

Operational Excellence as a Growth Strategy for Organisations

Invitation to a seminar

*19 May 2011
in Prague*

*20 May 2011
in Brno*



We are delighted to invite you to a discussion-based seminar focused on the operational effectiveness of companies. The aim of this seminar is to facilitate a meeting between representatives of key manufacturing companies, PwC experts and representatives of companies that are successfully managing their operational effectiveness at the moment.

This seminar is intended for CEOs and CFOs of manufacturing companies. We will gladly welcome other members of top management from these companies, for whom the topic of this seminar is relevant (production manager, operations manager, sales manager, etc.)

The seminar is **free of charge**. Translation to english will be ensured, if required.



Dates and venues:

Prague

- Thursday, 19 May 2011,
3:00 p.m. – 6:30 p.m.
- Premises of PwC Czech Republic
Kateřinská 40, 120 00 Prague 2

Brno

- Friday, 20 May 2011
9:00 a.m. – 12:30 p.m.
- Premises of PwC Czech Republic,
Náměstí Svobody 91/20,
602 00 Brno

How to sign up?

Please, register online at the website:

www.pwc.cz/opexseminar

or RSVP to:

**Anna Trachtová,
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Agenda

1. Strategic importance of improving the operational effectiveness for the company's future

Jaromír Schmid, CEO of PRAKAB PRAŽSKÁ KABELOVNA, s.r.o
Tom McDaniel, Director, PwC Slovakia

“Relentless international competition pushes our company to continuously improve. Operational excellence activities enable us to provide better services to our clients and to react quickly and flexibly to their needs while using fewer resources. These measures had almost immediate effect on financial performance both on the cost and the revenue side.”

2. Case study of Lean Six Sigma implementation

Jaromír Kulhánek, Project manager in PRAKAB PRAŽSKÁ KABELOVNA, s.r.o
Roman Bauer, Manager, PwC Czech Republic

“The implementation of Lean Six Sigma methodology has presented unforeseen opportunities for our company. We can manufacture our products on the first try without an unnecessary waste of time and material thanks to the creation of our own production system based on the pull principle, using visual management, Kanban, 5S, total productive maintenance, single-minute exchange of instruments as well as world-class best-practice methods in sales and logistics.”

3. Continuous improvement of operational effectiveness using the TRACC tool

Marcin Mikiewicz, Director, PwC Poland

“The TRACC continuous improvement system helps companies implement world-class best-practice methods of operational excellence; emphasising the importance of making the change sustainable in the long term. It is a robust and integrated tool representing a way to get on par with the world class companies. The success of the many global companies that have been using this tool for almost 20 years is our evidence.”

4. Sales force effectiveness

Marian Bartoš, PwC Czech republic

“PwC approaches operational excellence projects with the company as a whole in mind, which leads to tearing down imaginary “walls” between the sales department and production. The sales department is crucial for growth and the aim of operational effectiveness is to effectively relay customer requests into production processes. Per PwC's experience, the benefit of implementing world-class best-practice methods in sales departments is substantial.”

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