

Breaking the Cash Constraint:

Intensive TOC Analysis and Solution Creation



What difference could the Theory of Constraints make to my company in a time of recession?

Many companies are facing immense problems today, and moving towards recession only makes life even more difficult. Building on the '4x4' process which was part of Dr Goldratt's Viable Vision approach, we have developed an intensive analysis called "Breaking the Cash Constraint" to determine core issues within the company.

The process comprises two sets of four days firstly addressing those issues directly affecting profitability, affecting lead time and due date performance, affecting the time it takes to launch new products and the whole area of sales and marketing. Secondly, the process develops an implementable plan which breaks the cash constraint and sets the whole organisation onto a new direction based on a sound platform.

Breaking the Cash Constraint asks that you come with your top team, typically between four to six people, to complete the two sets of four days over a three to four week period covering both analysis and solution creation.

The first set covers the core areas of business, namely:

Operations/Supply Chain, Projects, Finance & Measurements, Sales & Marketing

You and your team will be invited to work through each area and, by using the TOC approach, develop a deeper understanding of these crucial areas and how they are impacting your business today.

The second set develops an implementation strategy for the defined areas and determines the impact these would have on the bottom-line, including a full implementation plan with timescales and relevant measurements.

So, two sets of four days analysing core issues within your company, asking the two questions "what is holding you back versus the goal?" and "what steps do you need to take, working with TOC-Lean, to achieve a far higher level of performance than that of today?" At the end of the eight days you will have agreement as to the core problems of your business, agreement as to the direction and the benefits of the solution plus an outline plan for the implementation.

Interested? Then contact Dr Ted Hutchin, who will lead the process, to arrange a meeting to discuss just how the **Breaking the Cash Constraint** process could make a difference to your organisation. You might like to consider setting up a 'Jonah Day' visit first (please see our website), in order to set the parameters of the cash constraint process.

The fee for the **Breaking the Cash Constraint** process is £12,000 (ex VAT and travel expenses).

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If you would like further information or wish to arrange a visit at a time to suit you and your organisation, please contact us by telephone or email:

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