

# 3-Factory concept

manufacturing as a successful competitive advantage

**The uncontrollable, money consuming 'do-it-all' factory will have to be replaced with a clear, results focussed manufacturing process. If you want to compete with a profitable competitive manufacturing advantage, do contact the Dutch Company Doctors.**

## **Your strength**

Like all industrial companies, you have invested heavily in manufacturing facilities and processes. In order to be successful any company must be able to rely on its manufacturing process absorbing financial and managerial attention.

## **Your doubts**

But, now and then, you may question the 'direct' return on investments (ROI). Especially nowadays - where manufacturing is influenced by ever-growing international competition and seems to be less and less lucrative. Outsourcing or investing in newer equipment might seem to be the solution. Joining the race of ever increasing high level technological development means investing in very specialised 'know-how' and corresponding expensive machinery. Commercially lucrative triumphs are highly dependant upon optimal manufacturing flexibility. In short, to stay successful you need to invest heavily in a lot of different aspects of your company.

## **Your consultant**

Of course, you have considered the improvement of your manufacturing. What if a wrong decision is being made? Sound and solid advice, given by an independent consultant with hands-on-experience will provide more certainty. A consultant experienced in shop floor practices and knows about of costs and gains. The Dutch Company Doctors are these allround consultants.

## **Your certainty**

Dutch Company Doctors are self-employed and independent. With our consultancy activities we mainly focus on industrial companies and their suppliers. Based on our knowledge and expertise,

we developed a vision, a method of how to obtain the maximum out of a manufacturing process at minimal cost. Our concept delivers the proof.

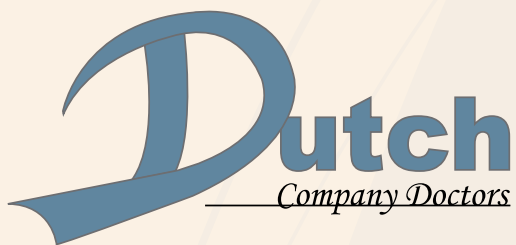
## **Our vision: 3-Factory concept**

The 'do-it-all' factory is outdated. For a healthy, future oriented business, the main issue of a company is to sustain core technology. Manufacturing that can be executed more efficiently and cost effectively elsewhere, should be outsourced. An entrepreneur should make choices, according to Dutch Company Doctors.

The starting point is that in-house manufacturing only delivers competitive gain when a clear and focussed manufacturing policy is selected, which is both internally and externally recognisable to all. Based on this starting point, we have identified the three most important manufacturing policies, translated into three factory concepts. Each factory stands for a 'department' with a recognisable unique character therefore deserving its own place within your organisation.

### **• Core technology factory**

This factory fully focuses on ever varying demands and wishes of your customers combined with engineering & development. Focussed on technology management and development (engineer-to-order), this factory is fully equipped for product innovation. After all, product and technology development go hand-in-hand with development of manufacturing technology. Manufacturing within the core technology factory sets itself apart from the competition by constant (re-) development of, and control over, new manufacturing technologies.



- **High-speed factory**

The strength of this factory is flexibility and optimal delivery times. Not just for external customers but also for internal customers. Your customers are willing to pay for this. This factory is known for fast and adequate handling of rush orders and last minute change orders.

- **Low cost factory**

Manufacturing against lowest possible costs, this type of manufacturing will normally be outsourced to specialised sub-suppliers.

**From theory to practice: a detailed approach**

Of course, you should not treat this 3-Factory concept as the Holy Grail. Our 3-Factory concept should be seen as the basis for discussion and reflection. For a result driven approach, the concept should be applied in detail.

**Result driven approach**

Successful business means making strategic choices, also in manufacturing policies. The use of an independent and objective consultant with vision, know-how and a traceable working method builds trust. Our consultants have hands-on experience in various fields of business, and can assist you from A to Z. Our working method comprises four subsequent stages.

*Analyses*

Every company is in a different line of business, and manufactures different products. Based on the 3-Factory concept, we first identify the strategic starting point of your manufacturing policy. Trends in technology and end product improvement will be taken into account.

*(Re-)design*

A design is made for the future 'How to do' of your manufacturing process. The report gives you specific and detailed possibilities in manufacturing means and infrastructure, supported with organisational, technical and financial arguments.

*Evaluation*

Together with mandated management an action plan is drafted including amendments. Eventual costs of re-organising are budgeted.

*Implementation*

*Because of extensive* preparation our consultants can start the project in your company immediately knowing he is being supported by management and on the shop floor.

**Dutch Company Doctors**

Your partner in profit generating advice



**Dutch Company Doctors**

*Visitors:*  
Business centre "t Klooster"  
Eindstraat 46  
NL-5801 CR Venray

*Correspondence:*  
Sparveld 6  
NL-5809 BJ Leunen

**T** +31 (0)478 64 19 40  
**F** +31 (0)478 51 03 00  
**E** info@dutchcompanydoctors.com  
**W** www.dutchcompanydoctors.com