

Project Controls Expo, Australia – 26<sup>th</sup> November 2019

Melbourne Cricket Ground, Melbourne

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**Simon White**

Project Controls Manager, BAE Systems

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# About the Speaker

Simon White – Delivering Reliable Repeatable Project Controls, BAE Systems

Originally an aircraft mechanic for C-130 Hercules and the F18-Hornet fighter jet, Simon White now ensures that the Aerospace Business Unit for BAE Systems has reliable, repeatable Project Controls.

He is passionate about ‘evolution by enquiry’, asking questions, and applying solutions that are fit for purpose, whether they be conventional or not.

He believes in breaking the rules, because if you always follow the process, you will never do anything different. And if you never do anything different, you will never change or evolve, so once in a while, breaking the rules is a must.

**BAE SYSTEMS**

 **Project Controls**  
EXPO  
Melbourne, Australia

# Critical Chain Project Management

Insert company  
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# About the Topic

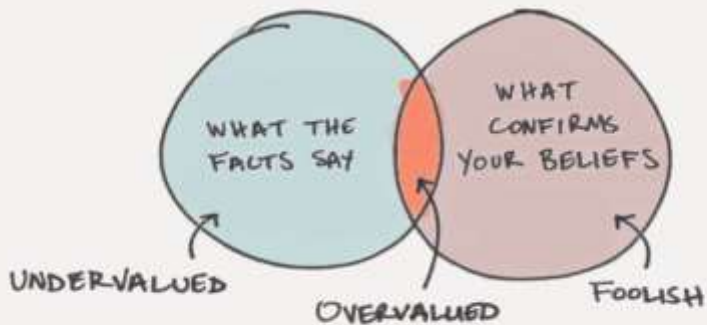
## Critical Chain Project Management

Critical Chain is not 'the new Rock and Roll'. Nor is it a magic pill or a silver bullet.

Critical Chain is a relatively new methodology in the field of Project Management. It was developed and popularised by Dr. Elihayu M. Goldratt in his book Critical Chain (1997), which is written as a novel but outlines the methods used to ensure that projects complete on time.

The method is similar to Critical Path, in that it is a logic-based representation of the longest path of tasks to achieve project completion. The fundamental difference is the processes used to reach the Critical Chain, which focus far more on the human element, acknowledging the behaviour of people in the 'People, Processes & Tools'.

# THE CONFIRMATION BIAS



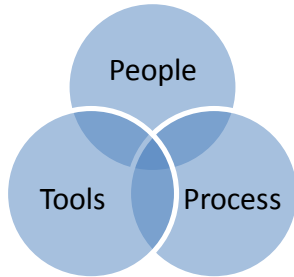
## **Earned Value Management Systems – The Facts**

EV is a fundamentally sound control system,

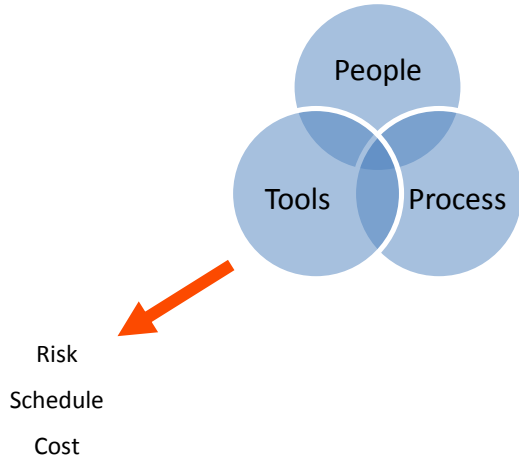
When used appropriately, and applied diligently,

But does not suit all circumstances.

## System of Project Control

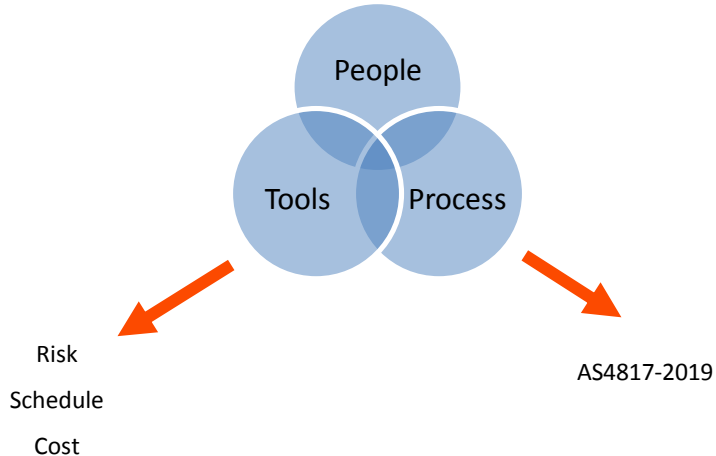


## System of Project Control

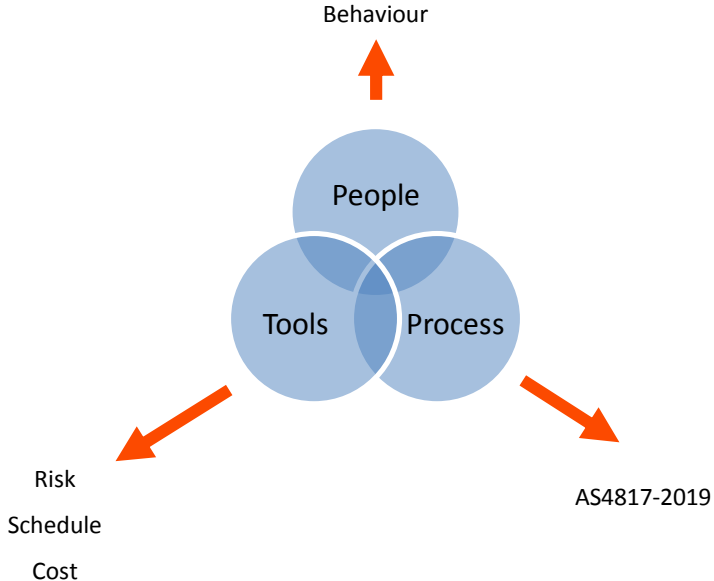




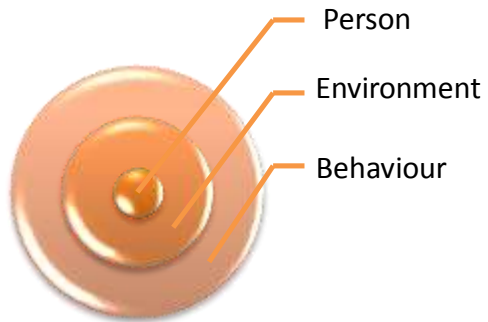
## System of Project Control



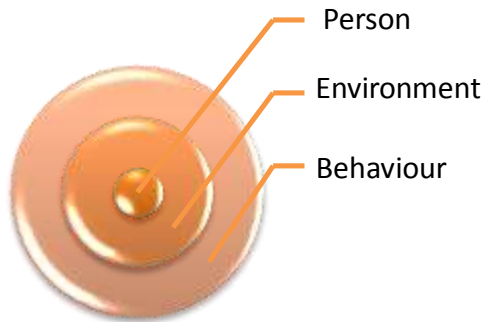
## System of Project Control



## Behaviour and Measurement - People



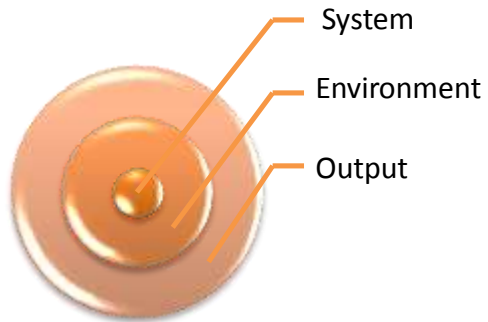
## Behaviour and Measurement - People



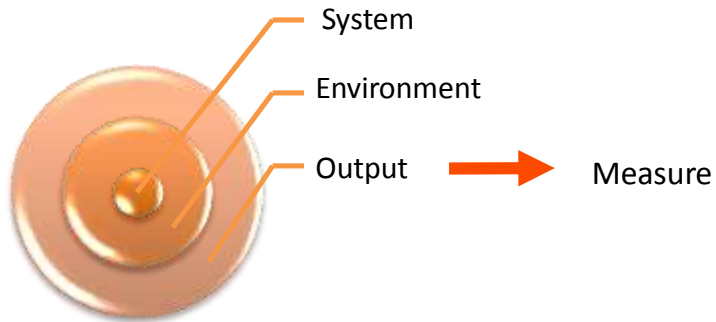
LEWIN'S EQUATION

$$B = f(P, E)$$

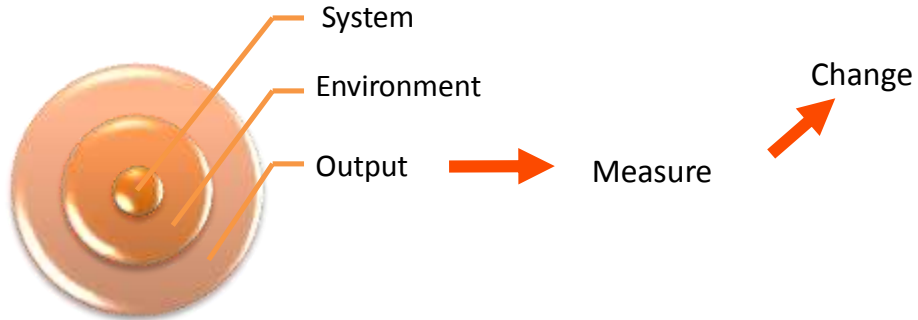
## Behaviour and Measurement - Systems



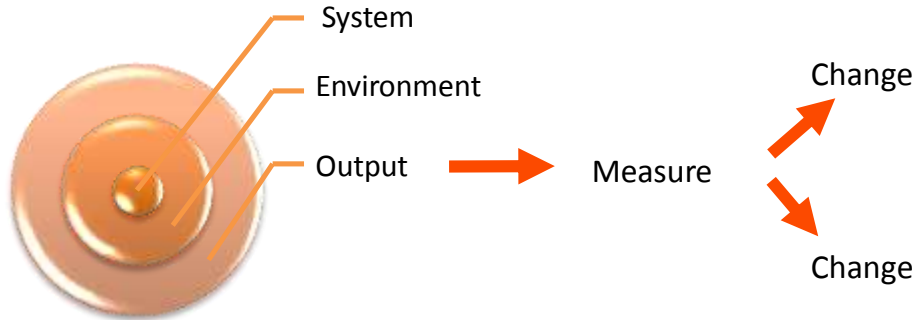
## Behaviour and Measurement - Systems



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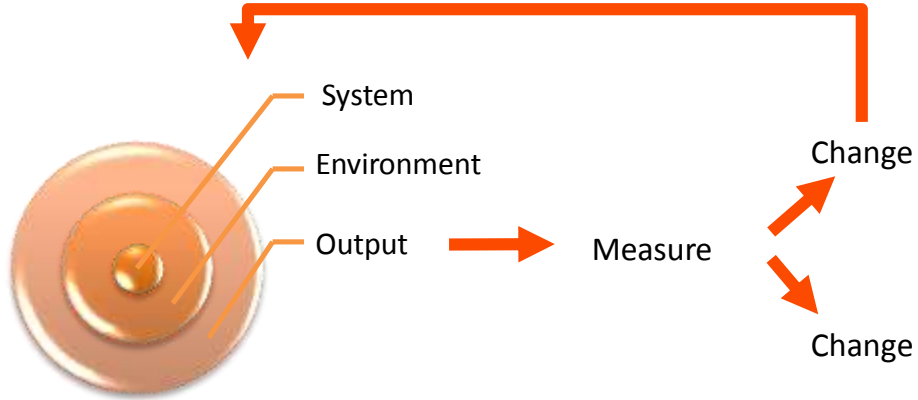


## Behaviour and Measurement - Systems

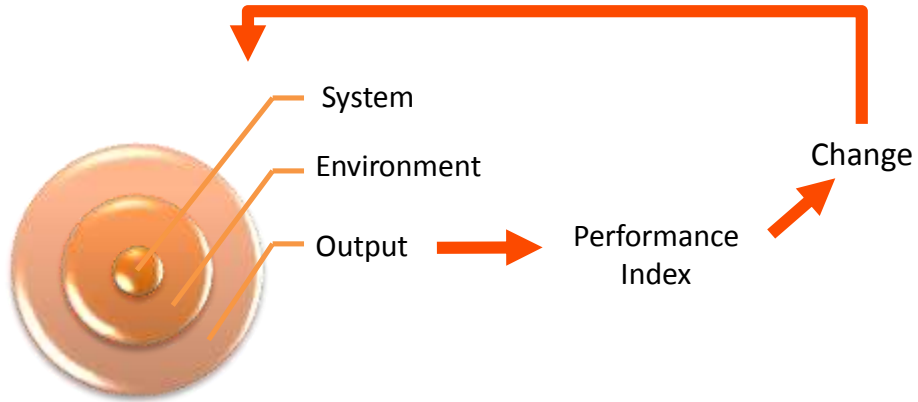




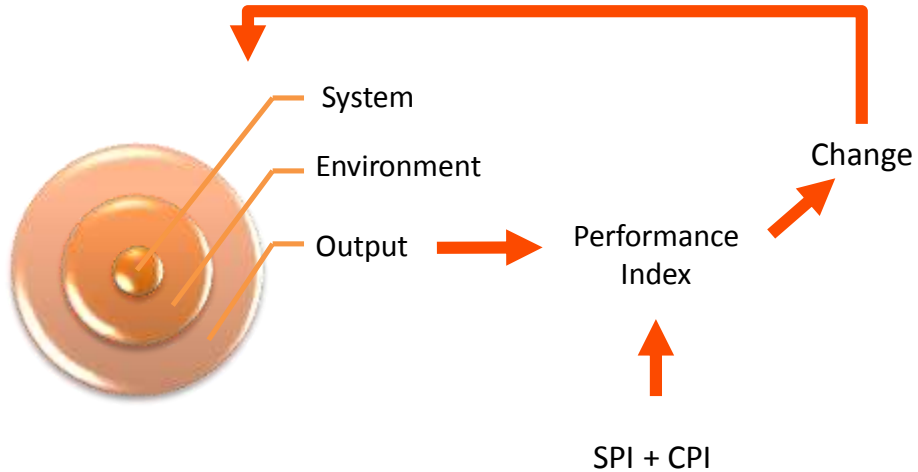
## Behaviour and Measurement - Systems



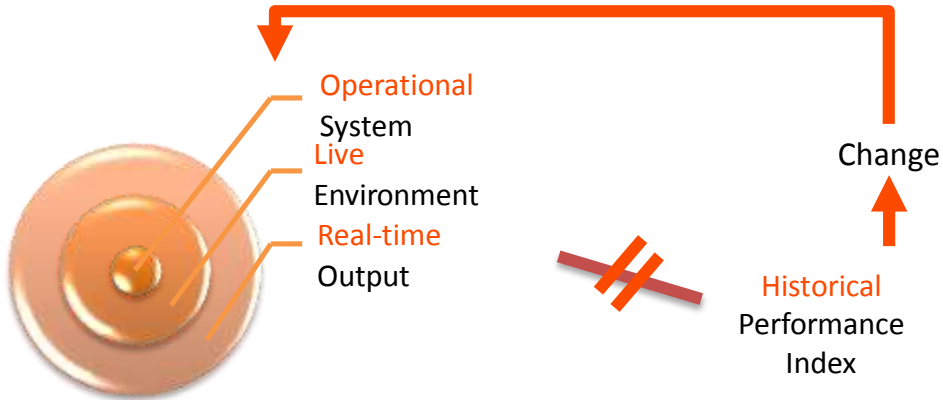
## Behaviour and Measurement - Systems



## Behaviour and Measurement - Systems



## Behaviour and Measurement – A Conflict



## Methodologies – what's my options?



## Methodologies – what's my options?



## Methodologies – what's my options?



## One Solution – Focus on your constraint

If you're failing to deliver?

If you have most inputs  
available?

*And* if you are NOT  
maximising your  
constraining resource  
at 100%?



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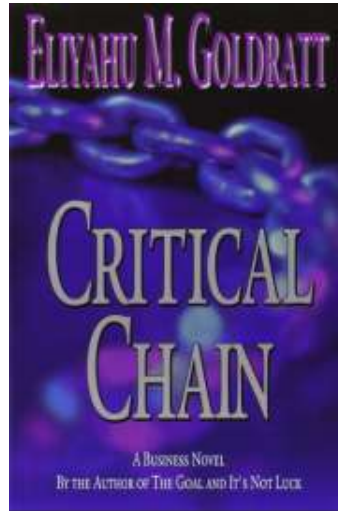
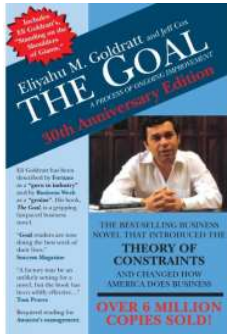


*HOW*  
you  
manage

## Critical Chain – an extension of Theory of Constraints



## Critical Chain – an extension of Theory of Constraints



## Cases of Critical Chain Project Management implementation worldwide

Critical

| Industry                                       | Project Type                                | Company   | Results  | Reference  |
|--|---|---|--|--|
| Power  | Engineering                                 | ABB AG, Power Tech. Division                          | Throughput increase over 23% from 300 Rays to 431 Rays per year  | <a href="http://www.realization.com">www.realization.com</a>                   |
| Power  | Engineering                                 | ABB Coruña  | Engineering cycle time reduced from eight months to three months.  | <a href="http://www.realization.com">www.realization.com</a>                   |
| Power  | Repair                                      | ABB Halle   | Number of projects completed per year increased from 42 to 54, +25%.   | <a href="http://www.realization.com">www.realization.com</a>                   |
| Construction                                   | Three part design, install, and commission  | Action Park, Multiforce Grupo                         | Increased number of projects completed from 125 to 153.  | <a href="http://www.realization.com">www.realization.com</a>                   |
| Telecommunications                             | ETO satellites                              | Airbus Defense and Space, Telecommunications Division | +13% in Throughput (installation drawings per week) & -43% engineering cost overrun  | <a href="http://www.realization.com">www.realization.com</a>                   |
| Communications                                 | Product development                         | Asigo Networks (Qualcomm)                             | Cycle time improved from 19 months to 8 months.  | <a href="http://www.realization.com">www.realization.com</a>                   |
| Airport terminal administration and management | Various building projects                   | Azplan (Colombia)                                     | 2 pilot projects : Central tower project & project of terminal extension finished on time  | <a href="http://www.azplan.com">www.azplan.com</a>                             |
| Automation                                     | Engineering                                 | Axim Alere Technologies                               | Number of projects completed increased over 30%.   | <a href="http://www.realization.com">www.realization.com</a>                   |
| Communications                                 | Telecom switch design                       | Alcatel-Lucent  | Increased throughput by 45% per person.  | <a href="http://www.realization.com">www.realization.com</a>                   |
| Software                                       | Software development                        | Alma Software   | Cycle time reduced by 25% and project completion increased 17%   | <a href="http://www.realization.com">www.realization.com</a>                   |
| Automotive                                     | Product development                         | Alpine Electronics                                    | Delivery dates compliance rate went from 22% to 88%  | <a href="http://www.jpca-iso-association.org">www.jpca-iso-association.org</a> |
| Communications                                 | Customized software development             | Amdocs  | 14% increase in revenue/line-month, 20% reduced cycle time   | <a href="http://www.realization.com">www.realization.com</a>                   |
| Research                                       | Research                                    | Austetric Support Associates                          | Project fully delivered on time VS 4 months late as anticipated (prior to CCPM implementation). Several thousand dollars saved and retained for ASA.   | <a href="http://www.criticalchain.co.uk">www.criticalchain.co.uk</a>           |
| MRO  | Helicopter Maintenance (For Flight Schools) | Avay Fleet Support                                    | 32% reduction in CH-47 turnaround time, 52% reduction in UH-60 turnaround time. 8 aircraft returned to customer (\$90M in cost avoidance), 18,000 sq ft of hangar space freed up (\$2M in cost savings). | <a href="http://www.realization.com">www.realization.com</a>                   |

|                       |  |                                     |  |  |
|-----------------------|--|-------------------------------------|--|--|
| Glass Manufacturing   | Engineering (ETO + JPD)                | Aashi Senzokuho                     | +23% throughput (number of projects completed per month). Overtime rate reduced by 33% , +50% increase in revenue with \$50M in profits  | <a href="http://www.realization.com">www.realization.com</a>                 |
| IT                    | IT installation                        | Arvo (Hitachi Data System)          | Remote site installation time reduced by 34%   | <a href="http://www.ecopra.com">www.ecopra.com</a>                           |
| Manufacturing         | Boiler installation                    | Babcock                             | Actual versus planned wear from +200% to -20%. Between 20% and 33% reduction of emissions<br>40% reduction of cycle time   | <a href="http://www.targrate.com">www.targrate.com</a>                       |
| Aerospace             | Aircraft manufacturing                 | BAE/RAAF                            | Reduction of TAT (TurnAround-Time) by 45%  | <a href="http://www.ecopra.com">www.ecopra.com</a>                           |
| Building              | Civil Engineering                      | Balfour Beatty                      | Project delivered 9.5 weeks earlier than estimated, which was 45 weeks earlier than actually contracted (the contracted delivery date was the client's deadline) - in spite of increased scope of work | <a href="http://www.goldhat.com">www.goldhat.com</a>                         |
| Resource              | Engineering                            | BHP Billiton                        | 25% reduction in hours needed to complete project and project finished three weeks early   | <a href="http://www.realization.com">www.realization.com</a>                 |
| Aerospace             | Engineering                            | Boeing (Military)                   | Reduced required wing assembly time by 30%   | <a href="http://www.goldhat.com">www.goldhat.com</a>                         |
| Aerospace             | Design and assembly                    | Boeing Space & Intelligence Systems | Doubled throughput and decreased cycle time by 28%   | <a href="http://www.realization.com">www.realization.com</a>                 |
| Aeronautics           | Training System                        | Boeing T45                          | Project finished 1.5 months ahead of schedule. Hardware/Software integration finished 11 days ahead of schedule. 20% cost savings in design development phase. Realized additional \$12M in ECP work.  | <a href="http://www.realization.com">www.realization.com</a>                 |
| Aerospace             | Engineering                            | Boeing Wing Assembly                | On schedule, under budget. Reduced required wing assembly time by 30% (F-22)   | <a href="http://www.goldhat.com">www.goldhat.com</a>                         |
| Machine manufacturing | Packaging line development             | Bosch Packaging Systems             | 100% on-time delivery, +27% turnover, 30% cycle time reduction for projects > 2500 hours   | <a href="http://www.jpma-ko-consulting.jp">www.jpma-ko-consulting.jp</a>     |
| Communications        | IT Professional Services (eg. vehicle) | Bosser & Co (Rapid Solution Group)  | Due date performance improved by 36%, lead times reduced by 25%  | <a href="http://www.realization.com">www.realization.com</a>                 |
| Energy                | Chemical                               | BP Oil                              | Saving of over \$700 million with accelerated project and production required to meet project needs  | <a href="http://www.pinnacle-strategies.com">www.pinnacle-strategies.com</a> |
| Power                 | Engineering                            | CN Concrete                         | Increased site fire performance from 60% to 93%  | <a href="http://www.realization.com">www.realization.com</a>                 |
| Software              | Flight simulation systems              | CAE USA                             | Reduced cycle times by two to four months, with a \$17 million increase in the number of profitable programs   | <a href="http://www.goldhat.com">www.goldhat.com</a>                         |
| IT                    | IT                                     | Caesir                              | 93% of projects on time  | <a href="http://www.focso.org">www.focso.org</a>                             |
| Construction          | New hospital facility                  | California Department of            | Built and opened new mental hospital in 8 months that other approaches failed to do in 12 months   | <a href="http://www.necturstrategies.com">www.necturstrategies.com</a>       |

|                                    |                                 |   |  |  |
|------------------------------------|---------------------------------|---|--|--|
| Software                           | IT                              | Celso Group                                 | Increased completion of SAP projects from 15 to 20 per month.  | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Power                              | Engineering                     | Central Nuclear Almaraz Talls               | Increased number of projects completed from 18 to 24-30 per month.   | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Gate and Access Automation         | Engineering R&D                 | Cesticon Systems                            | After 3 years of CCPM. Number of projects completed multiplied by 6 with same team.  | <a href="http://www.locustnet.com">www.locustnet.com</a>             |
| Automotive                         | Product development             | Chrysler                                    | Cycle time for prototype builds reduced from 10 weeks to 8 weeks.  | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Health Care                        | New Product Development         | CIBA Vision                                 | Project execution synchronized across multiple countries to get it in control and on track to deliver on time.   | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Iron ore mining                    | Track overhaul                  | Cliff Natural Resources Michigan Operations | Overhaul duration reduced by 67%   | <a href="http://www.slackassociates.com">www.slackassociates.com</a> |
| Financial services                 | Software development            | Confluence UK                               | 95% of projects on time.   | <a href="http://www.confluence.co.uk">www.confluence.co.uk</a>       |
| Building                           | Bank construction               | Constructors Valero                         | Triple revenues in 2 years. 88% on-time delivery.  | <a href="http://www.totico.org">www.totico.org</a>                   |
| Audio & video consumer electronics | New Product Development         | Crystal Acoustics                           | 20% reduction in time-to-market  | LinkedIn - Crystal Acoustics   |
| Building                           | SAP Implementation              | Drees House                                 | 2011 Results after 1st implementation - 20% cycle time reduction for SAP module implementation<br>2015 Results after 4 years CCPM - +160% of completed projects per year - compared to 2011. +25% gain on project duration for 28% of projects. Almost all projects are delivered on time. | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Biotechnology                      | Engineering                     | Danisco (Ossinger)                          | Increased from 20% projects on time to 87%   | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Aerospace                          | Repair                          | Delta Air Lines, Inc.                       | 20% increase in engines produced per year; 10% reduction in engine turnaround time.  | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Pharmaceutical                     | Product development             | Dr. Reddy's Laboratories                    | 87% increase in projects completed in first 12 weeks; 75% increase in new product launches year over year.   | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Energy                             | Installation                    | Duke Energy                                 | Doubled throughput in 3 months.  | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Semiconductor                      | Design and manufacturing        | eTV Semiconductors                          | Cycle time reduced from 38 months to 23 months.  | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Communications                     | Network design and installation | eIRoom                                      | On-time delivery improved from 75% to 98%+. Average cycle time was reduced from 70 days to 30 days.  | <a href="http://www.zeintan.com">www.zeintan.com</a>                 |
| Communications                     | IT                              | eIRoom                                      | From 40% to 90%+ of projects on time, lead time reduced from 130 days to 30 days.  | <a href="http://www.tuc-goldart.com">www.tuc-goldart.com</a>         |

|  |  |                                   |  |  |
|--|--|-----------------------------------|--|--|
| Defense                                | Electronics                                | Elliott Systems                   | Within the Test Equipment department, 70% of on-time or <1-month delay delivery  | <a href="http://www.elliott.com">www.elliott.com</a>                     |
| Pharmaceutical                         | Development of Document Management Systems | Eli Lilly and Co.                 | Project schedule up to 12 months, reduced to 4 months  | <a href="http://www.painrtr.org">www.painrtr.org</a>                     |
| Pharmaceutical                         | Product development                        | Eli Lilly and Co.                 | On-time delivery of 100% with Critical Chain versus 60% with traditional project management  | <a href="http://www.proclaim.com">www.proclaim.com</a>                   |
| Refrigerator Compressing Manufacturing | Product development                        | Embraco                           | +130% throughput in 4 years (number of completed projects per year) & 11% lead time reduction  | <a href="http://www.realization.com">www.realization.com</a>             |
| Aerospace                              | MBO  | Embraer                           | Aircraft Turn Around Time (not by more than half (from ~10 weeks to 5 weeks). Increase of mechanic's productivity by 30%   | <a href="http://www.usars-consulting.com">www.usars-consulting.com</a>   |
| Construction                           | Manufacturing plant                        | Emcoables                         | Reduced 11-month average project duration to 7 months. Increased revenue by 55%, received 4 months earlier   | <a href="http://www.realization.com">www.realization.com</a>             |
| Construction                           | TGV station                                | Essex                             | \$3 million penalty avoided  | <a href="http://www.realization.com">www.realization.com</a>             |
| Manufacturing                          | Product development                        | Essextronics                      | 100% on-time delivery, 75% cycle time reduction  | EMD Scheduling 2016 TOC conference                                       |
| Measurement instrumentation            | R&D  | Endress + Hauser                  | +270% throughput, 60% higher reliability   | <a href="http://www.a-delta.com">www.a-delta.com</a>                     |
| Aerospace                              | Helicopter manufacturing and maintenance   | Erskine Air-Craft                 | Increased projects on time from 35% to 83%   | <a href="http://www.realization.com">www.realization.com</a>             |
| Medical                                | Increase of capacity                       | Esinger children's hospital (USA) | Unit net income increased by 8%, \$2.8 million-unit expansion project avoided  | <a href="http://www.esinger.com">www.esinger.com</a>                     |
| Energy                                 | Engineering                                | PMC Technologies                  | 50% reduction in test and final assembly time  | <a href="http://www.pinnacle-strategy.com">www.pinnacle-strategy.com</a> |
| Military                               | Repair                                     | French Air Force                  | Retained two out of five aircraft to Air Force (\$300 million value). 17% cycle time reduction, 15% increase in output with 13% fewer resources, 22% reduction in support shops' cycle time                                | <a href="http://www.realization.com">www.realization.com</a>             |
| Biotechnology                          | Biotechnology Plant Engineering            | Genzyme                           | 15% cycle time reduction, 15% increase in output with 13% fewer resources, 22% reduction in support shops' cycle time  | <a href="http://www.realization.com">www.realization.com</a>             |
| Public Institution                     | Efficiency improvement                     | Guarantee Fund Lithuania          | 95% reduction of pending applications, Application lead time reduced by 85%  | <a href="http://www.tocm.org">www.tocm.org</a>                           |
| Construction                           | House construction                         | Habitat For Humanity              | A 4-Bedroom House assembled in 1 hr 44 min & 59 sec in NZ (VS previous record of 4 hrs 39 min & 88 sec in Tennessee) <a href="https://www.youtube.com/watch?v=4HRBwQ8uqpw">https://www.youtube.com/watch?v=4HRBwQ8uqpw</a> | <a href="http://www.criticalchain.co.uk">www.criticalchain.co.uk</a>     |
| Durable goods                          | Product development                        | Hamilton Beach Brands, Inc.       | Increased from 34 to 52 new products in first year, 30+ in second year with no increase in lead time   | <a href="http://www.realization.com">www.realization.com</a>             |

|  |                                |                              |   |  |
|--|--------------------------------|------------------------------|---|--|
| Semiconductor                                    | Plant construction             | Hime Semiconductor           | Began full high-tech production in 13 months, instead of 34-month industry norm.  | <a href="http://www.goldrkt.com">www.goldrkt.com</a>                   |
| Consumer goods                                   | Product development            | Heintson, Spain              | 20% faster time to market. Improved projects on time from 90% to 98%  | <a href="http://www.redaction.com">www.redaction.com</a>               |
| Data Security and Lossless Compression IP (2006) | Software integration           | Helon Technologies           | 40% increase in IT integration Throughput in 4 months. 87% of projects finished on time   | <a href="http://www.enegron.com">www.enegron.com</a>                   |
| Aerospace  | MRO                            | Heliote                      | Went from 20 aircrafts/year to 40/year. Reduction of Turn Around Time by 52%  | <a href="http://www.enegron.com">www.enegron.com</a>                   |
| Consumer goods                                   | Product development            | HP Digital Camera Group      | Improved new products from 6 in 2004 to 15 launched in 2005.  | <a href="http://www.redaction.com">www.redaction.com</a>               |
| Semiconductor                                    | Engineering                    | Imase Semiconductor          | 25% reduction in cycle time, from 84 days to 64 days.   | <a href="http://www.redaction.com">www.redaction.com</a>               |
| Aeronautics                                      | Aircraft MRO                   | Israeli Aircraft Industries  | From a 3-month TAT per Aircraft Check D Visit to a 2-week TAT   | <a href="http://www.criticalchain.co.uk">www.criticalchain.co.uk</a>   |
| Manufacturing                                    | Product development            | Johanna Strategies Ltd       | 80% on-time delivery  | <a href="http://www.tcpactive.com">www.tcpactive.com</a>               |
| Building   | Bridge building                | Jainco                       | On Design Department: Due Date Performance increased by 65%, overtime reduced by 20%, subcontractor costs reduced by 40% and CT reduced by 50%                            | <a href="http://www.tcpactive.com">www.tcpactive.com</a>               |
| Building   | Building construction          | Kearly Construction Pty Ltd  | 30% reduction in confidence cycle, better alignment of departments & subcontractors involved in various project stages, ability to assess the impact of potential changes | <a href="http://Goldrkt.com">Goldrkt.com</a>                           |
| Consumer goods                                   | New Product Development        | La Farel                     | Out of 74 on-going projects, 6 are running late   | <a href="http://www.enegron.com">www.enegron.com</a>                   |
| Building   | Shipbuilding                   | Larsen & Toubro Shipbuilding | 28-month project instead of 33-month previous, 5-month delay recovered  | <a href="http://www.redaction.com">www.redaction.com</a>               |
| Energy   | Design and manufacturing       | LeTouzain Technologies Inc.  | Reduced design and engineering from 15 months to 9 months, production engineering from 9 months to 3 months.  | <a href="http://www.redaction.com">www.redaction.com</a>               |
| Building   | 27-floor building construction | Liftmasson building company  | 27-floor building construction, running late with due date several times postponed, came back under control according to schedule, delivered a month before planned       | <a href="http://www.enegron.com">www.enegron.com</a>                   |
| Aerospace  | Engineering and assembly       | Lockheed Martin              | Cut aircraft full finish time by 57% without reducing scope   | <a href="http://www.goldrkt.com">www.goldrkt.com</a>                   |
| Aerospace  | IT                             | Loof Corporation             | Found additional 60% capacity without hiring people   | <a href="http://www.victorstrategies.com">www.victorstrategies.com</a> |
| Semiconductor                                    | Design                         | LSI Logic                    | Went from major tool releases were always late to released on time for three years in a row   | <a href="http://www.redaction.com">www.redaction.com</a>               |



|                             |   |   |   |  |
|-----------------------------|---|---|---|--|
| Telecommunication           | Production realization                                | Linear Technologies                         | Without additional resources, more than tripled development project capacity (2 to 17). Reduced new product introduction intervals by 50%. 100% of projects completed ahead of schedule +30% revenue. | <a href="http://www.goldrart.com">www.goldrart.com</a>                       |
| Aerospace                   | MRO   | Lufthansa Technik Maintenance International | TAT decreased by 15-20%, mechanic's utilization rates increased by 43%  | <a href="http://www.realization.com">www.realization.com</a>                 |
| Medical                     | Transformation and compliance with new technology and | Masovist Zelenin Hospital                   | Within 6 months, number of finished projects/month multiplied by 2, projects lead time cut by half and 93% of projects delivered on time, scope and budget  | <a href="http://www.tocico.org">www.tocico.org</a>                           |
| Advertising                 | Advertising Product Development                       | Marketing Architects                        | +66% of completed projects in a time-period   | <a href="http://www.realization.com">www.realization.com</a>                 |
| Medical                     | Product development                                   | Medtronic                                   | Improved software release intervals from 8 months to 9 months to every 2 months. Schedule slips on device programs cut by 50%.  | <a href="http://www.realization.com">www.realization.com</a>                 |
| Medical                     | Product development                                   | Medtronic, Europe                           | Reduced project cycle time from 18 months to 9 months. On-time delivery increased to 80%.   | <a href="http://www.realization.com">www.realization.com</a>                 |
| Electrical test instruments | New product development                               | Megger                                      | Project savings overseas went from 74% before CCPM implementation to 16% after CCPM implementation  | <a href="http://www.logistics.com">www.logistics.com</a>                     |
| Watch manufacturing         | Mold engineering development                          | Mosiska Seiko Instruments Inc.              | 87% Due date performance in mold design & production  | <a href="http://www.broings.com">www.broings.com</a>                         |
| Textile                     | Capacity expansion                                    | Nakodo                                      | A scheduled 14-month project expected to be finished in May 2013, project finished in January 2013 (16-month duration)  | <a href="http://www.realization.com">www.realization.com</a>                 |
| Insurance                   | IT  | Nationale Nederlanden - Geopie Life         | Due Date Performance went from 52% to 82%   | <a href="http://www.tocico.org">www.tocico.org</a>                           |
| Supply Chain                | Data Systems and S/W integration                      | NeoGrid                                     | 23% improvement in Time and Material Cost Recovery  | <a href="http://www.enigma.com">www.enigma.com</a>                           |
| Consumer goods              | Sales   | Oregon Freeze Dry                           | Increased number of sales projects completed per year from 72 to 171.   | <a href="http://www.realization.com">www.realization.com</a>                 |
| Glass                       | Plant engineering                                     | Owens-Illinois                              | Decreased cycle time from 6 months to 2.5 months.   | <a href="http://www.realization.com">www.realization.com</a>                 |
| Health Care                 | Emergency room in hospital                            | Oxford Radcliffe Hospitals, UK              | Increased patients through emergency room from <70% within four hours to 100%, while patient lead time by more than 25%.  | <a href="http://www.tocicointernational.com">www.tocicointernational.com</a> |
| Pharmaceutical              | Product development                                   | Pfizer Pharmaceuticals                      | Increased projects completed per quarter from five to eight, and on-time rate from 55% to 90%.  | <a href="http://www.realization.com">www.realization.com</a>                 |
| Shoe producer               | New Product Development                               | Platanosho                                  | On-time seasonal delivery for new models went from 37% to 78%   | <a href="http://www.enigma.com">www.enigma.com</a>                           |
| Aeronautics                 | MRO   | Parr & Whitney                              | Completed additional five months work without expediting or increasing costs<br>75 % of projects completed on schedule & under budget. Reduction of auditing  | <a href="http://www.goldrart.com">www.goldrart.com</a>                       |

|                    |  |                                 |   |  |
|--------------------|--|---------------------------------|---|--|
| Financial services | Network delivery                           | Radixair                        | Project performance has gone from less than 20% to greater than 70% of projects delivered on time and to original scope.  | <a href="http://www.criticalchain.co.uk">www.criticalchain.co.uk</a>   |
| Rail               | Repeat                                     | Radixair Wolverson, UK          | 100% on-time delivery. Increased from one project at a time to three.   | <a href="http://www.realization.com">www.realization.com</a>           |
| Marketing          | Marketing/Publishing Support               | Ragul Subraman Group            | On-time delivery improved by 30% Lead times reduced by 25%  | <a href="http://www.realization.com">www.realization.com</a>           |
| Defense            | New Product Development                    | Raytheon                        | On-time deliveries, cost avoidance, reduction in project duration, etc... example of Tracer Software: duration reduction, schedule went from 71 days to 24 \$1.8M cost avoidance  | <a href="http://www.raytheon.com">www.raytheon.com</a>                 |
| Manufacturing      | Engineering and manufacturing              | Rex Materials Group             | Lead time down from six weeks to 10 days.   | <a href="http://www.cmg-tyc.com">www.cmg-tyc.com</a>                   |
| Communications     | Product development                        | Ricoh                           | New teleconference system (F1000) delivered on-time without any compromise on the initial design  | <a href="http://www.seagroup.com">www.seagroup.com</a>                 |
| Aerospace          | Product development                        | Safim Group / Sagem             | Reduced the average product development lead time of the entire portfolio by 50%  | <a href="http://www.aeris-consulting.com">www.aeris-consulting.com</a> |
| Aerospace          | Factory plant layout modification          | Safim Group / Sagem             | Total transformation of shopfloor layout -80% of machines moved. Initial estimate 3 weeks, CCPM result 8 days with 6 hours of buffer saved.   | <a href="http://www.aeris-consulting.com">www.aeris-consulting.com</a> |
| Aerospace          | Product development                        | Safim Group / Sagem             | Recovery plan for an overdue critical new product development programme. 300 people, 6 facilities. Project deliverables promised to client recalculated and improved.   | <a href="http://www.aeris-consulting.com">www.aeris-consulting.com</a> |
| IT                 | Product Development                        | Seagate Technology              | Cut New Product Development durations by half   | <a href="http://www.mindtheedge.com">www.mindtheedge.com</a>           |
| Construction       | Home building                              | Shea Homes                      | Reduced cycle time by 40% from 93 days to 56 days.  | <a href="http://www.victorstrategies.com">www.victorstrategies.com</a> |
| Power              | Engineering                                | Siemens Generator Engineering   | Went from 110 to 128 projects completed, with 30% increase in throughput.   | <a href="http://www.realization.com">www.realization.com</a>           |
| Power              | Engineering                                | Skoda Power                     | 30% increase in capacity per year. Went from 60% to 90% on-time delivery, with 20%+ faster cycle time.  | <a href="http://www.realization.com">www.realization.com</a>           |
| Textile            | Design                                     | Skye Group                      | 100% due date performance with 30% reduction in lead times.   | <a href="http://www.realization.com">www.realization.com</a>           |
| Aerospace          | Engineering                                | Spirit AeroSystems              | Reduced cycle time from 12+ months to 7 months.   | <a href="http://www.realization.com">www.realization.com</a>           |
| Building           | Infrastructure building                    | Sub-contractor for Wroclaw city | Building roads, tram route, tram bus station and Wroclaw stadium in order to host the UEFA 2012. all delivered on-time  | <a href="http://www.inspection.com">www.inspection.com</a>             |
| Industry           | Development of Measurement tools & systems | Synergis Technologies           | Clear identification of bottlenecks in the system. Ability to predict some level of time - avoiding the fighting with priority interests. Customers found new confidence in design. Synergis now has a proven capability of managing over 200 complex projects concurrently. Lead times are being defined, not being variable. <a href="http://www.criticalchain.com">www.criticalchain.com</a> | <a href="http://www.criticalchain.co.uk">www.criticalchain.co.uk</a>   |

|                   |   |                                       |   |  |
|-------------------|---|---------------------------------------|---|--|
| Plastic           | Mold Manufacturing                            | Takagi                                | Overall CT decreased by average 20%, production CT decreased by average 30%, throughput increased by 30% (number of projects completed per month)         | <a href="http://www.logistics.com">www.logistics.com</a>                   |
| MRO               | Aircraft Maintenance                          | TAM MRO                               | 7% reduction in TAT, cost performance and quality increased   | UNITED STATES<br>SECURITIES AND EXCHANGE<br>COMMISSION - LATAW AEWB        |
| MRO               | Aircraft Maintenance                          | TAP Maintenance & Engineering         | 21 % reduction in TAT, avoidance of subcontracting expenses   | <a href="http://www.airmarketlogistics.com">www.airmarketlogistics.com</a> |
| Steel             | Plant maintenance                             | Tata Steel                            | 60% faster project time, went from 11 -day planned shutdown to 5 days   | <a href="http://www.realization.com">www.realization.com</a>               |
| Security          | Installation                                  | Technology Integration Partners (TIP) | Domestic projects duration reduction, profits increased from 18.5% to 28.5% to 34.5% in 3 years   | <a href="http://www.sagepm.com">www.sagepm.com</a>                         |
| Building          | Petro Oil processing facilities building      | Tecanetrol                            | A 18-month project finished 8 days ahead of schedule  | <a href="http://www.sagepm.com">www.sagepm.com</a>                         |
| Defense           | Product design and manufacturing              | Tecnicol                              | Reduced project cycle times by 20%  | <a href="http://www.realization.com">www.realization.com</a>               |
| Health Care       | Product development                           | Terraco Heart                         | 90% on-time delivery, project duration reduction, for similar projects from 2-year to 6-month duration  | <a href="http://www.realization.com">www.realization.com</a>               |
| Aerospace         | Product development                           | Thales Alenia Space                   | Reduced the duration of the final part of the development of a critical new satellite from 12 months to 5 months so as to finish on time                  | <a href="http://www.maris-consulting.com">www.maris-consulting.com</a>     |
| Ship building     | Building complex Platform Service Vessel      | Thomas-Seab Marine                    | Average 8-12 months less deliveries on PSV deliveries. CCPM was implemented on 2 ships: 45 days less for one ship and on-time delivery for the second one | <a href="http://www.sagepm.com">www.sagepm.com</a>                         |
| Automotive        | Engineering                                   | ThyssenKrupp                          | 65% gain in productivity, 15% more projects completed   | <a href="http://www.realization.com">www.realization.com</a>               |
| Injection molding | New Product Development                       | Tranplant/Uniplast                    | Number of completed projects per year multiplied by 7 in 3 years. Improvement of projects on-time delivery  | <a href="http://www.logistics.com">www.logistics.com</a>                   |
| Double goods      | Custom design, manufacturing and installation | TR5 Refrigeration                     | Reduced average project cycle time from 75 days to 46 days, and increased project capacity by 30% with no added expenses                                  | <a href="http://www.tecm.com.ar">www.tecm.com.ar</a>                       |
| Military          | Repair, Logistic, and testing                 | U.S. Air Force (multiple bases)       | Turnaround time reduced 25-30%, multiple aircraft returned to Air Force   | <a href="http://www.realization.com">www.realization.com</a>               |
| Military          | Army fleet maintenance                        | U.S. Army Fleet Support               | 13% reduction in CH-47 and 52% reduction in UH-60 turnaround time   | <a href="http://www.realization.com">www.realization.com</a>               |
| Military          | Repair  | U.S. Army, Corpus Christi             | Throughput increased from 5.4 aircraft per month to 6.3   | <a href="http://www.realization.com">www.realization.com</a>               |
| Military          | Repair and logistic                           | U.S. Marine Corps (Multiple bases)    | Repair cycle cut by up to 50%, on-time delivery increased to 93%+, product rate increased   | <a href="http://www.realization.com">www.realization.com</a>               |

|                |   |  |  |  |
|----------------|---|--|--|--|
| Consumer goods | Capex Projects and Marketing and R&D Innovation | Unilever SA  | Implementation on a projects portfolio. Single project duration reduced up to 25%. Significant reduction of project lead time for the portfolio.                                     | <a href="http://www.cision.com.co.uk">www.cision.com.co.uk</a> |
| Military       | Warfighter Systems Testing                      | US Air Force Operational Test & Evaluation Center                                | 30% reduction in cycle time measured over 500 projects. 30% improvement in resource utilization. 80% on-time delivery performance.   | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | MRO   | US Air Force, Ogden Air Logistics Center   | +12% in aircraft production per month. On-time delivery increased to 83%.  | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | MRO   | US Air Force, Oklahoma City Air Logistics Center                                 | 30% reduction in TAT. +47% production output. Dock spaces freed up (additional revenue potential \$33M).   | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Aircraft Upgrade and Repair                     | US Air Force, Oklahoma City Air Logistics Center                                 | +54% in aircraft production per year. Cycle times from 225 days to 195 days.   | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Aircraft Upgrade and Repair                     | US Air Force, Oklahoma City Air Logistics Center                                 | Cycle time went from 183 days to 155 days. 10% capacity released for additional workload.  | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | MRO   | US Air Force, Oklahoma City Air Logistics Center                                 | Average turnaround time from 327 days to 146 days. 44% increase in throughput in 1 year.   | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | MRO   | US Air Force, Tinker Air Force Base  | Engine Core Part Repair: 60% reduction back-to-cycle time. 67% increase in monthly throughput. Engines and Modules: 10% increase in monthly throughput. 13% reduction in cycle time. | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Aircraft Upgrade and Repair                     | US Air Force, Warner Robins Air Logistics Center                                 | 25% increase in throughput. Turnaround time reduced to 53-121 days. +32% in Mechanic output per day. 40% reduction in overtime.  | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Aircraft Repair and Overhaul                    | US Air Force, Warner Robins Air Logistics Center                                 | Turnaround time from 240 days to 160 days. 75% fewer defects.  | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Reset Maintenance Program                       | US Army AMCOM-ALC, Field Support Readiness Directorate<br>US Army National Guard | TAT decreased by average 18%   | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Aircraft Maintenance                            | US Army National Guard, the 110th TASM Group                                     | +43% increase in number of visits. 60% reduction in cycle time.  | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Helicopter Maintenance, Repair and Overhaul     | US Army, Corpus Christi Army Depot   | +17% increase in throughput. Between 15% and 50% reduction in TAT (depending on helicopter type).  | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Processing of Purchase Requests                 | US Department of Defense Procurement Organization                                | Delays reduced by 40%. 78% reduction in cycle time. 28% increase in throughput.  | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Army Vehicles Maintenance and Repair            | US Marine Corps Logistics Base, Bertram  | From 50% to 60% reduction in repair cycle time.  | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Military       | Engines & Components Repair and Overhaul        | US Naval Aviation Depot, Cherry Point/Avondale                                   | +11% productivity. Labor rate competitiveness.   | <a href="http://www.melstam.com">www.melstam.com</a>           |
| Manufacturing  | Design  | Valley Cabinet Works   | Went from 200 projects per year to 354 projects in the first nine months of the year measured.   | <a href="http://www.melstam.com">www.melstam.com</a>           |

## Critical Chain Fundamentals – Current Reality

Projects frequently overrun schedule

Projects frequently overrun budget

Projects frequently have to compromise on scope to deliver on time and budget

Projects have too many changes

In a multi-project environment, projects frequently fight over resources

Project durations get longer and longer

Many projects are cancelled before they complete

Project work becomes high stress for participants

## Critical Chain Fundamentals – Future Reality

Projects always complete on or before the scheduled completion date

Projects complete at or under Budget

Projects always deliver the full scope

Projects have few changes

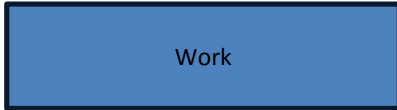
Projects receive needed resource without internal fights

Project durations get shorter and shorter

All projects complete

Project work creates win-win solutions for ALL stakeholders

## CCPM – Task Duration Uncertainty



## CCPM – Task Duration Uncertainty





## CCPM – Task Duration Uncertainty



Waiting for resources

Waiting for specifications, materials

Waiting for decisions

Waiting for issue resolution

Waiting at integration points

## CCPM – Task Duration Uncertainty

### Queue and Wait



Waiting for resources

Waiting for specifications, materials

Waiting for decisions

Waiting for issue resolution

Waiting at integration points

## CCPM – Task Duration Uncertainty



Waiting for resources

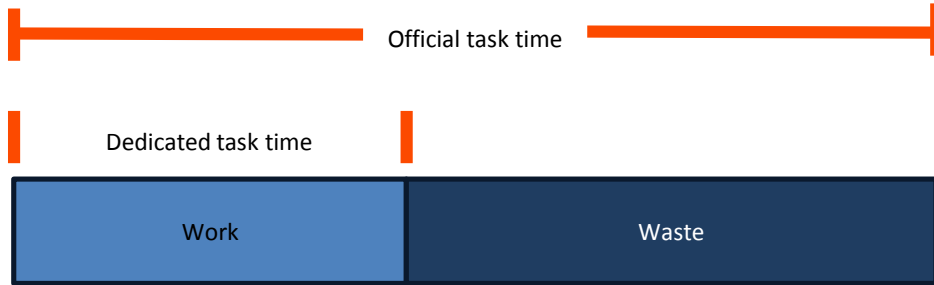
Waiting for specifications, materials

Waiting for decisions

Waiting for issue resolution

Waiting at integration points

## CCPM – Task Duration Uncertainty



Waiting for resources

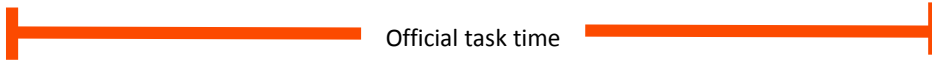
Waiting for specifications, materials

Waiting for decisions

Waiting for issue resolution

Waiting at integration points

## CCPM – Task Duration Uncertainty



Waiting for resources

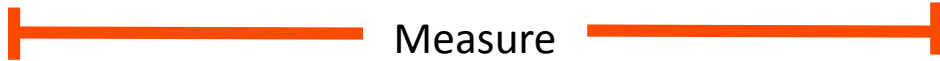
Waiting for specifications, materials

Waiting for decisions

Waiting for issue resolution

Waiting at integration points

## CCPM – Task Duration Uncertainty



Waiting for resources

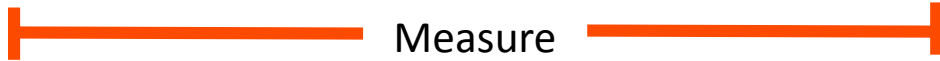
Waiting for specifications, materials

Waiting for decisions

Waiting for issue resolution

Waiting at integration points

## CCPM – Task Duration Uncertainty



Waiting for resources

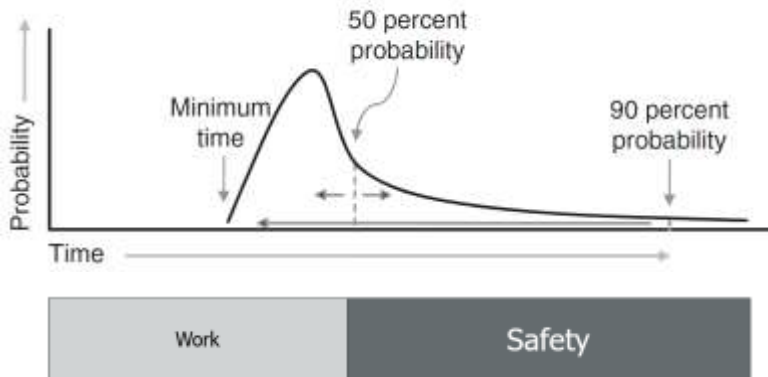
Waiting for specifications, materials

Waiting for decisions

Waiting for issue resolution

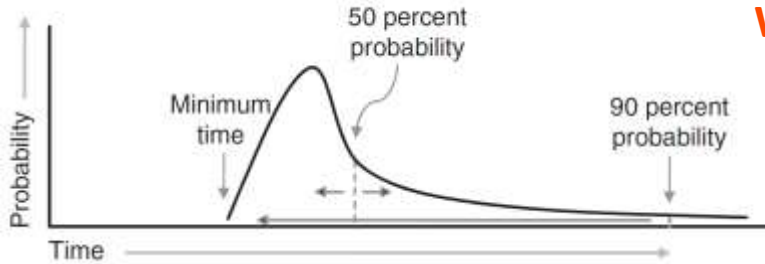
Waiting at integration points

## CCPM – Uncertainty + Estimating





## CCPM – Uncertainty + Estimating



What we have

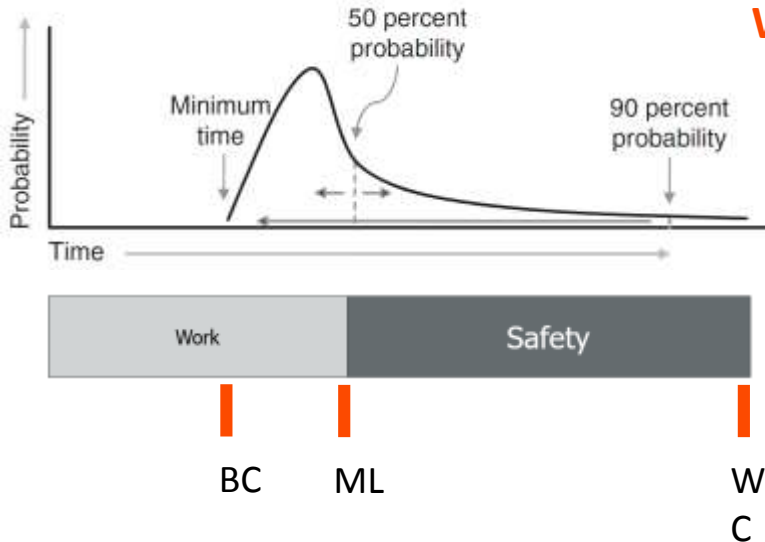


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## CCPM – Uncertainty + Estimating

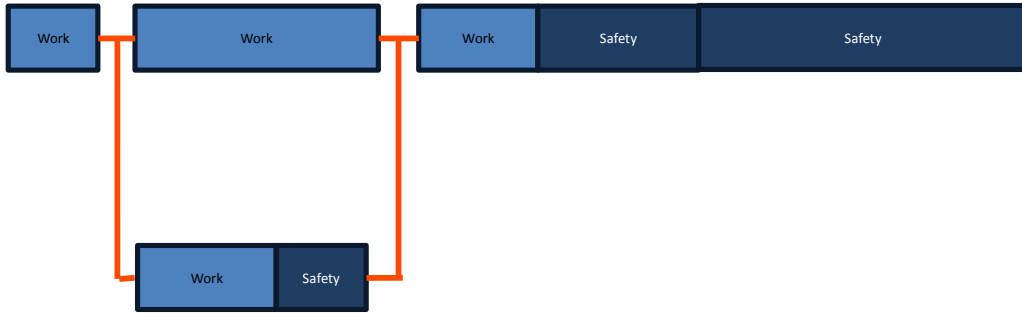


What we need

## Critical Path Schedule

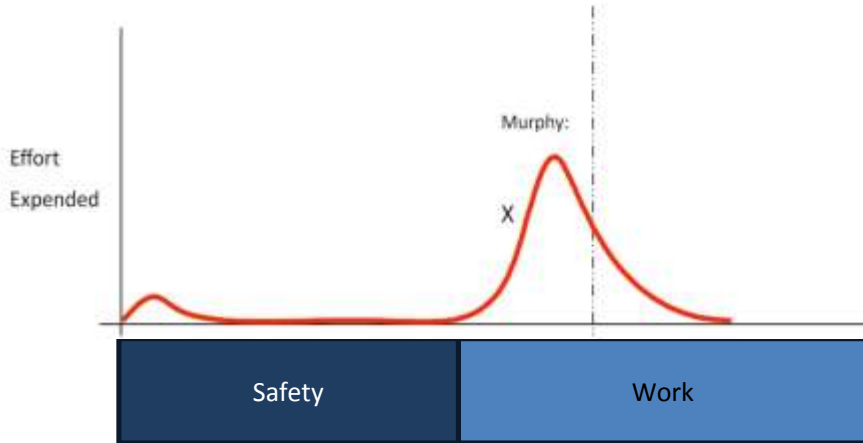


## Critical Chain Schedule

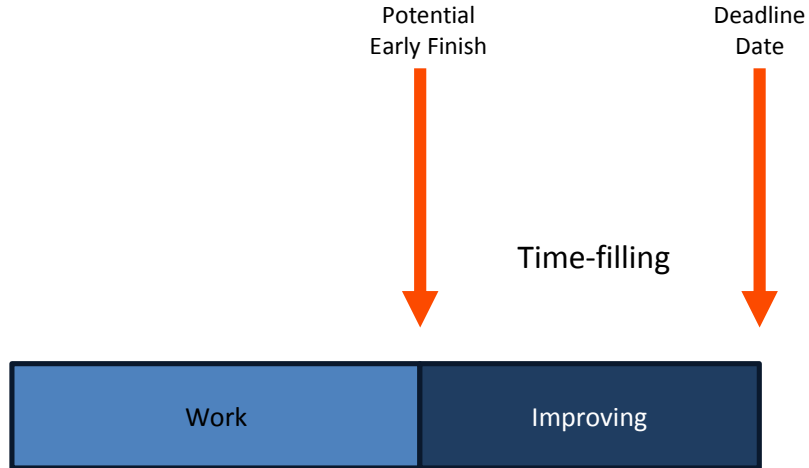


## Correcting behaviours - Starting Late

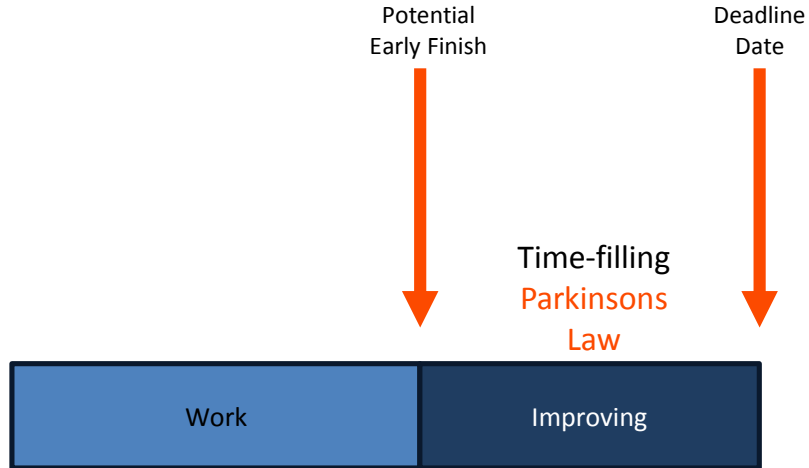
### Student Syndrome



## Correcting behaviours – Gold-plating



## Correcting behaviours – Gold-plating

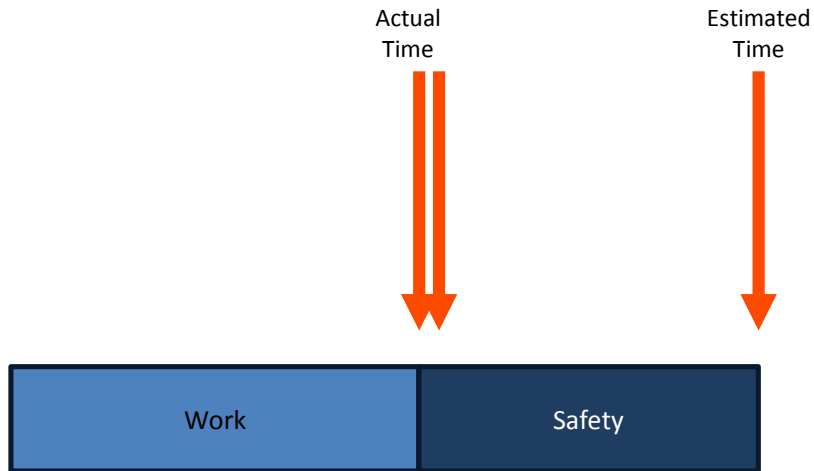


## Correcting behaviours - Sandbagging

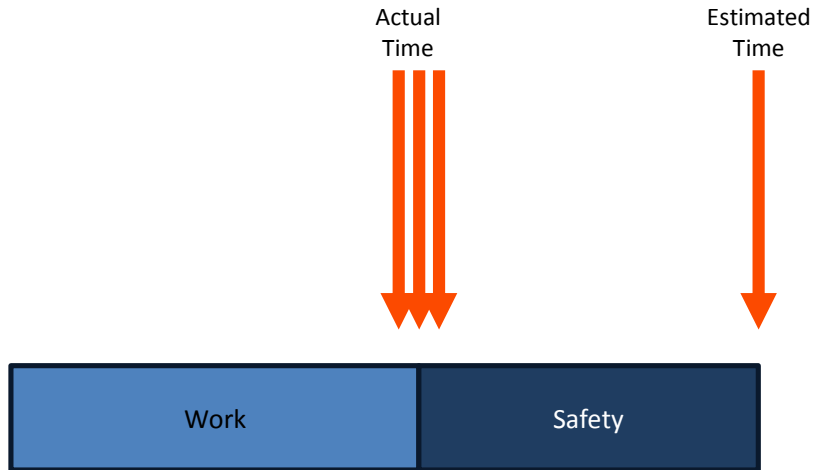




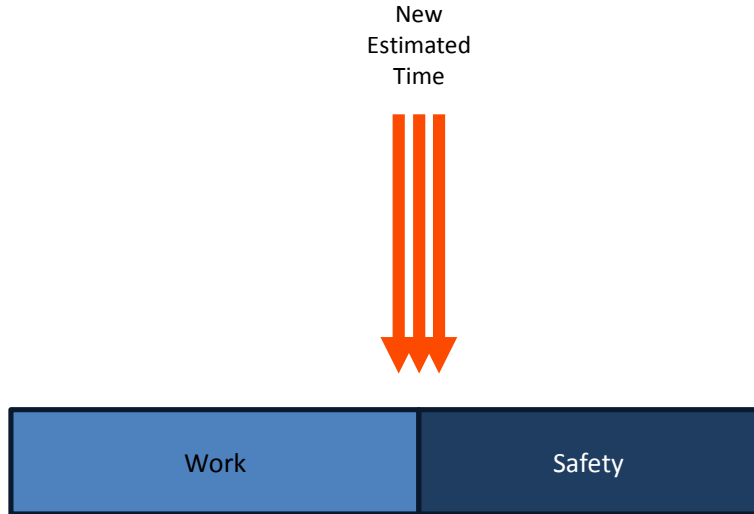
## Correcting behaviours - Sandbagging



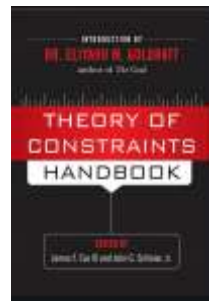
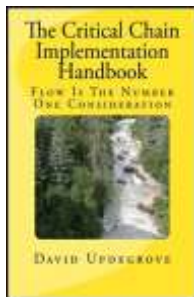
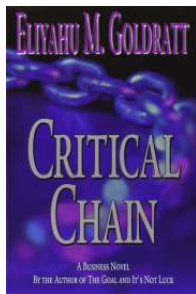
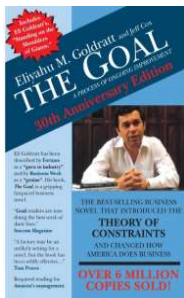
## Correcting behaviours - Sandbagging



## Correcting behaviours - Sandbagging



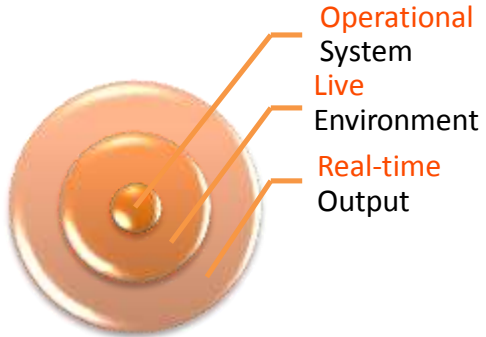
## Implementation



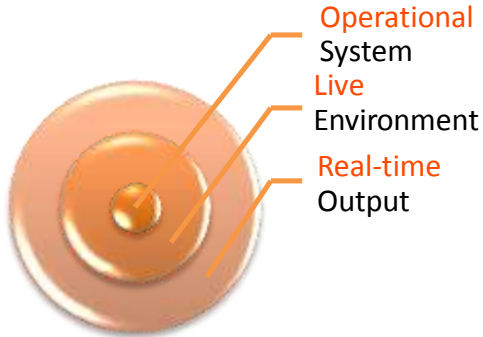
## Implementation

1. Aggressive but achievable schedule (takeaway safety)
2. Eliminate Resource Contention (resource is finite)
3. Insert both project and feeding buffers (give back safety)
4. Go to execution, reliably on time, every time ...?

## New Game – New rules

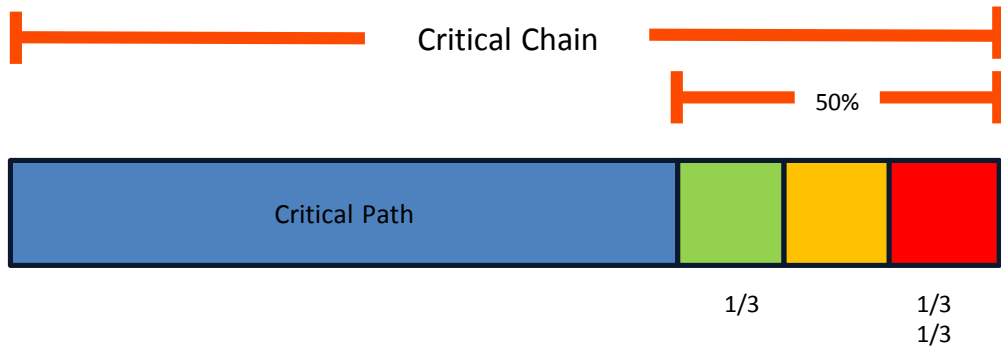


## New Game – New rules



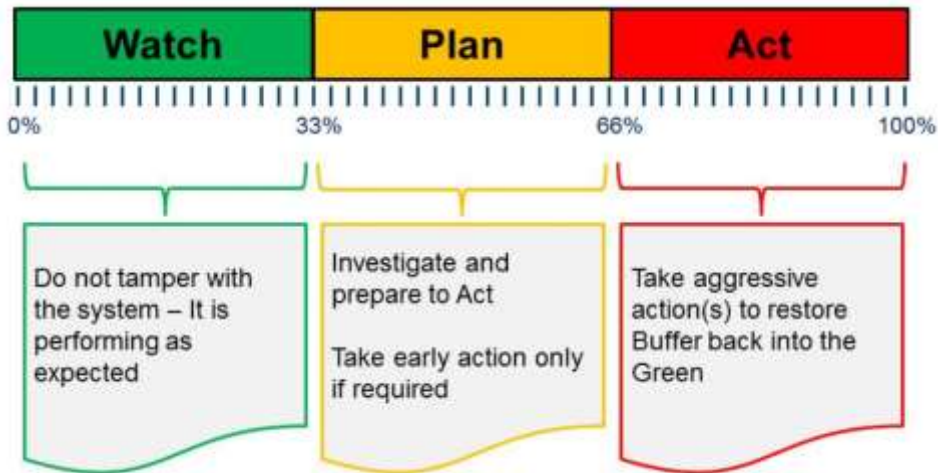
1. Pipelining
2. Buffering  
(reallocating safety)
3. Buffer Management

## Buffer Management – Directing Management Focus



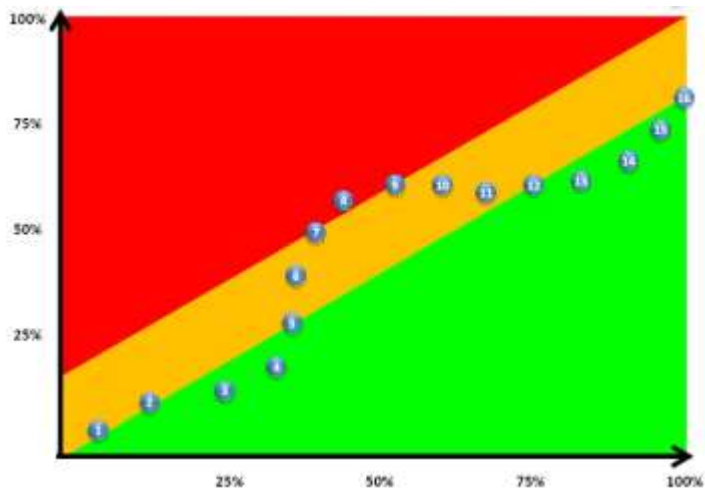


## Buffer Management – Directing Management Focus



## Buffer Management – Directing Management Focus

Buffer  
Penetration  
Index



% of Critical Chain complete

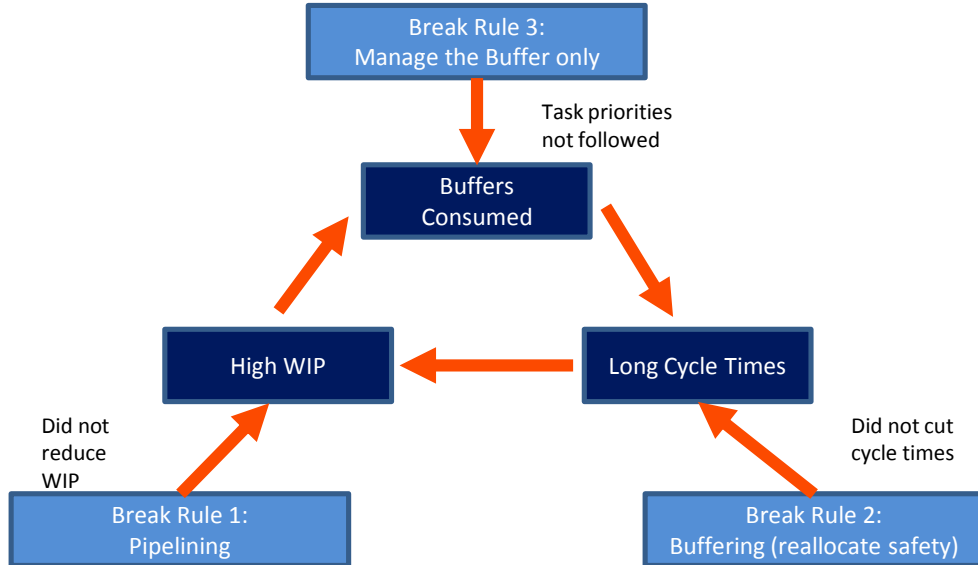
## ■ The Challenge of Change – Problems in Practice

Challenge 1: Managerial Commitment to the rules

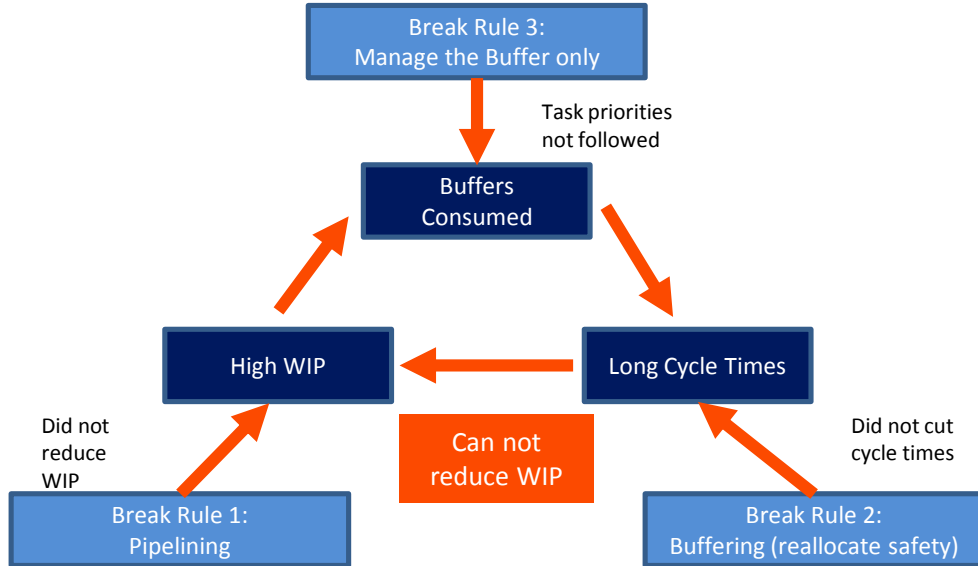
Challenge 2: Theory/concept into practice

Challenge 3: Sustaining the Rule and the Results

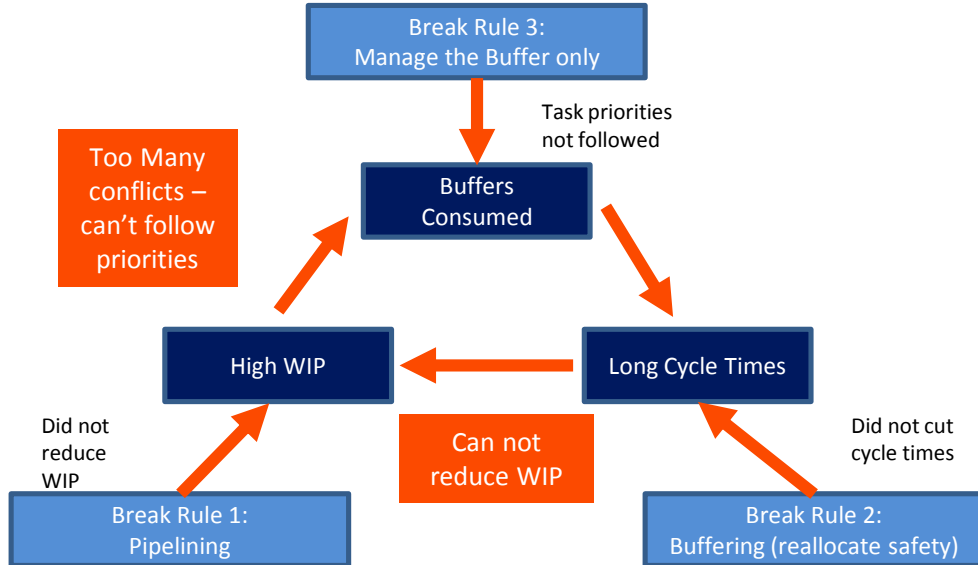
## The Challenge of Change – Problems in Practice



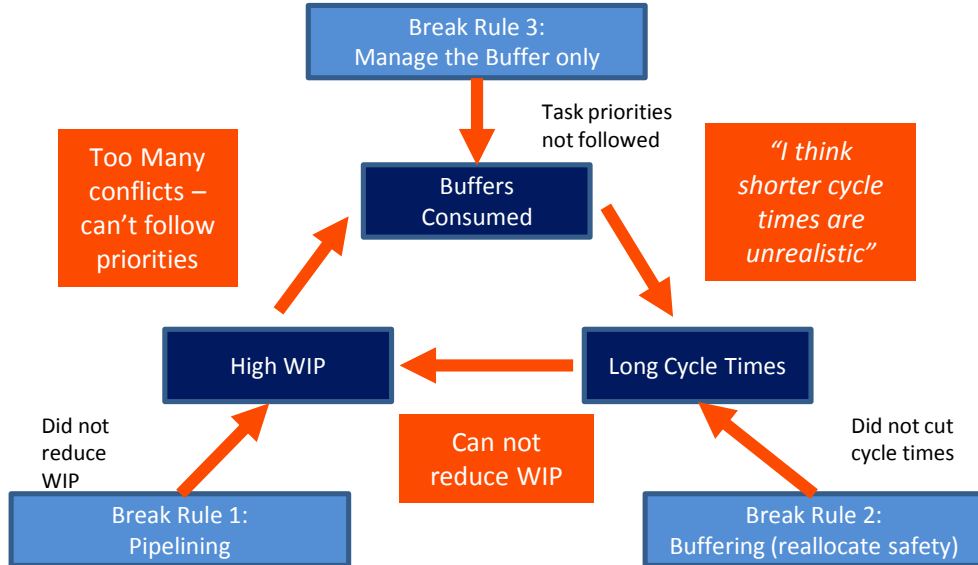
## The Challenge of Change – Problems in Practice



## The Challenge of Change – Problems in Practice



## The Challenge of Change – Problems in Practice

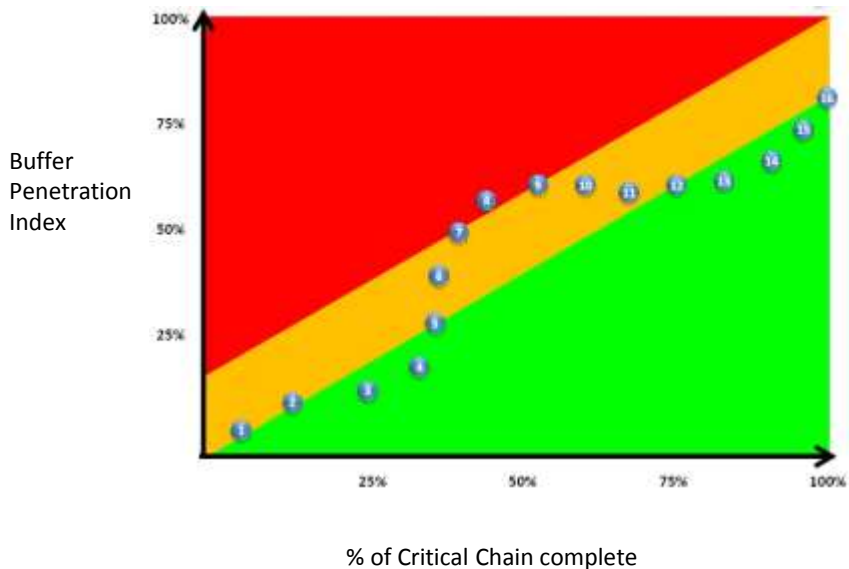


## The Challenge of Change – Mechanised Change

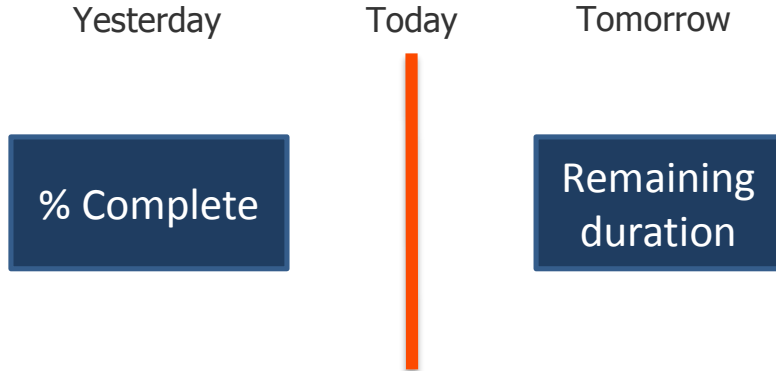
|                  |                                      |
|------------------|--------------------------------------|
| WIP Policy:      | Execution pipeline is finite         |
| Pipeline Review: | Following WIP Policy?                |
| WIP Alert:       | Actual WIP exceeds allowable WIP     |
| Tasks:           | Scheduled on buffer-based priorities |
| Compliance:      | Tasks not following priorities       |



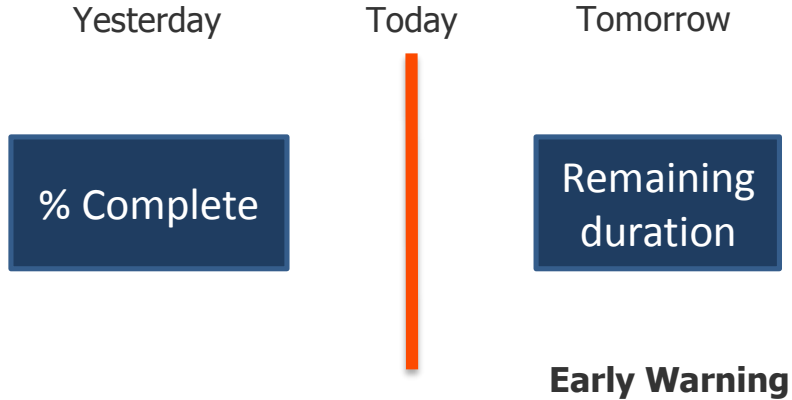
## Critical Chain and Cost Management



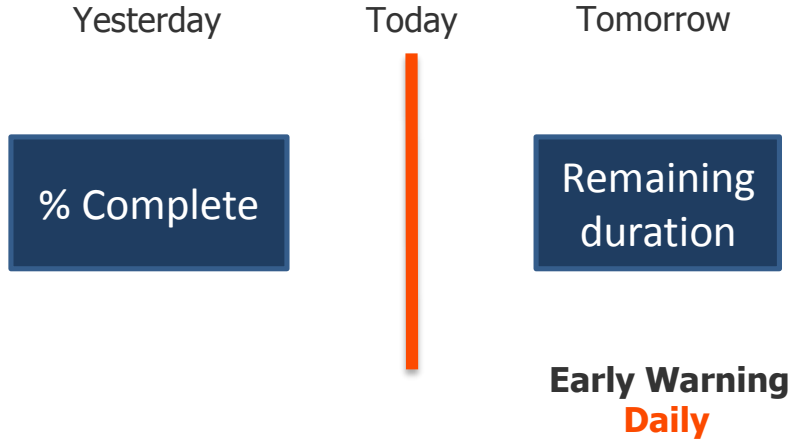
## CCPM + EVMS = A Powerful Solution



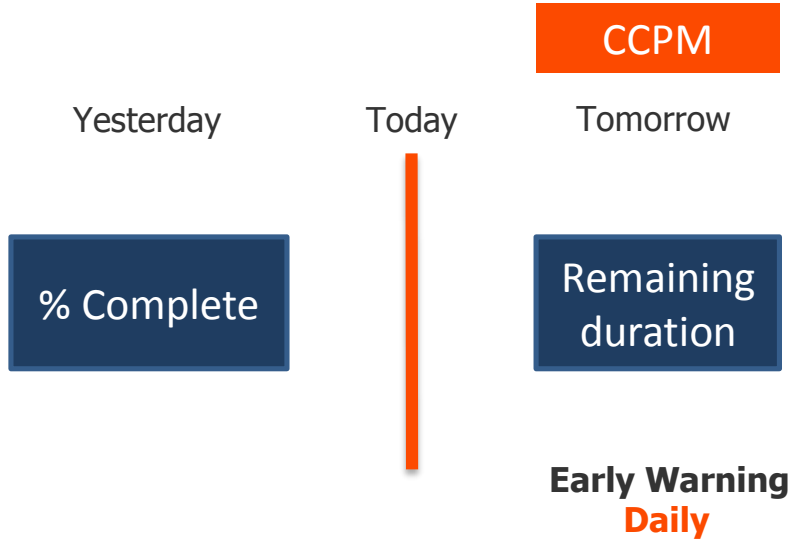
## CCPM + EVMS = A Powerful Solution



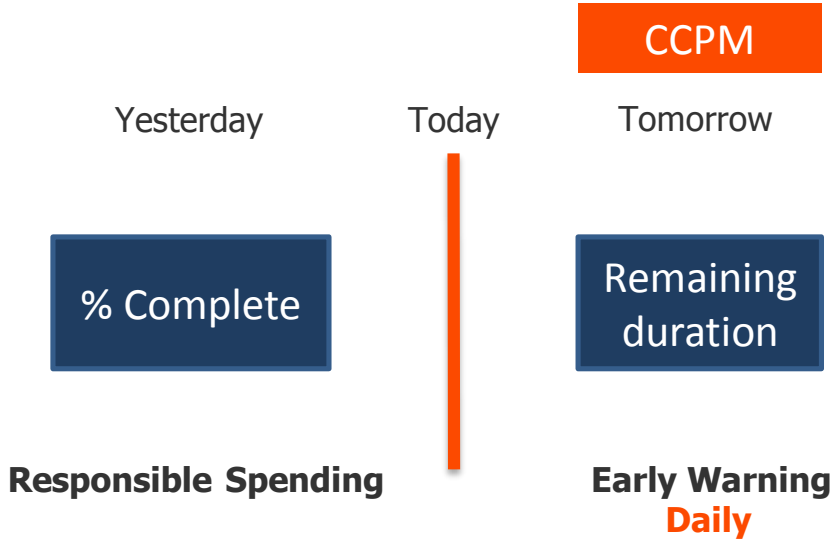
## CCPM + EVMS = A Powerful Solution



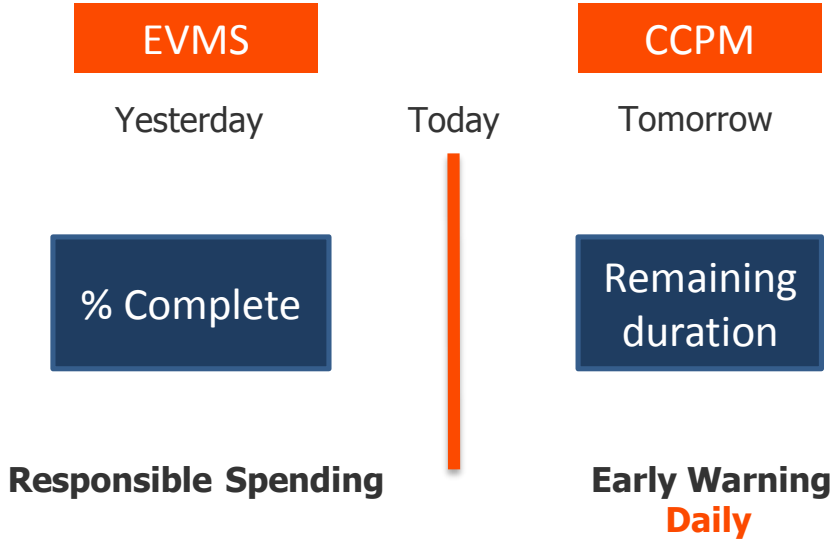
## CCPM + EVMS = A Powerful Solution



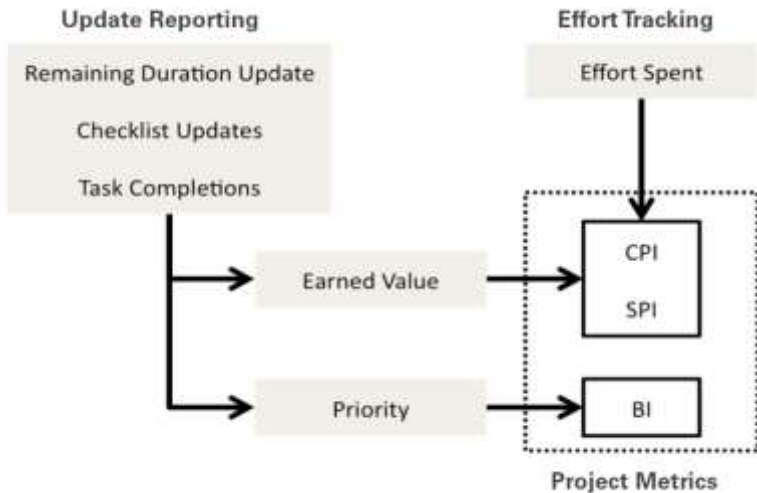
## CCPM + EVMS = A Powerful Solution



## CCPM + EVMS = A Powerful Solution



## CCPM + EVMS = A Powerful Solution





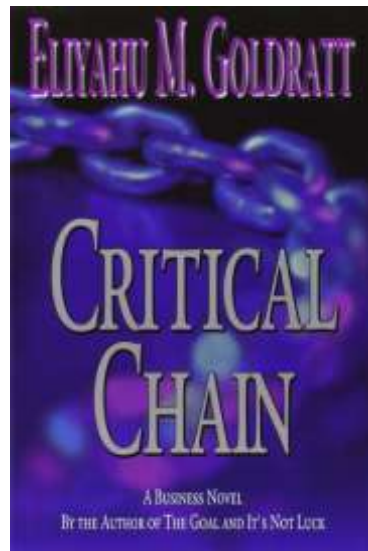
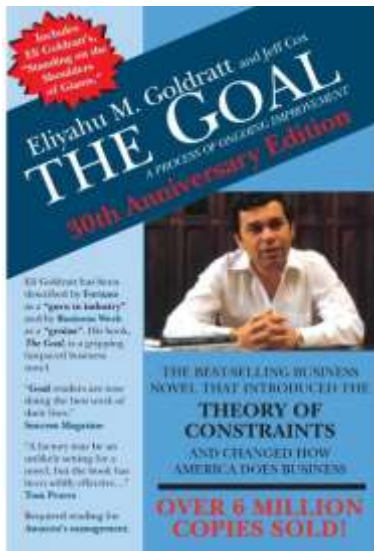
## CCPM + EVMS = Decision-making Matrix

|          | BI GOOD   | CPI GOOD   | SPI GOOD  |
|----------|---|--|---|
| BI POOR  | X   | Buffer recovery is required. Check if adding resources will help.                                      | This will happen when the longest chain is behind schedule and feeding chains are executing well. Plan buffer recovery.   |
| CPI POOR | Resources are wasted. Make resource concentration effective for project by: <ul style="list-style-type: none"> <li>• Cutting resources</li> <li>• Cutting the time lines</li> </ul> | X  | Resources are wasted. Make resource concentration effective for project by: <ul style="list-style-type: none"> <li>• Cutting resources</li> <li>• Cutting the time lines</li> </ul> |
| SPI POOR | This can only happen if resource dependencies are missing in CC plan as discussed in the beginning. Fix the CC plan.  | In this case BI will be bad too. So, buffer recovery is required. Check if adding resources will help. | X   |

## The Challenge – One tool for CCPM + EVM

|                       |   |   |   |   |   |   |   |   |
|-----------------------|---|---|---|---|---|---|---|---|
| Software              | Lynx TimeFlow   | BeingManagement   | Exepron   | CC (M) Pulse  | ProChain Scheduling Pipeline Enterprise   | Concrete  | CCPM +  | Azurra-CCPM   |
| Logo                  |  |    |    |  |   |    |  |  |
| Editor                | A-data  | Being CO., Ltd.   | Exepron   | -   | ProChain Solutions  | Realization   | Ribbin Gioia  | Stotler Henke   |
| Release date          | Continuous Deployment of Updates  | 2007  | 2010  | -   | Version 1 in 1997 Current V12   | V1.0 in 1997  | RB founded in 1980  | Founded in 1988 CCPM since 2005   |
| Criteria              |   |   |   |   |   |   |   |   |
| Software architecture | Web-based / Smart Client / Inhouse / Cloud  | Cloud / On-premises   | Cloud & Private Cloud / Exepron Mobile available  | Single Machine  | Single Machine / Customer Server or Cloud   | Web-based . Option for MSP add-on. Supports SaaS & private/on-premise installations   | Single Machine  | Cloud, or Standalone, or In-house cloud/server                                      |
| Languages             |  |   | <br><small>Available in 11 languages</small> |  |  |     |  |  |
| Customer service      |  |    |    |  |  |    | N/A   |  |

MS Excel



FOCUS

**ACT**

# FOCUS

Theory of Constraints

**ACT**

Critical Chain

Theory of Constraints

**FOCUS**

+

**ACT**

Critical Chain

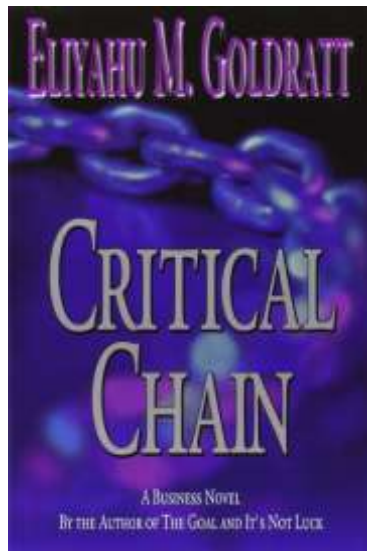
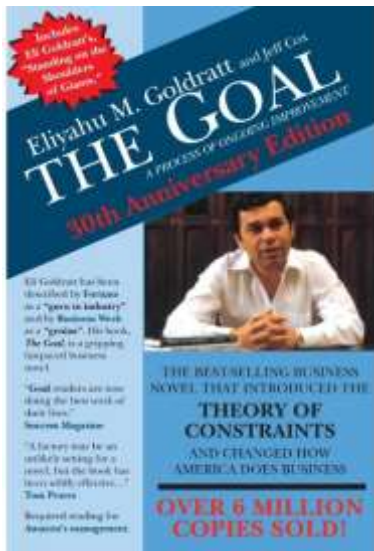



FOCUS + ACT

DON'T FOCUS  
+ ACT

FOCUS +  
DON'T ACT

DON'T FOCUS  
+ DON'T ACT





Questions  
Observations  
Feedback

BAE Systems expo stall

[simon.white3@baesystems.com](mailto:simon.white3@baesystems.com)