy Management Innovations** and has experience implementing quality improvement in the Department of Defense, industry and government. He has provided support to organizations' Strategic Goal Setting, Assessment, Implementation Planning, Process Improvement and Internal Team Skills Development.



Dr. Murphy was co-founder of the APQC Consulting Group an industry leader in the Productivity and Quality Management Consulting. He served as a White House Special Assistant to the Director, Office of Management and Budget. He is recipient of Air Force's highest award for contributions to Professional Military Education.

Dr. Murphy is the author of the book **Focused Quality, Managing for Results**. He holds B.S. in Engineering from U.S. Naval Academy, M.B.A. from University of Missouri and Ph.D. in Business Administration from Syracuse University.





Program Deliverables and Benefits

Program Deliverables

Program participants will take back with them the following key deliverables that will help in the accelerated implementation of productivity tracking techniques and improvement solutions:

- ▶ Productivity Improvement Program Manual
- ▶ Productivity Measurement Techniques
- ▶ Best Productivity Processes and Practices
- ▶ Craft Considerations to Enhance Productivity
- ▶ Management Factors Influencing Productivity
- ▶ Factors Influencing Productivity Estimates
- ▶ Management Software to Track Productivity
- ▶ Productivity Tracking Templates
- ▶ Company-Specific Productivity Improvement Strategy and Plans

Brainstorming Workshops

Several brainstorming and consultative workshops are planned where participants can exchange ideas, get answers to their specific concerns and most importantly develop solutions to overcome chronic causes of poor productivity. Topics covered in the consultative workshops include:

- ▶ Productivity Benchmarks and Indices
- ▶ Productivity Factors and Baseline Estimates
- ▶ Contracting Incentives for Better Productivity
- ▶ Productivity Improvement of Support Services
- ▶ Balancing Safety and Higher Field Efficiency
- ▶ Design and Procurement Considerations
- ▶ Strategies to Dramatically Improve Productivity
- ▶ Accelerated Implementation of Plans

Program Benefits

Accelerated and systematic implementation of innovative strategies and solutions developed during the Productivity Improvement Program will result in following major benefits:

- ▶ Labor cost and staff reductions of 10-25% and shorter schedules, resulting in company's profit improvements by millions of dollars
- ▶ Creation of a high performance work environment where all participants including contractors are constantly striving for higher productivity and achieving pacesetter results
- ▶ Optimized use of resources resulting in significant reduction of field crafts, management staff, support services and logistics requirements
- ▶ Improve project progress tracking and forecasting to establish performance trends, update resource needs and project final costs
- ▶ Create a culture of innovation where participants continually seek and implement new techniques and management solutions that result in higher productivity and cost improvements.

Smart companies are achieving dramatic productivity gains and improving bottom line profits by implementing innovative approaches and optimizing resources



Participants, Fees and Guarantee

Recommended Participants

Companies can tremendously benefit by sending senior staff with the enforcement authority and who can ensure accelerated implementation of innovative productivity improvement solutions developed during this workshop. Recommended participants are:

- ▶ Plant Managers
- ▶ Corporate Capital Program Executives
- ▶ Corporate Manufacturing Executives
- ▶ Project Executives and Managers
- ▶ Project Engineering Managers
- ▶ Maintenance Directors and Managers
- ▶ Turnaround Managers and Field Coordinators
- ▶ Construction Managers and Superintendents
- ▶ Contracts and Procurement Managers
- ▶ Project Controls Managers
- ▶ Planners and Cost Engineers

Limited Attendance

To ensure accelerated learning and knowledge transfer, participation in the Productivity Improvement Program is limited to only first 25 companies and is by invitation only. Please call early to make your reservations in this no-risk high-return consultative workshop.

Program Fees

Fee for this cost-effective and high-return Productivity Improvement Program covers the following:

- ▶ Provide participating companies **Productivity Input Questionnaire** for capital projects, turnarounds and routine maintenance
- ▶ Consolidate questionnaire input in order to address participants' concerns and expectations
- ▶ Participation in the 5-days Productivity Improvement Program in Houston, Texas
- ▶ Presentation by productivity experts and practitioners from leading institutions, think tanks and industry organizations
- ▶ Development of company-specific Productivity Improvement Strategy and Plans.

Program Fees

Program Participation Fee	\$7,500
Company's Second Location	\$5,000
Second Participant - Same Location	\$2,500

This fee includes all course materials and other associated program expenses.

“If you think education is expensive, try ignorance.”

— Benjamin Disraeli



To Register or for Additional Information,
Please Call Bobby Singh at 281-496-0100

\$1,000,000 Minimum Savings Guarantee

If the knowledge gained and innovative solutions developed from this breakthrough Productivity Improvement Program do not save your company a minimum of \$1,000,000 in less than a year, then we will refund the program fees.

This is an unconditional and no-questions asked guarantee from Project Assurance.



Maximizing Profits Through Knowledge & Productivity