

Optimizing Organizational Resources through Value Analysis

CSVA 2011 Conference
Toronto, Ontario
Nov 14 -16, 2011

R. Terry Hays, CVS-Life, SAVE Fellow

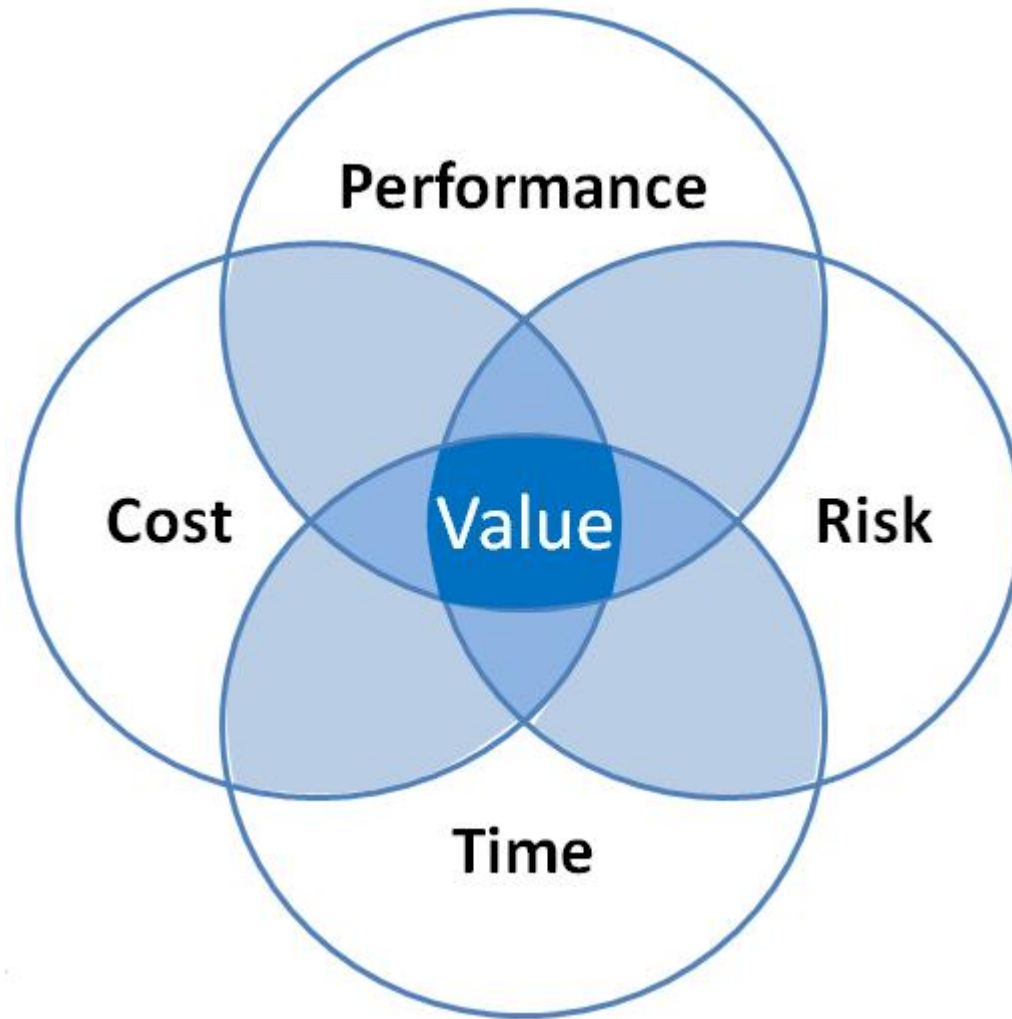
Topic Overview

- *This presentation will discuss the application of VM to Improve Business Processes*
 - *Total Value Improvement:
Balancing Cost, Time, Risk, Performance*
 - *Opportunities that exist in both public and private organizations to apply*
 - *The importance of FAST Diagrams*
 - *How the VM Approach for Business Processes varies from Product or Project studies*
 - *Strategic Plans for Organizational Improvement*
 - *Keys to Success*

Note: This PowerPoint is an outline of what will be presented. The presentation will expand each of these area and include numerous examples to support the information discussed.



Total Value Improvement



Opportunities for VM in Business Improvement Process

Public Sector

Private Sector

*Most business processes have
never been designed...*

.....they have evolved

Opportunities for VM in Business Improvement Process

- Unwanted activities or actions that 'cost' the organization
- Responding to changing conditions
- Optimizing organizational resources
- Strategic Planning – Business Improvement Planning

VM Approach for Process Studies

- Traditional VM Job Plan
- Details of Job Plan
- Added Activities in VM Process Studies
- Study Schedule for Process Studies
- Team Composition

Strategic Improvement

- VM Approach versus Business Process Reengineering
- Strategic Planning
- Organizational Improvement
- Strategic Business Improvement Process

Keys to Success

- VM Approach
 - Function Analysis – FAST
 - Job Plan
- Team
 - Primarily Internal
- Properly Designed Studies
 - No “cookie cutter” approach
 - Develop sufficient information to define current practice
- Develop implementation plan
 - Not just document the results of the study!

For Further Information

- **R. Terry Hays, CVS**
Chief Executive Officer
Value Management Strategies, Inc.
613 West Valley Parkway, Suite 240
Escondido, CA, 92025
phone: **760-741-5518**
www.vms-inc.com