

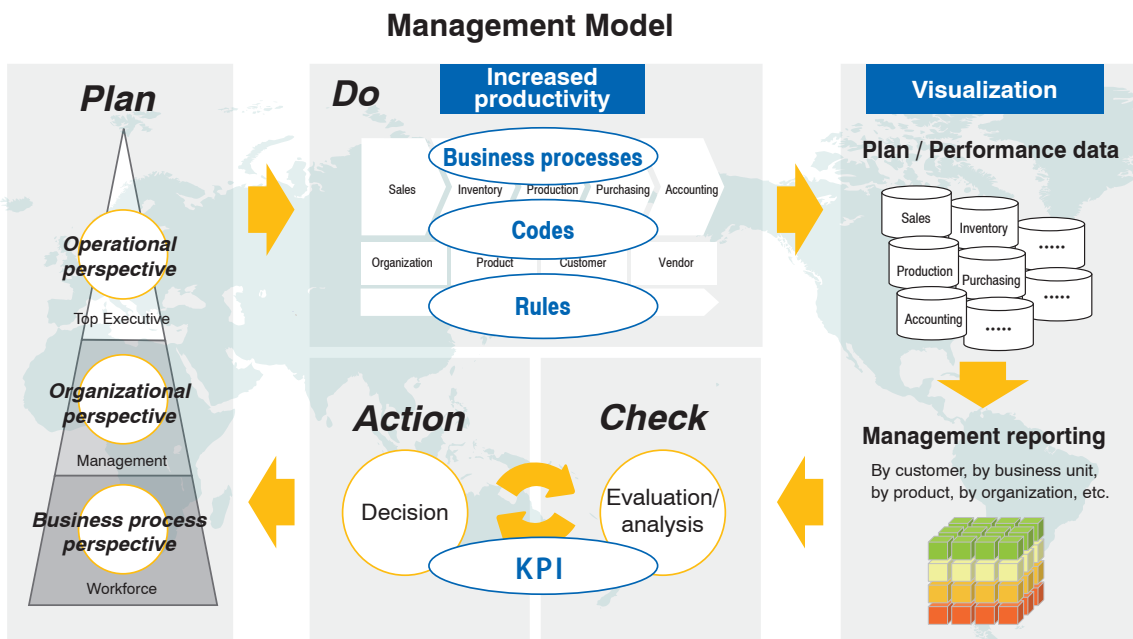
Support Service for Global Management Infrastructure Deployment

As more corporations have found global deployment essential in recent years, it is fair to say that progress in global standardization and PDCA cycles has become a decisive factor in management success or failure.

Based on our proven track record in supporting numerous global corporations, ABeam Consulting can lead your global management infrastructure deployment to success.

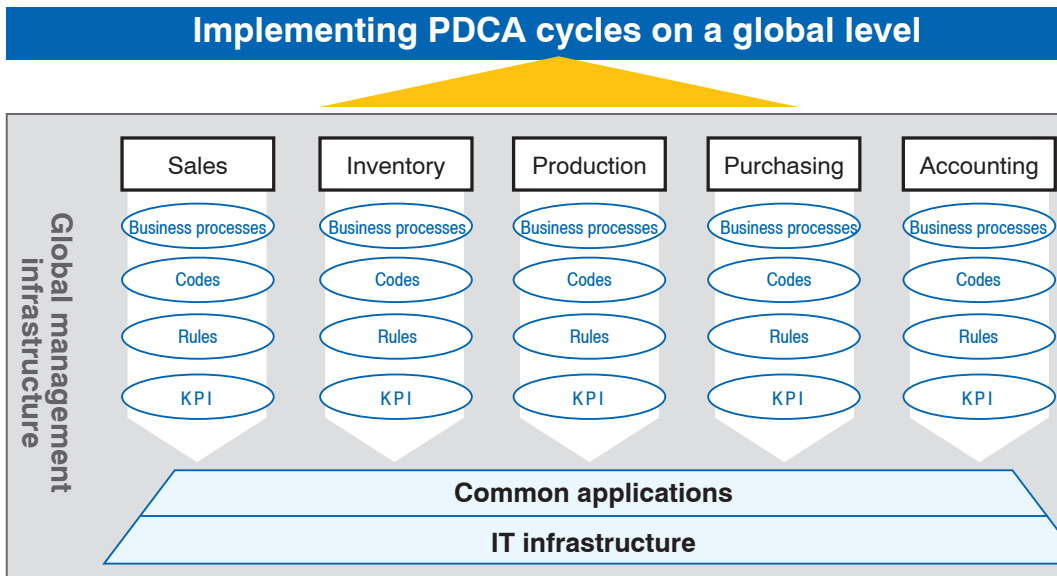
Improving Management on a Global Level

The greatest objective of global management infrastructure deployment is promotion of the PDCA cycle. This is because management transformation on a global level enables managers, from first-line up to executive, to make more accurate and timely management decisions.



Global Management Infrastructure

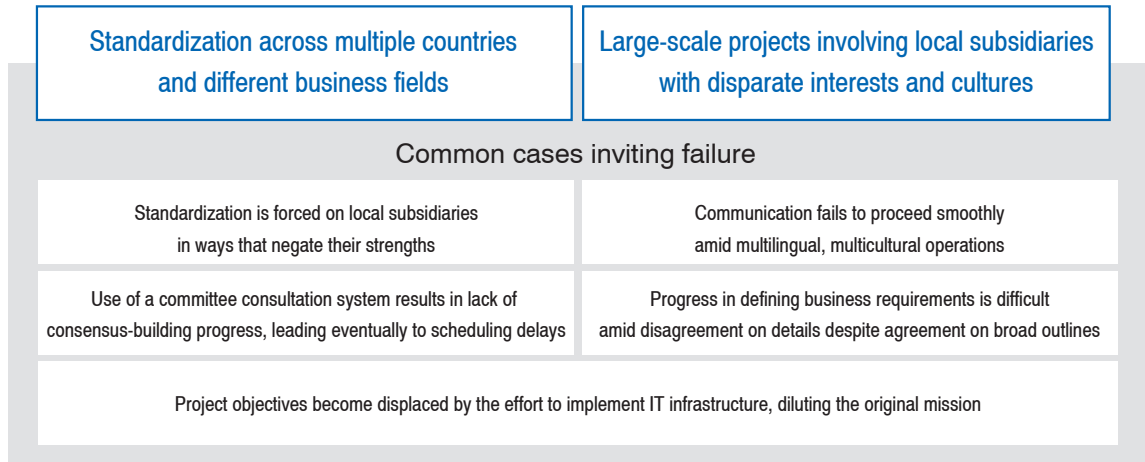
Achieving management transformation on a global level requires management infrastructure that includes business processes, codes, rules, KPI, etc., and the common applications and IT infrastructure to back them up. A lack of maintenance and integration of these elements invites trouble with PDCA cycles.



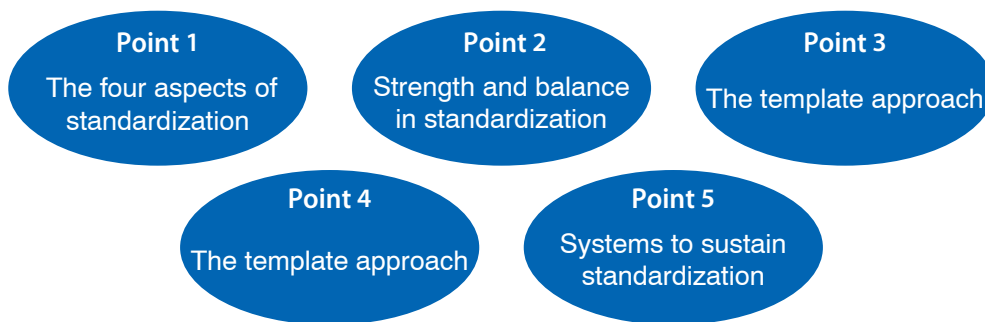
Key Points to Global Infrastructure

In moving forward with global management infrastructure, there are five key points that must be considered: the four aspects of standardization, strength and balance in standardization, the template approach, promotional efforts, and systems to sustain standardization.

Characteristics of a global management infrastructure deployment project

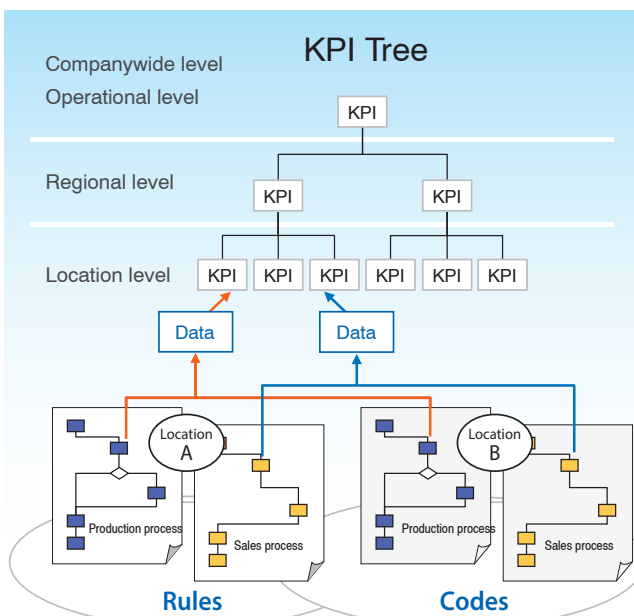


Key points in global infrastructure deployment



Point 1: The Four Aspects of Standardization

Although KPI standardization is essential to business process visibility, this depends on the accuracy of the data behind KPI, as well as standardization of business processes, codes and rules. It is crucial, therefore, to move ahead with standardization while bearing in mind the interconnectedness among these four elements.



- Business processes** **Specific procedural processes defined in detail in the form of rules**

Example -sales recording process: "A sale is recorded when the recipient's inspection acceptance certificate is registered in the system."
- Codes** **Systems for the differentiation and categorization of individual products and organizations**

Example -The same product has the same code worldwide
-The same customer has the same code worldwide
- Rules** **A defined approach to elements that must be unified globally**

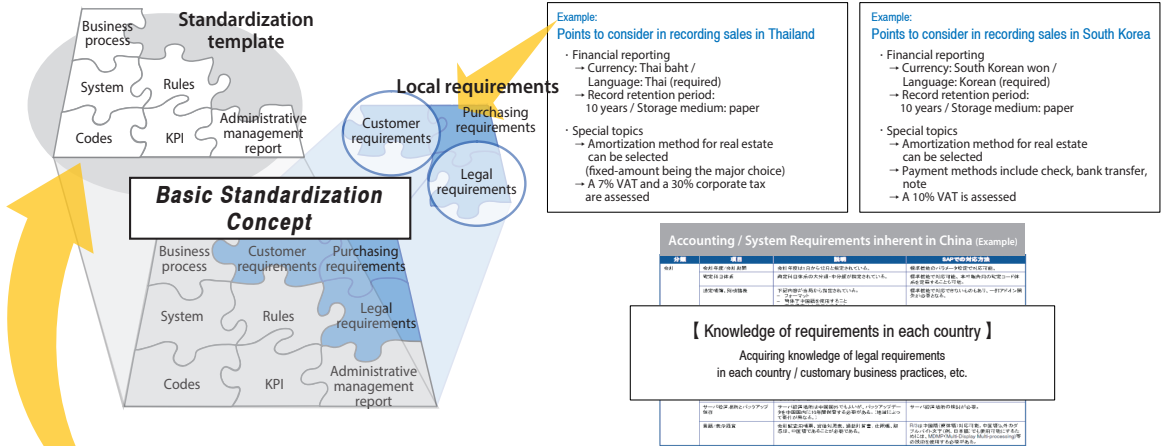
Example -Unified timing of sales recording
-Unified timing and degree of particularization in cost analysis
- KPI** **Crucial indexes to be managed by operation, by region, by location and companywide**

Example -Sales by product category
-Inventory turnover rate (raw materials, semi-finished & finished products)
-Productivity (labor productivity, plant & equipment productivity)
-Rate of compliance with directions

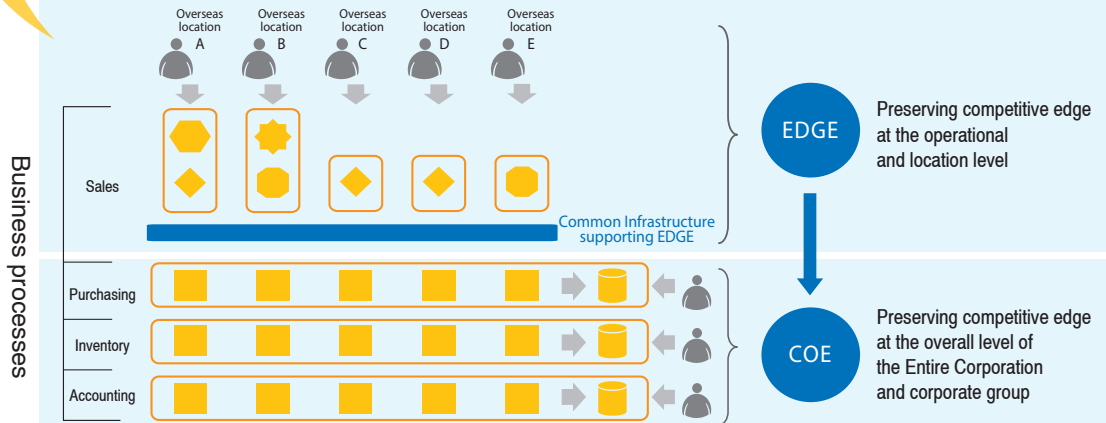
Point 2: Strength and Balance in Standardization

Excessive standardization poses the risk of diminishing competitive edge. And since legal requirements absolutely must be met, it is necessary to understand beforehand the requirements inherent in each country. Since no particular customer requirements are determined at this level, it is necessary to take sufficient care in isolating standardization efforts. Based on Center of Excellence (COE) and EDGE, basic conceptual frameworks for standardization, ABeam Consulting implements standardization while preserving competitiveness.

Requirements inherent in each country (laws, customs, etc.)



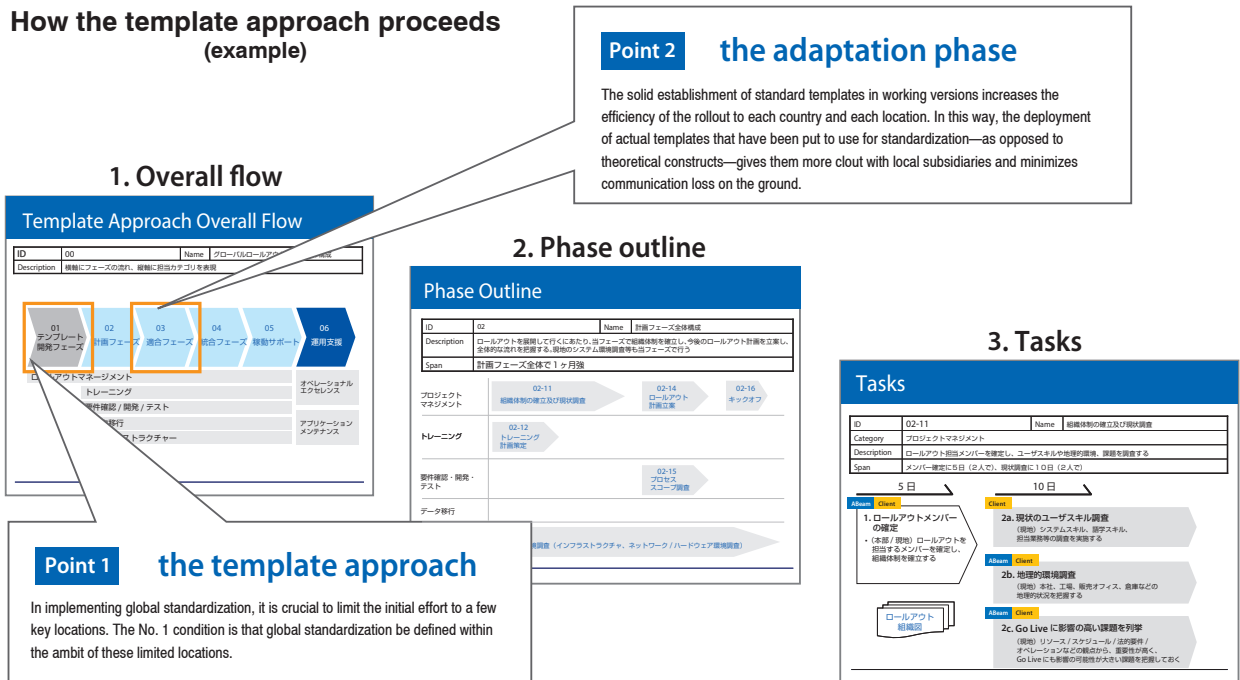
Basic COE & EDGE concepts



Point 3: The Template Approach

With a wide range of interested parties involved, in order to move forward with a project with high efficiency and quality, it is necessary to use the template approach in satisfying the requirements of standardization. And when selecting the companies for which templates are to be built, it is necessary to give due consideration to the choice.

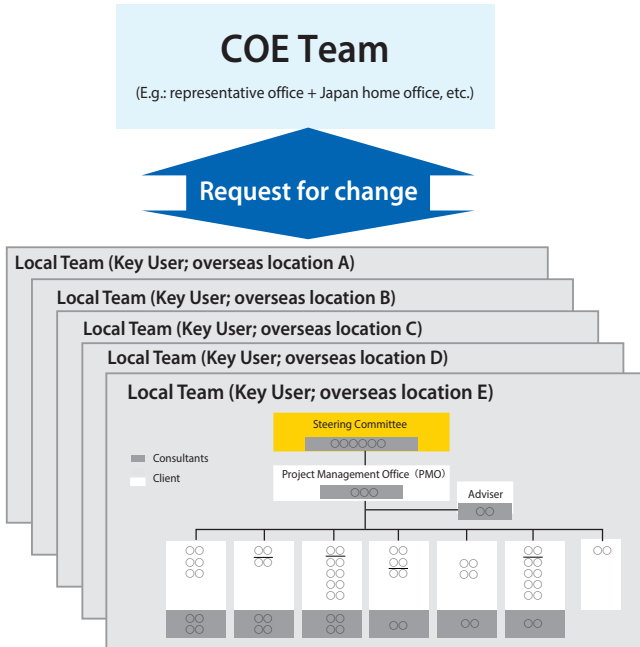
How the template approach proceeds (example)



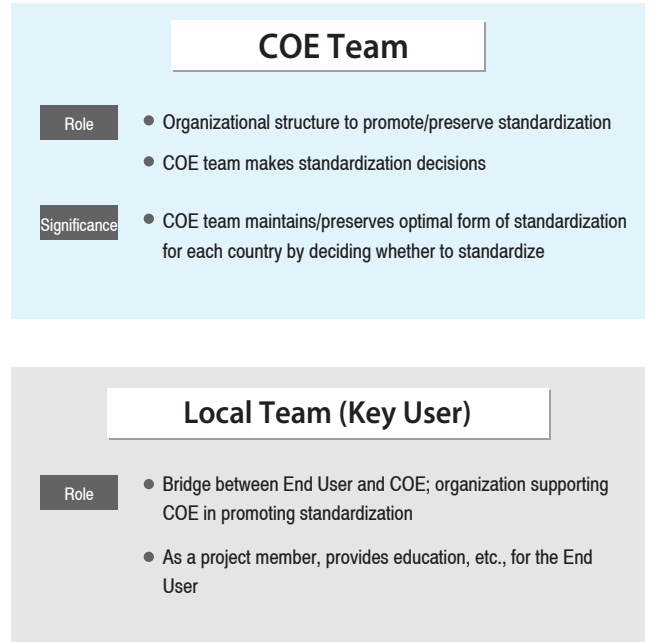
Point 4: Promotional Efforts

In a great many cases, the diversity of disparate interests involved in a project can work as a major obstacle to promoting its progress. Being able to eliminate such interests and build systems appropriate for the smooth promotion of standardization is the key to prompt implementation. It is essential for the COE Team, which promotes and preserves standardization, to work together with the Local Team (Key User), which functions as a bridge with the End User, in building a balanced system.

Example: How a project moves forward under standardization



Role and significance of each team



Point 5: Systems to sustain standardization

More than just implementation of systems for standardization of business processes, the ultimate objective of a project is the achievement of the transformative goals it undertakes. In order to accomplish this objective, we determine criteria for results evaluation and system use, monitor results and proficiency, and promote measures needed to achieve transformative goals through the PDCA cycle.

