

MAXIMISING THE IMPACT OF FOREIGN DIRECT INVESTMENT: SUPPLIER DEVELOPMENT

Prague April 2008

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Economic Development in Ireland 1800 to 1960

- The absence of Industrial Development!**

The 60's!

First glimmer of Hope

Industrial Development Authority 1970

The 80's and first doubts!

- Fly - By – Nights**

- The Screwdriver Economy**

Total Cost Manufacturing

Linkage Programme

BENEFITS:

Reduction in:

- Stock
- Space
- Waste
- Rework
- Cycle Time

Increase in:

- Productivity
- Machine Utilisation

The Evolution to World Class Manufacturing

WCM PROCESS

DIAGNOSTIC: 10 – 15 DAYS

IMPLEMENTATION: 20 – 40 DAYS

The Results for WCM

The Migration of a Philosophy to Other Sectors

- **Proprietary Products**

- **Tesco and Food**

Post Industrial Economy!

What We Do Now

Enterprise Ireland's core mission is to work in partnership with its client companies to develop a sustainable competitive advantage leading to a significant increase in profitable sales, exports and employment. Supply Chain Management Best Practice is a proven, successful approach to achieving competitive advantage.

Supply Chain Management Programme

The Supply Chain Management programme is designed to provide the advice,* funding and support that you need to optimise performance from procurement and production through to distribution and customers changing needs.

Programme Content

This will cover all aspects of the supply chain process including production and operational issues. It will quantify for you the potential for improvement which exists in financial and commercial terms, and accordingly tailor a suitable programme for implementation and training so that the maximum benefits can be achieved effectively and efficiently. Project management/ training support will be available from a specialised consultant/trainer company.

Benefits

The programme will help to:

- Identify your operational performance gaps against best practice
- Provide a comprehensive approach to improving the Supply Chain/Operations
- Achieve targeted and tailored improvements measures.

Diagnostic Phase

Before a company can begin to improve its operational performance, it is essential to define and agree where change is required. This programme will commence with a diagnostic audit of current practice and performance. Key performance indicators will be established to achieve targeted productivity improvement measures. This audit is based on a set of generic guidelines modified to suit each client's situation.

Focus

- Productivity opportunities
- Operational performance
- Logistics capability
- Quality management systems
- Targets, objectives and customer requirements
- Changing market needs
- Partnerships/relationships
- Customs requirements
- The direction of the organisation.

Implementation

On completion of the diagnostic audit, the consultant/trainer will present a report. This will map out a suitable implementation programme for operational improvement to be qualified and realised and at a pace your business can afford. The consultant will facilitate the implementation process by providing technical and training support. On completion of the implementation phase, the consultant will present a report which will include a comparison of achievements with the stated objectives and recommendations for further action as required.

Cost/Funding

The cost of the programme to the company will depend on a number of factors, such as the size and stage of development. Grant assistance is available towards the cost of the specialist consultant/trainer fees. The salary of an in-company project manager and the cost of selected staff training.

Useful Contacts

www.enterprise-ireland.com

www.idaireland.com

Read: Difficulties of Just-in-Time Implementation Journal of Operations and Production Management 7:27-36 1991