

## THE ADVERSE IMPACT OF COVID-19 EPIDEMIC IN INDIA HAVE LEFT ENTREPRISES ACROSS INDUSTRIES DISTRESSING TO MAKE UP FOR LOST PRODUCTION....

News update in 4th week of March'20 indicates complete lock down across every Indian territory for 21 days means for any company, small or large, production timeline of March may delay until Mid of May or June. Unwelcomed production delays causes losses but aftermath impact to cover production delays has other fatalities: Quality, cost and customer digress! COVID-19 epidemic may lead to shut down of Indian SMEs or demand them to work with understaffed and overworked conditions. A panic to cover up for lost production is likely to cause a decline in quality, client digress and rising operating cost as SMEs use overtime and other methods to drive output.

One of Pursullence US based partners shared an anxiety, "To add to the difficulty, travelling to or within India is restricted by Government of India. Many companies from Europe and North America have heavily halted travel of their officials to Asian countries like India, China, and South Korea etc. Under these circumstances, these companies are worried and asking how can they receive their products or supplies quickly from their Asian suppliers?"

### **'Production Acceleration Consultancy and Execution' (PACE) Program**

With COVID-19 showing no signs of slowing down anytime soon; Pursullence's subsidiary, Granullence Technologies, has decided to expand our services to provide production acceleration support to SMEs at affordable charges. GRANULLENCE will work with SMEs to help ensure our client's production line is on schedule and also their suppliers'. The goal is to get the products to market on schedule without compromising on quality and without piling up unwarranted costs. Our software technology based PACE program will help you achieve quick improvements, enabling your production services to be resumed back to earlier 'Business As Usual'.

**9 Weeks 'PACE' Program** is software driven Production Acceleration Consultancy and Execution program based on powerful LEAN concept of Value Stream Mapping. PACE covers following stages:

| PACE PROGRAM DETAILS            |  |   |                               |               |                |
|---------------------------------|--|---|-------------------------------|---------------|----------------|
| Phase                           | Phase Categorisation                     | Phase Description   | Sessions (1 hour per seating) | # of Seatings | Phase Duration |
| 1                               | End to End Process Scanning & Diagnosis  | <b>Step 1: (Week 1) Product Process Diagnostic</b> - Understanding end to end production process steps.<br><b>Step 2: (Week 1-2) Identification of Value Stream</b> - Assessing Production Influencers/ value add (VA) and Production Prohibitors (PP)/ non-value add (NVAs) tasks across end to end process steps.<br><b>Step 3: (Week 2) Prioritization And Mapping of Work Flow</b> - Prioritize & map end to end process steps with essential operational areas for probable Non Value Adds and actual Non Value Adds (NVAs).<br><b>Step 4: (Week 3) Software platform based 'Metric'ation of Production Prohibitors</b> - 'Metric'ation of critical Non Value Adds/ Production Prohibitors across essential areas and process steps. | 6                             | Twice A Week  | 3 Weeks        |
| 2                               | Strategizing and Execution               | <b>Step 5: (Week 4-10) Software platform based Monitoring and Controlling Production Prohibitors</b> - Tracking and reducing production prohibitors on regular basis, relative root causal analysis and solution tracking based on appropriate alert management.  | 12                            | Twice A Week  | 6 Weeks        |
| <b>3 Months Settling Period</b> |  |   |                               |               |                |
| 3                               | Process Standardisation & Sustainance- I | <b>Step 6: (Week 7) Regularization of Software based Production Acceleration system</b> - Based on minimized production prohibitors, new process work flow will be established and production accelerator plan along with PACE index will be hand over to SMEs for continuous improvement of production pace.   | 4                             | Twice A Week  | 2 Weeks        |
| <b>3 Months Settling Period</b> |  |   |                               |               |                |
| 4                               | Rebaseline- II                           | Review on further continual improvement opportunity across end to end process map.  | 3                             | Twice A Week  | 1 Week         |
| <b>Total Seatings</b>           |  |   | 25 seatings                   | Across        | 12 Weeks       |

**Terms:**  
 1. Software Subscription, post 9 weeks of first 2 phases, will need to be purchased separately to continue usage of the same.  
 2. Phase 3 & 4 are optional to customers and will not be charged separately for the same.

If you are uncertain of whether you should opt for PACE program, ask your operations heads, your suppliers what their current recovery and contingency plans are. Our experience, however, is that very few suppliers have a foolproof contingency plan, unfortunate though!

The situation with the coronavirus in India continues to deteriorate. As of the time of this writing, over 1.3 Billion people are under full lockdown. No one can predict when this precarious situation will fade. It could be within 3 months or could be more than that! Each day of production delays and poor quality is unacceptably expensive. GRANULLENCE's PACE program can facilitate production pace and bring it to 'Business As Usual'.

There is a very strong possibility that SMEs will be severely understaffed (down by almost over 50%) for next 3-4 months. Production Delays will cause not only production delays but also a costly drop in quality for short-staffed SMEs, since there will be fewer people to do more work in less time.

## **ADVANTAGE OF "PACE" PROGRAM:**

### **1. EFFICIENCY IMPROVEMENT:**

To lessen the peril of "Not On" schedules and understaffing, SMEs need to make "*non-compromizable*" efforts in driving efficiency improvements in factories. In this desperate times, drive for efficiency improvement will bring SMEs in an advantageous position. PACE Program will contribute in improving SME efficiencies, meet deadlines (which could cost business to other SMEs or countries), and dealing with complaints and losses due to delays excessive rework, scraps etc.

### **2. IMPLEMENT A SUSTAINABLE AND RIGOROUS PREVENTATIVE PRODUCTION SYSTEM:**

Indian SMEs often faces challenges in performing regular production maintenance, leading to downtime and defective products caused by frequent machines break downs. Under PACE program, not just preventative maintenance but Preventive production system improves overall quality and cost while unpredictable production system is extremely risky and costly.

### **3. STREAMLINE OPERATIONAL PROCESSES:**

Automating production process is costlier. Making your processes more efficient does necessarily require automation is simply a costlier myth! Hundreds of American, Japanese and Chinese SMEs have proven it otherwise! It is observed that many SMEs have poorly organized production lines that many operators are either doing unnecessary and unprofitable tasks i.e. Non value Adds (e.g. spending time waiting to do their job, physically carrying inventories, over processing WIP, multiple layers of approvals, extra productions due to extra available material etc.)

## CONCLUSION:

Global thumb rule is, cost of inefficiency in production companies is averages to 25-30% of total revenue and will be higher if proportion of skilled resources are as low as in India, 4.69%. Reshaping workflow and eliminating as many Production Prohibitors / Non-value-added tasks can pace up production process and save significant amount of production cost. It is not uncommon for GRANULLENCE to help our clients bring down production delays and costs 15-20% or more.

News update in 4<sup>th</sup> week of March 20 is, corona virus will cost more than USD 3.5 trillion globally in 2020. 80 million jobs only in US are either at high risk (27 million) to moderate risks (52 millions), i.e. half of 153 million jobs due to corona virus impact. It will hit small businesses particularly hard, it could take years for the economy to fully recover -- even after the coronavirus crisis is long over. **COVID-19 alerts us that from now revenues will be hard to earn for every company for next few years. Hence, every company must look inside to save because every penny saved is penny earned!** If not, Time is already passing faster for companies. Now or never again!!!

## PROGRAM FEE:

**45,000/- INR (Fourty Five Thousand India Rupees Only)**

### *Pricing Terms:*

- Any Govt. tax/GST shall be additional
- No advance payment is required, only registration is enough to start the program.
- 50% of the fee shall be paid before end of the 2<sup>nd</sup> week of the program while remaining 50% before end of the 6<sup>th</sup> week.

Want to know more about PACE program or wish to register for the same:

### Registration Link:

<https://docs.google.com/forms/d/e/1FAIpQLSf3PUkbgrpVbcTweE8trAi76xyEuJBTuOVrkFNsOzGUZ88bumA/viewform>

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