

NEXUS



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CONSULTING SERVICE

“Helping organizations find that lever for change and improvement”

NEXUS provides a customized service and we specialize in a wide range of business productivity improvement initiatives.....

- **Business Excellence Visioning/Coaching to develop and succeed as a LEAN business.**
- **Business Productivity Improvement / Waste elimination Education and Implementation.**
- **Changing the Operating Practices for success, Coaching/Facilitation and Training.**
- **Balanced global sourcing, make/buy decision making, Joint Venture development.**
- **Project management of New Products/Process development/Technology Transfer.**
- **How to Re-think/Re-plan/Integrate the Operational journey both domestic and global.**



We provide Coaching education and facilitation services to support the above initiatives and will consult clients on how they may install their own process for change and improvement.

We can operate as a Management Team Member / Consultant / Educator / Facilitator / Coach / Change agent.

We have Diplomatic and decisive leadership and coaching skills with strong process establishment and enhancement capabilities.

We offer a range of customized services for clients that we can profile at an initial interview.

Please Contact us...

- ✓ If you wish to learn more about our approach and services
- ✓ If you wish us to send you a full set of the NEXUS positional papers.
- ✓ You require information on where to obtain the text book **CYCLE TIME MANAGEMENT**
- ✓ If you would like a Self Assessment tool that will allow you to develop your own improvement profile
- ✓ If you want the NEXUS team to conduct a Business Assessment of your business and together with your own people establish the opportunities and the prescription for change and improvement in the business.

Visit our website for further information or call our office for further assistance.

ABOUT NEXUS CONSULTING SERVICES.....

NEXUS CONSULTING SERVICE is an organization formed by Nigel Southway who is the author of a text book on change and improvement and is dedicated to providing support to the clients Quest to improve their organizations through the use of the people within the organization, but are looking for external support to “find that lever for change and improvement”

We assist with mobilizing your organization for survival then success.... and help you get it done!!!...

We can deploy a wide range of productivity improvement initiatives/processes/tools to support your QUEST for Business Improvement and excellence.



Nigel Southway C.ENG BIM Author : CYCLE TIME MANAGMENT ...Fast Track To Productivity Improvement

Nigel has consulted and provided internal support to numerous firms in Canada and the USA: : J.M. Schneider Inc., Procter and Gamble, Morton Metalcraft, Inter-City Products, ECCO, A O Smith, Thompson Pipe & Steel. Ever-Ready Batteries, Grote Industries, NBS, Royal Canadian Mint, Tectrol, BFL, Inland Steel, British Airways, BTR, Baxter, Ciba corning, Citibank, Fabco, Royal Ford, GE MARCONI, NOMA and Tiercon Industries to name only a few.

Nigel has an Energetic Personality with powerful Interpersonal, Communication and Conceptual Planning skills, with a reputation for assertive and objectives orientated leadership, with a people orientated management style. He has a Proven track record as a Consultant, Advisor, and Educator. Facilitator, Coach, Change Agent, team coordinator and Project Manager. As well as a broad range of positions In Industry as a manager and business leader.

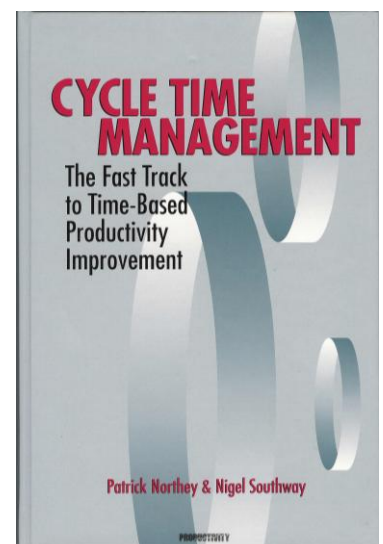
Nigel has spent a great deal of his business career either in industry as a technical operating manager or as a practitioner of productivity and continuous improvement, and he has been an "architect" of change for several major manufacturing companies.

For more than 30 years he has held engineering and management positions in Industry and managed organizational change and improvement. His background includes aerospace, communication satellite technology, computers, communications electronics, metal fabrication, plastics, Printed Circuit board fabrication, power systems manufacturing. Electronics assembly and Plant reorganization and relocation. He has in-depth experience in TQM, MRP II, DFM, NPI, JIT and Cycle Time improvement.

Nigel holds British degrees in both Engineering and Management Science, and he has a Masters Degree in Management studies from Bath University. He has been involved as a manager or consultant to a variety of industries ...Automotive, Avionics, High -tech. Electronics Environment, food and pharmaceuticals, consumer products and appliances as well as steel and mining and a variety of service industries.

In 1985 Nigel joined the Motorola Corporation to develop and implement an Evolution plan for the Canadian operations based on the concept of Total Business Cycle Time. He was the architect and facilitator of this integrated process for change and improvement. Subsequently, he joined CTM Inc., expanded his concepts and was instrumental in developing the structure and content of the CTM concept and the education materials.

In 1992 he co-authored the textbook **CYCLE TIME MANAGEMENT "the fast track to time based productivity improvement"** on the concept and implementation of Business Cycle Time reduction, which is one of the advanced thought-wares toward what later developed into the more commercial LEAN thinking concepts. Since that time he has written numerous articles on cycle time, LEAN thinking and continuous improvement, and he is a regular speaker at conferences and seminars. He continues



to develop and deliver Education workshops to business clients on Cycle Time improvement, LEAN implementation and related Business Improvement topics and consults worldwide on the subject of Business Improvement Initiatives and has developed a unique facilitation style that is effective in making change happen.

Nigel has a broad experience base and in depth knowledge of how to add value to the client in both engineering and management assignments across a wide range of industries including Aerospace/Automotive/Metal products/Consumer electronics/Plastic durables and many service related businesses..

We have recently developed a consulting process and style that works for ALL sizes of organizations across ALL types of business

We have completed a very intense full time assignment in Asia supporting clients in the transfer of products and technology between North America and Asia and facilitating Joint Ventures to expand business into the Asian marketplace..

We have extensive experience that can assist organizations Re-think/Re-plan/Integrate the manufacturing or Operational journey both domestic and global.

Accomplishments

- Authored the textbook "CYCLE TIME MANAGEMENT, The Fast Track to Productivity Improvement."
- Installed a process for organizational change and team based process improvements for many clients to achieve productivity savings in all parts and levels of the business.
- Installed New Product Introduction practices and procedures to achieve rapid prototyping, productivity improvements and successful time to market for many clients.
- Created and initiated manufacturing Evolution plans for many clients with emphasis on improving total business cycle time, inventory reduction, quality, and operating costs.
- Delivered education and facilitation services and developed a multitude of educational products associated with business improvement/lean manufacturing/Six Sigma. (Motorola black belt)
- General Manager/VP Operations support roles for a variety of organizations...accountable for customer contact and financial performance/Business improvements
- Director of Engineering roles in many organizations for new product development and launch, advanced technology projects and cost-estimate and control activities.
- Constructed Manufacturing Engineering departments with program leader capable individuals, process design, advanced manufacturing technology, and quality engineering.
- Project leader for many Plant/Product/Process transfers to local and offshore facilities in north America, Mexico and Asia and associated joint venture developments.
- Business startups, growth, development, acquisition projects as general manager/team member/consultant..

PRODUCTS & SERVICES

*We offer a range of services to support your organizations **QUEST for Business Improvement**.....*

Business Assessments and Improvement Roadmaps...have the NEXUS team conduct a Business Assessment of your organizations needs and together with your own people establish the opportunities and the prescription for change and improvement in the business. This will include a roadmap for change and improvement including the educational and facilitation requirements structured in a 12-step process for change.

Business Improvement Opportunity WorkshopsUnderstand and Apply LEAN THINKING and TIME-BASED strategies.....These interactive workshops developed for the operating management team are best delivered over 2 days and use a simulation game customized to define the issues and levels of opportunity for improvement in the clients business and allows the management team to self assess the improvements and develop an understanding of the issues that must be focused upon to make the business improvements a reality.

Process Improvement Skill Training.....The following training can be delivered standalone or as an integrated process for change across the whole organization and can be supported by Nexus staff providing the supporting facilitation or training for your own coordinators.

- Lean Simulation games and awareness building (1/2 day segments for all levels)
- Tool-kit for process improvement ...The Lean tools and techniques to enable you to baseline and calculate the improvements and focus upon the areas for improvement. (1 or 2 day versions available)
- PULL systems design /lean thinking/capacity management/process redesign and facility layout (Integrated with custom facilitation)how to restructure the business for success. (1 or 2 day versions)
- Operating a PULL system...Post PULL system design support...getting the results every day!! (1 day)
- Problem solving and team building sessions. We focus on real life examples (1 or 2 day versions)
- Project leadership...how to coordinate all the improvement activities. (1 day)

Changing the Operating practices.....

- Intensive courses for those that have to Supervise and apply the new techniques. in a LEAN THINKING and TIME-BASED driven Environment (1 or 2 day versions)
- Point meeting / 5S workshop (1 day class-room and 1 day practical application)

Other Courses & Services

- Business performance measurement.....*setting up the measurements and financial scorecard*
- Total Productive Maintenance workshop and pilot training
- Improving Process Flexibility.... *reduce the non-value adding process set-ups and changeover.*
- ISO/QS9000 awareness and preparation for the audit... *with the focus on continuous improvement*
- Computer Integrated Business...*integrating computers with the LEAN machine!*
- TOPGUN.... *Making the change happen...A coordinators course/learning process*
- Union/management relationship building...*the ultimate winning team*
- Facility/Plant layout planning and execution.....*for short cycle time and overall business effectiveness*
- Process Capacity and capitalization planning...*business process re-planning*
- New Product Introduction policy and procedure realignment ...*DFM / 6 sigma implementation*

Range of services

BUSINESS PERFORMANCE IMPROVEMENT The key drivers for success

NEW BUSINESS GOALS.... Setting and implementing survival tactics

SUPPORT FOR BUSINESS START-UP Planning and implementation

LEAN BUSINESS THINKING & PRACTICEHow to start right or implement

BUSINESS WASTE ELIMINATION.... Getting the focus and priorities right!!

INTEGRATE THE IMPROVEMENTS... Cost/quality/delivery of services and products

PRODUCT DEVELOPMENT AND LAUNCH..... Getting it right and on time

NEW PRODUCT INTRODUCTION ... Systems to improve time to market and effectiveness

PROJECT MANAGEMENT ... New products/Process development and transfer

BUSINESS EXCELLENCE...Getting back to the basics for success

GLOBAL COMPETITIVE ANALYSIS ... **YOUR** Manufacturing and services versus the world

OPERATIONAL COACHING/FACILITATION/TRAINING ... Remove the risk of management.

FACILITY LAYOUT/RELOCATION PLANNING AND COORDINATION ... Strong Project management

PRODUCT TRANSFERS TO REMOTE LOCATIONS.... If you have to do it.... Get it right!

PROCESS RE-ENGINEERING / CYCLETIME IMPROVEMENT..How to target and measure and get results.

OPERATING PRACTICE CHANGE.... Focused facilitation to realign for success

CONTINUOUS IMPROVEMENT IMPLEMENTATION ...keep it simple

GLOBAL PROCUREMENT

OFFSHORE/Low cost SOURCING/SUPPORT. ...How to approach the relationship and how to structure.

MAKE/BUY DECISION MAKING..... A “do it yourself” kit

JOINT VENTURING.... A roadmap to follow

ORGANIZATIONAL SUPPORT

SUPPORT MANAGEMENT ROLES ... Acting as a standby manager

SPECIALIZED RECRUITMENT AND TEAM FORMING SERVICES ... effective goal setting

IMPROVING SUPERVISORY EFFECTIVENESS ...Lean management of the process

ISO/QS9000 REVISITED ... Realignment for Improvement