

Agile Lean Business Solutions (ALBS)

Introduction

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Our Background & Experience

ALBS is a team of professionals with more than a decade of experience in associating ourselves as catalysts with organizations with a view to facilitate their team members to start using Lean Thinking as a means to awaken their dormant strengths to meet ever increasing market challenges. As a matter of this catalytic approach the organizations learn to implement Japanese Lean production techniques such as 5S (Safety Included) / JIT / SMED / KANBAN / TPM / TPS etc. The extensive experience of each member of our team has been in a variety of High Volume and Low Volume Electrical, Electronics, Engineering, Automotive, Telecommunication, Machine Building, Continuous Process and many other Industries where Lean / Kaizen application has led to the [business bottom-line benefits](#) and [improved service to customers](#).

Our consulting philosophy and approach is, two prongs:

- a. Bottom-Up: “*GO & SEE at the work place (Genchi Genbutsu)*” combined with “[Hands-on-implementation](#)” philosophy to induct lean among all front-liners
- b. Top-Down: Simultaneously to Bottom-Up we apply “[Thinking-with-hands](#)” approach, to introduce Lean among rest of the organisation.

In both the situations we get things done by heading straight to the shop-floor, dirtying our hand along with all the team members and thereby setting an example.

We have a background of associating with well-known corporations to assist them in implementation of Lean / Kaizen / Lean Sigma. We are constantly on call by organizations and many professional event organizers to [conduct in-house workshops on Lean Manufacturing, 5S, TQM, SMED and TPM](#) and conduct public training programs.

How ALBS Can Support you?

1. ALBS through their unique catalytic approach can help you develop
 - a. Self Managed Teams (thru’ [Total Employee Involvement](#)) at your work place.
 - b. Self motivated employees at all levels having a deep urge to identify and remove waste from day to day shop-floor activities
 - c. Deep rooted culture of [Continuous Improvements](#) (Implemented [Kaizens](#)).

This approach is expected to create Lean Thinking individuals at all levels of organizations which then ensures that Lean implementation in the organization is [sustainable](#), even after hand-holding of teams by ALBS has stopped.

2. ALBS can act as a catalyst in creating an in-house culture and capability at all levels to solve problems internally rather than depending on external agencies – In today's business situation the [difference in a “GOOD” & “BETTER” organization](#) is the [SPEED](#) at which solutions to problems are implemented. This also determines your “[Business Velocity & Customer Service](#)”.
3. ALBS may help you identify the skill gaps and create a training programme to enable you face the challenges of employee absenteeism during difficult times ([Multi-skill](#))
4. ALBS will work with your teams in [reducing the long set-up times](#) for the bottleneck machines – This will help increase your Business capacity forever in future and almost at no-cost.

5. ALBS can look at **product in-house quality** issues and help develop processes so that organization is always getting the first time right quality. All improvements in this direction add value directly to the Business Bottom Line (**TQC**)
6. With the help of ALBS your team members will learn to identify and **prevent the machine break downs** among crucial machines. This, therefore, will improve machine utilization of such crucial machines (**TPM**)
7. ALBS will make aware supervisors at shop floor to learn “**How to finish more number of pieces per hour**” without asking for more machines and more helpers. This may also help you increasing your business capacity. This is done by introduction of **Lean concept of Cell Manufacturing, Single piece flow, PULL Production, Standard WIP** etc.
8. In case if you are concerned about your **inventory carrying costs** and **inventory turns** ALBS can work with your team to implement any or all the following Lean concepts:
 - a. Raw Material **Kanban** or **JIT** supplies combined with **PULL procurement** and **Vendor partnership**,
 - b. Finished Goods Kanban to improve product availability with a view to reduce customer order fulfillment time delay,
 - c. Consumable Kanban combined with **Vendor Managed Inventory (VMI)** to eliminate production stoppages on account of simple consumables.

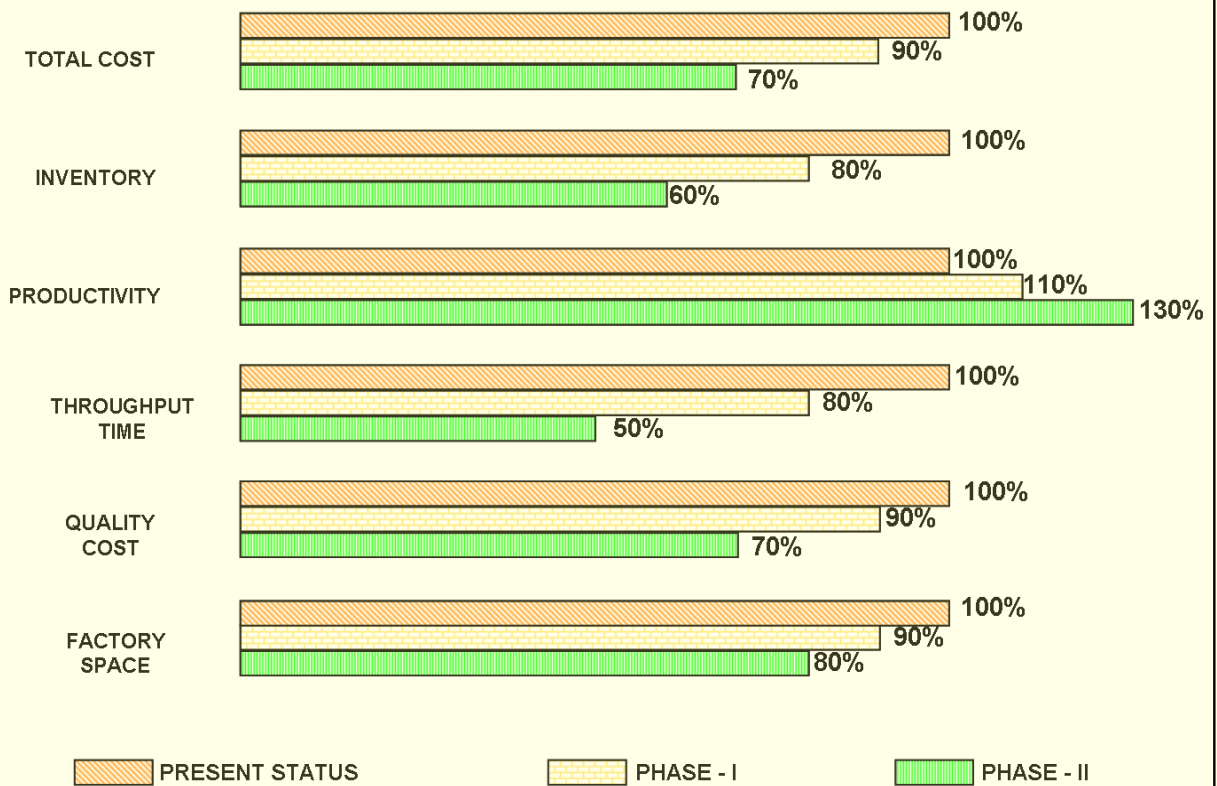
This will help you **reducing bank loans** in terms of Working Capital by increasing Business Turns.

9. ALBS can even help you to take up re-designing of your products / tooling in a manner that manufacturing of the products **take less time to manufacture** without affecting the quality & performance of the same. This will facilitate your ability to serve a customer at a faster pace. Lean name for this is **Design for Manufacturing (DFMA)**
10. In order to achieve all the above it often helps to study and map the current state of the business (**Value Stream Mapping**) with in-depth identification of the hidden waste (from the point of view of customer) in the system and wherefrom emerges a Future State (Vision State) which then becomes a systemic approach to implement lean in a very deep rooted manner. For the organizations who wish to take a deeper plunge in benefits from Lean usually take help from ALBS in taking up this systemic approach.

To conveniently unearth the above and much more hidden treasure in your business - the usual recommended starting point is by helping your staff and employees to understand some basics through simple house-keeping (5S) and attitude building (TEI) activities and exercises with a view to begin seeing the

“HIDDEN TREASURE IN BUSINESS” AND SERVE AS A FOUNDATION FOR DEEPER LEAN IMPLEMENTATION

Your Benefits thru' ALBS



Why ALBS as Consultants?

“Rich experience of the consultant creates an opportunity to critically examine in my organization whatever appears ‘Normal way of life to me and my colleagues.’

“A consultant may risk his engagement with us to identify and highlight gaps and weaknesses in my organization without any fear of being reprimanded.

*“My consultant can help **enforce the discipline I need and thereby** keep me alert on many business aspects. In addition he can make me **search for new ways to improve my real effectiveness** as a leader / manager.*

“A consultant can be my Coach, Sounding Board, Mentor and a Good Friend.”

Bio-data: Abhaya Sangal

Working as a Lean Consultant at Bangalore for last more than eleven (11) years I have acquired total hands on experience in implementation of all aspects of Lean and contributing to improve the Business Results of many organizations such as:

- Aster Teleservices, Hyderabad
- Aster Teleservices, Raipur
- Bharath Magnetics, Bangalore
- DISA India Limited, Tumkur, Hosakote
- Harsha Engineering, Veerasandra
- Ingersoll Rand, Ahmedabad
- Ingersoll Rand, Sahibabad
- Kennametal, Bangalore
- Linea Fashions, Chennai
- MTAR, Hyderabad
- Motor Industries Company – MICO, Audgodi, Bangalore
- Motor Industries Company – MICO, Nagnathpura, Bangalore
- Integrated Electric, Bangalore
- Sahney Commutators, Bangalore,
- Saint Gobain – Grindwell Norton Limited, Bangalore
- Saint Gobain –Vetrotex India Limited, Hyderabad (Now a part of Owens Corning)
- Solectron, Bangalore and
- Solectron, Malaysia
- Stumpp, Schule, and Somappa, Bangalore, Ananatpur and Gurgaon,
- Titan Jewelry Div at Hosur
- Tyco Electronics, Bangalore
- Sobha Developers Limited, Bangalore
- Maruti (Trainings Bangalore, Kochi)

Some of the typical results achieved by Lean Implementation have been like:

- Improvement in House Keeping >25% (Based on 5S audit score) – Typical 5S, Machine 5S (Autonomous Maintenance), 3D Concepts, Visual management
- Space Released >20%, - Re-layouts, 5S, Kanban etc.
- Capacity/Sales improvements >50%, QCO/SMED & Machine 5S, Standardization,
- Lead Time Reduction by >50% - Cell Manufacturing & Pull Production, Load Leveling, Small Batch Production, Raw material Kanban,
- Inventory reduction >30% - Kanban for Raw Material & Finished Goods, Milk Van Run, Pull Procurement, Material Flow,
- Reduction in the distance moved for material up to 80% - Relocation of facilities across departments and joining by cell & Kanban (CONWIP)
- Waste Reduction – Value Stream Mapping & design,
- Inventory Control – Kanban & Pull Procurement
- Cost Reductions thru' Design for manufacturing and assembly (DFMA) also known as Value Analysis and Value Engineering (VA/VE)

Immediately prior to working as Lean Consultant I have been working as General Manager (Works) with EID Parry (I) Ltd at their Alwar, Rajasthan Plant. The other past experiences were in companies such as Larsen & Toubro Limited, Bombay; ITW Signode (I) Ltd, Hyderabad; Signode Kenya Limited, Nairobi; Munak Galva Sheets Limited, Delhi etc.

Presently I have a total experience of 34 years. This experience besides Lean Consulting covers the areas such as General Management, Industrial Engineering, Marketing, Production, Planning & Control, and Green Field & Brown Field Project Management etc.

By education I have done my M.Tech from IIT, Kharagpur in Industrial Engineering in 1977 and graduation from University of Roorkee (now IIT, Roorkee) in 1975.



Bio-data: S. Kannan

I am a specialist in specialization in 5S, TEI, TPM, and Machine 5S (AM), SMED, KANBAN, and Visual Factory. I gained this experience during last 11 years by working as a WCM / Lean / Kaizen practitioner in different industries.

I had the good fortune of learning the deeper meaning of WCM / Lean / Kaizen by closely associating and “hands-on” working, shoulder to shoulder, with large community of true practitioners of Lean / WCM / Kaizen. All my learning is heuristic and therefore I have learned to ‘think with his hands’ besides mind. I am sure you will not miss to experience my passion for Lean, once you witness it.

I am a Graduate from St. Joseph’s College, and have imbibed from my Lean Gurus the consulting philosophy, “HANDS THAT HELP ARE HOLIER THAN LIPS THAT ADVISE”. I practice this philosophy by using bottom-up approach, heading straight to the shop - floor and getting things done by setting an example.

I have improvised the first of its kind in the world, highly practical, fulfilled, “JIT-GAME” (Lean Simulations). I also help organizations in developing a Kaizen culture through a unique program in Total Employee Involvement (TEI). To implement this I works with ease at all levels in an organization, right from the unskilled level to the Board level. I am frequently invited by other organizations / Institutes to conduct TEI Workshops.

Following are some of the organizations I have been associated during last 10 years:

Aster Teleservices, Raipur & Hyderabad
Bharath Magnatics, Bangalore
Centum Electronics (Solectron), Bangalore
Centum Industries, Bangalore
DISA India Limited, Tumkur and
DISA India Limited, Hosakote
Gokaldas Exports, Bangalore
Harsha Engineering, Veerasandra
Kennametal India, Bangalore
Khimjee Hunsraj, Chennai
Lenia Fashions (MAS Holdings), Chennai
Magnatech, Bangalore
MTAR, Hyderabad
NTTF, Bangalore (client organizations)
Rishi Laser, Bangalore
Sahney Commutators, Bangalore
Saint Gobain – Grindwell Norton Limited, Bangalore
Saint Gobain – Vetrotex India Limited, Hyderabad (Now a part of Owens Corning)
SLD Audo Ltd (Sandhar Group), Bangalore
Tyco Electronics, Bangalore
Integrated Electric, Bangalore
Sobha Developers Limited, Bangalore
Sagar Rubber Products, Ahemdabad,
TOYOTA (Training thru' NTTF, Bangalore)

THANK YOU