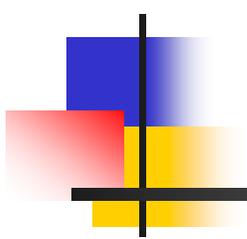


The logo for 'fiontraí' is located in the top left corner. It consists of the word 'fiontraí' in a green, lowercase, sans-serif font, set against a yellow rectangular background. A thin black line extends from the top right corner of the yellow box, ending in a small black dot.

Córais Bainistíochta agus Caighdeáin i gComhlucht Innealtóireachta i gCorcaigh

A decorative graphic on the left side of the slide features a vertical black line intersecting a horizontal black line. To the left of the vertical line are three overlapping squares: a blue one at the top, a red one in the middle, and a yellow one at the bottom. The horizontal line extends across the width of the slide.

Cás Staidéar:
Mac B Teo
&
Mac B (Táirgíocht) Teo

Láiritheoir: Domhnall Mac a' Bháird
5/10/07, City Hotel Derry

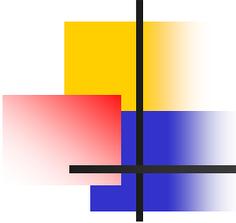


Bunaithe: 1982

Stiúirtheóir: Domhnall Mac a' Bháird

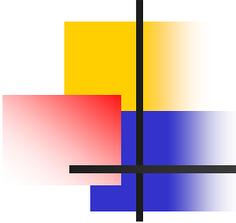
Soláthar, Dáileadh agus Déantús
Fáisceadáin & Crua-earraí Leictreónacha

www.macb.ie



Cúlra

- Swift Screw Products – Tógáil
- Margadh Úr
 - Tairgí Meiricéanacha: Órlaigh
- Bunadh Mac B Teo.



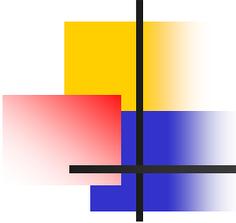
Báinistíochta agus Caighdeáin

- Sean-Chórais Traidisiúnta
- ISO-9001
- Díreach in Am - DIA (JIT)
- Smachtú Statisticiúil ar Phróiseis - SSP
- Cognitive Systems - COGS



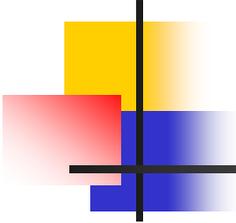
Stair an Ghnóithe

Bliain 1



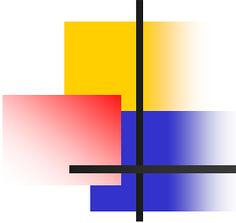
Blian 1

- Sprioc
- Módh
- Réamh Obair
- Torradh
- Ciall Ceannaigh



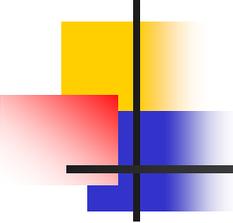
Sprioc

- Freastail ar chuid den mhargadh nach rabhthas ag freastal air
- Caighdeáin Mhericeánacha
 - Órlach v Meadair
- Tionscail
 - Táirigíocht & Eleictreónacha v Tógáil



Módh

- Stoc a chur isteach in Éirinn d'earraí de chaighdeán Mheiriceánach
- Earraí nach raibh caighdeánach, ach a raibh éileamh ortha
- Líntí táirgí eisiteacha (Exclusive Product Lines)
- Taighde Margaidh
 - Cearbhachas oilte (Educated gamble)
- Freastal Eisceachtúil
 - Ní luach amháin atá tabhachtach



Réamh Obair

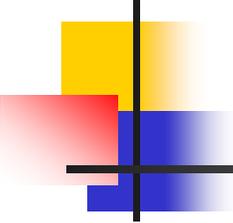
- Cuntasóir
 - Teiliceáin Airgeadais (Projections)

Mura ndéanann tú réamh obair, teipfidh ar an fiontar!

~

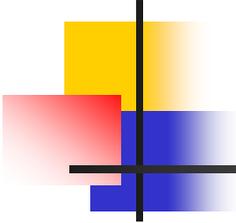
Failing to prepare is preparing to fail!

- Telex, TOLL, COMHADA aH



Torradh

- Tacaíocht
 - Cuid de na custaiméirí o SSP
 - Cuid nár thug tacaíocht
- Freasúra
- Líntí Eisiteacha
 - PEM in 1983 - Dearaithe isteach
 - PEM ar na Líníochtaí Dearaithe



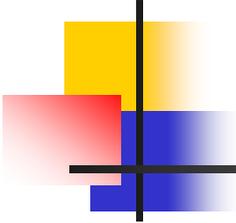
Ciall Cheannaigh

- Cáin
- Barraíocht stoc
- Easpa spáis
- Eagraíocht stoc
 - Earraí agam, ach cailte



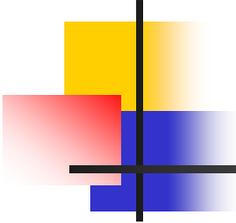
Stair an Ghnóithe

Blianta 2 - 4



Blianta 2 - 4

- An tOileán Bheag
 - Spás
 - Cumarsáid
 - Fax
 - Operator Dial Up
 - Fón Chár
- Foireann Breise
 - Saoirse dhul ag díol
 - Claoigh le do neart
 - Eagríocht storais



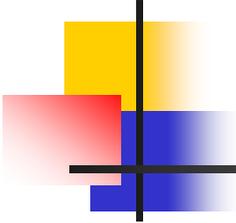
Blianta 2 - 4

- Lintí Eisiteacha
 - PEM Camloc I S AVK Rolex (Gníomhairí aonaracha)
- Comhluchtaí Móra
 - Wang, Digital, Atari, Apple, Lebert, Sabretron, Varian
- Fó-Chonraitheoirí
 - Computer Fabrication, Strongbow, Joe Higgins, Ballymount, Southborough, C M E
- Ná glac le diultadh
 - Digital, Thermoking (8 mbliain)

Béim ar Freastal

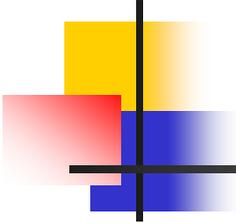


Córais Bainistíochta agus Caighdeáin



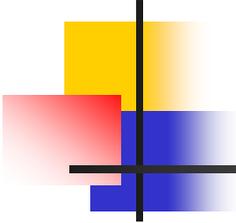
Bun Riallacha

- **CSÉAA (KISS)**
 - Coinnigh Simplí é a Amadán
 - Keep It Simple Stupid



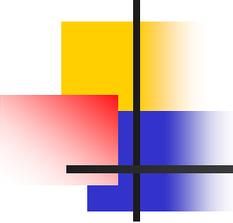
Bun Riallacha

- CSÉAA - Coinnigh Simplí é, a Amadán - KISS



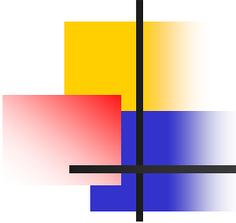
Bun Riallacha

- Is ionann an Custaiméar le Dia
 - Tuig é agus freastal air
 - Is cuma cad é a ba mhaith leatsa díol, mura bhfuil sé ag teastal uaidh



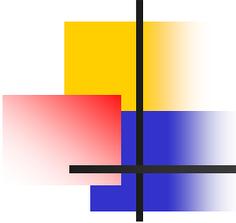
Bun Riallacha

- CSÉAA - Coinnigh Simplí é a Amadán - KISS
- Is ionann an Custaiméar le Dia



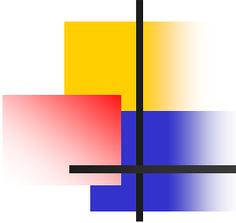
Bun Riallacha

- Faigh an méid is féidir leat ar do chuid earraí



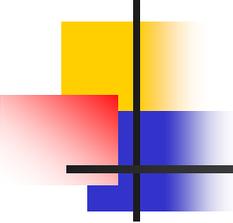
Bun Riallacha

- CSÉAA - Coinnigh Simplí é a Amadán - KISS
- Is ionann an Custaiméar le Dia
- Faigh an méid is féidir leat ar do chuid earraí



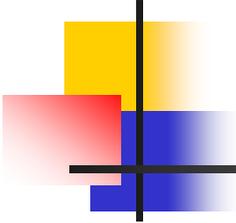
Bun Riallacha

- Cumersáid
 - Teangbhall
 - Tuig custaiméar/solatharéoir
 - Malartáin
 - Admhaigh botúin in ám
 - Ceartaigh botúin
 - **An chéad fax**



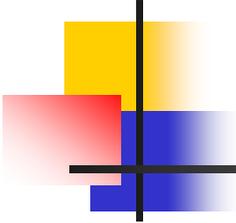
Bun Riallacha

- CSÉAA - Coinnigh Simplí é a Amadán - KISS
- Is ionann an Custaiméar le Dia
- Faigh an méid is féidir leat ar do chuid earraí
- Cumersáid



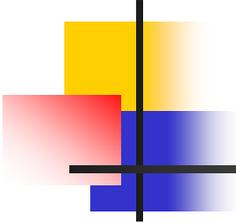
Bun Riallacha

- Gnáth Chiall
 - Foghlaim ó do chuid butúin
 - Ceartaigh iad
 - Ceartaigh a chúis (ISO 9000)



Bun Riallacha

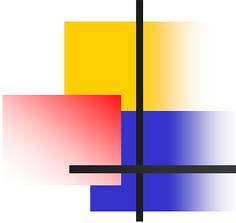
- CSÉAA - Coinnigh Simplí é a Amadán - KISS
- Is ionann an Custaiméar le Dia
- Faigh an méid is féidir leat ar do chuid earraí
- Cumersáid
- Gnáth Chiall



Bun Riallacha

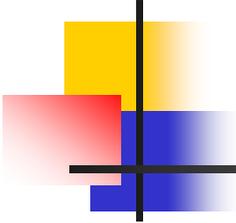
- Foireann

- Roghnaigh go cúramach iad
- Tug aire mhaith dóibh
- Treanáil go maith iad
- Tug freagracht dóibh
- Tug tacaíocht dóibh
- Tug na h-áiseanna dóibh le na ndúlghaisí a comhlíniú



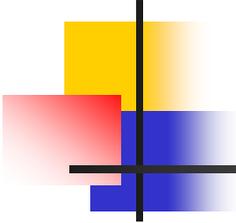
Bun Riallacha

- CSÉAA - Coinnigh Simplí é a Amadán - KISS
- Is ionann an Custaiméar le Dia
- Faigh an méid is féidir leat ar do chuid earraí
- Cumersáid
- Gnáth Chiall
- Foireann



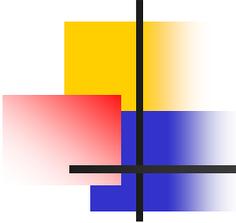
Bun Riallacha

- Earraí
 - Coinnigh stoc teann
 - Stoc chuntas ar Kardex
 - Roghnú foinnsí de réir caighdeán a n-earraí agus a seirbhís
 - Leagan amach órdaithe ar stoc



Bun Riallacha

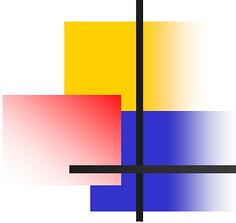
- CSÉAA - Coinnigh Simplí é a Amadán - KISS
- Is ionann an Custaiméar le Dia
- Faigh an méid is féidir leat ar do chuid earraí
- Cumersáid
- Gnáth Chiall
- Foireann
- Earraí



Bun Riallacha

- Cuntaisí

- Leabhair cuntais
- Cuntais simplí míosúla
- **Módh tomháis iad na cuntais**
- Mura féidir a thómhas, ní féidir é a dhéanamh
- Is fíor seo i gcursaí airgeadais agus innealtóireachta
- Coinnigh costaisí íseal



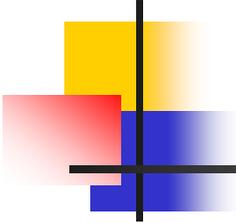
Bun Riallacha

- CSÉAA - Coinnigh Simplí é a Amadán - KISS
- Is ionann an Custaiméar le Dia
- Faigh an méid is féidir leat ar do chuid earraí
- Cumersáid
- Gnáth Chiall
- Foireann
- Earraí
- Cuntaisí



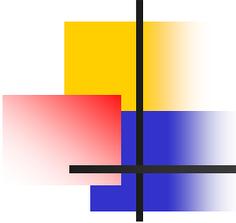
Stair an Ghnóithe

Blianta 4 - 11



Blianta 4 - 11

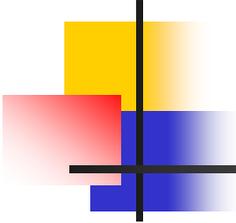
- Górt Álainn
 - (7 mbliana) 1985-1992
- Spás, stoc & treallamh
- Ríomhairí
- Mac B (Tairgíocht) Teo



Mac B (Táirgíocht) Teo

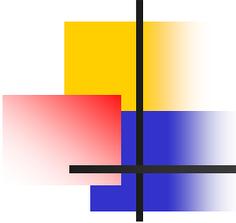
- Sprioc

- Freastal ar éileamh ar **earraí neamh chaideánacha** a bhí ag tabhairt deacrachtaí dúinn
- Leas a bhaint as **ráta cáinneach 10%**



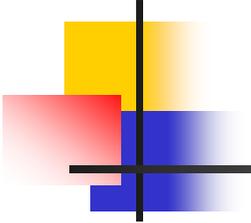
Mac B (Tairgíocht) Teo

- Réamh obair
 - Aithris ar agus cuidiú ó chairde / Solatharaithe
 - Precision Steel Components Ltd
 - Mar bhí le bliain 1
- Ní dhearna muid an réamh obair go maith



Mac B (Tairgíocht) Teo

- **Torradh**
 - Cailliúint an-mhór ar feadh roinnt bliain
 - £80,000 faoi 1992
- **Scaggadh ar an torradh**
 - Easpa tréanála
- **Ceartú**
 - Treanálaí seachtrach isteach
 - An-daor: £25,000 ar 6 mhí i 1992
 - Dhíol sé as fhéin i 6 mhí



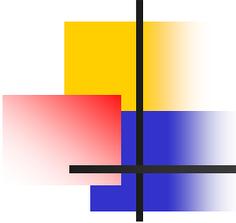
Chórais Caighdeán Fhoirmiúla

- ISO 9001,9004 www.the9000store.com
 - Corás Scríofa a eagraíonn comhlacht trí próiséis éagsúla a nascadh

- Cúis
 - Coinníol Riachtanach agus Éileamh
(Condition of supply)

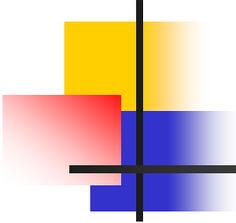
Déan i gceart an chéad uair é!

- Modh
 - Cuidiú ó Chustaiméirí
 - Comhairleoirí Seachtracha
 - Treanáil Foirne
 - Éarcaíocht
- Samplaí
 - Sampla na Fuinneóige
 - Dúbailt Oibre



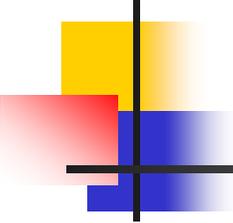
Díreach in Ám - JIT

- Taichi Ohno, Toyota
- Faidhbeanna
 - Faidhbeanna Stoc Inventory Problems
 - Stoc gan úsáid Unused accumulated Inventory
 - Thargaíocht Mí-éifeachtach Unproductive
 - Deacrachtaí stórála Effort in Storing
 - Bhanaistíocht Costasach Costly to Manage



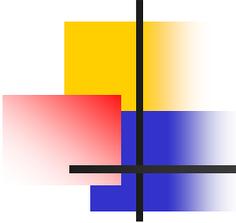
Díreach in Ám - JIT

- Torradh na bhFaidhb
 - Droch cháil o dhroch tháirgí
 - Costaisí árda
 - Tairgíocht v Éileamh
 - Ró-mhall ag díol
 - Móill ar Dháileadh



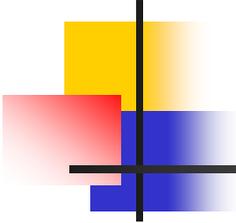
Díreach in Ám - JIT

- Sprioc
 - Iomaíocht níos treise
 - Tairgíocht níos éifeachtaí
 - Laghdú cur amú
 - Barr Cruinneas, Bun Costas
- Tairgíocht de réir Éileamh



Díreach in Ám - JIT

- Fúascailt
 - Módh Táirgíochta gan locht
 - Dáilleadh níos éifeachtaí agus níos gaiste



Melnyk and Denzler

1. Laghdú ar amh ábhar

- (Reduction of Inventory)

2. Laghdú ar mhoill

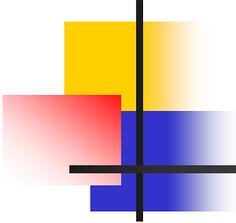
- (Reduction of Lead Time)

3. Smacht Caighdeán Cruinneas

- (Quality Control)

4. Biseach i dTáirgíocht

- (Improve Performance)



Melnyk and Denzler

5. Cothúmhal Seachantach

- (Total Preventive Maintenance)

6. Feabhsú Leanúnach

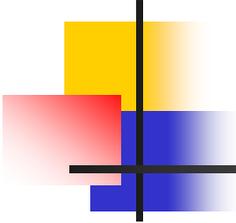
- (Continuous Improvement)

7. Buntáiste Straitéasach

- (Strategic Gain)

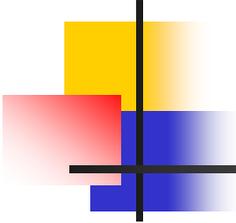
8. Laghdú ar Cur Amú

- (Reduction of wastes)



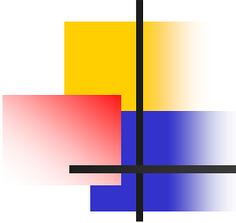
Díreach in Ám - JIT

- Módh
 - Kan Ban = Oll-mhargadh
 - Fear Aráinn don Kan Ban
 - Ath-líonadh (Merchandising)



Díreach in Ám (JIT) - Sampla

- Digital Equipment Teo
 - Dave Hogan
 - Laghdú Stoic
 - luach 8 mhí go luach 4 mhí
 - €700,000,000 airgead tirim



Díreach in Ám - JIT

- JIT do Mac B Teo fhéin
 - Aithris
 - Breis luach
 - Is ionann le Dia an Custaiméir,
Tuig é agus freastal air
 - Scéideil (Schedules)
 - Laghdú ar Storaís
 - Tuilleadh Spáis táirgíochta
 - Géarchéim Eacnamaíochta / Recession

Smáchtú Statisticiúil ar Phróiséis SSP

- Stair:
 - Bunathóir: Walter A. Shewhart 1920+
 - Forbaitheóir: W. Edwards Deming
 - 2ra Cogadh Domhanda, An t-Seapáin

Smáchtú Statisticiúil ar Phróiséis SSP

- **Traditiunta**

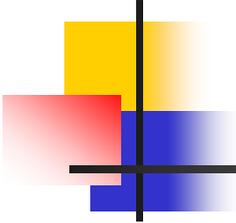
- Iar Scrudú 100% taréis a tharraigthe.

- **SSP**

- **Baineann SSP usáid as modhanna statisticúla le:**

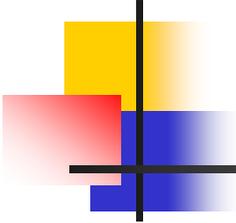
- Smacht agus Feitheóireacht ar phróiséis
- Athraithe ar an phróiséis a athaint agus a cheartú
- Déanta i gcruinneas do réir na sonraithe cearta
- Feabhsú leanúnach ar an phróiséis
 - Ní ar an táirge!

- **Cáirt Smachta** - Control Charts



Wikipedia Links

- [Process Control](#)
- [Process Capability](#)
- [Quality Assurance](#)
- [Quality Control](#)
- [Sampling \(statistics\)](#)



COGS

- Sprioc
 - Soiléar agus Dearfach
- “Sa dóigh go.....”
- Cé dhéanfaidh é? Tacaíocht
- Triallach
- Coinnigh na maitheas (babaí le h-uisce)
- Tionnchar ar rudaí eile
- Aontas na foirne

Company Development Plan.
Mac B Ltd.

Goals.

General.

My primary goal for the company is to **make Mac B Ltd. the most efficient company of its kind in Ireland.**

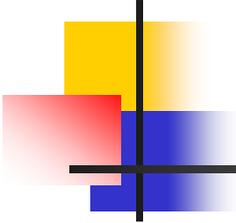
I will achieve this goal while simultaneously **reducing my own involvement in the day to day running** of the company.

By reducing my involvement in the day to day tasks, I will free myself to concentrate on **Key Issues of Policy and to make Key Decisions**, in relation to the company, and to pursue other interests.

I will **improve the quality of life of our people** at all levels in the company by developing with them **better systems and methods**, and more "ownership " of their work.

What do I mean by "making Mac B Ltd. the most efficient company in Ireland"?

I mean that we will **maximize the return on the resources employed** in the company, both human, financial and material. This will be **measured** by our performance in **achieving profit targets** which I will **set in conjunction with our senior management team.**



Pearlaí...

- “If you can’t measure it you can’t make it”
- Continuous Improvement is preferable to postponed perfection.
- Failing to prepare is preparing to fail: (GAA)
- Set your objectives. Set up suitable systems to achieve them
- I S O 9000 J I T S P C Cogs
- Learn to manage Change. Adapt.
- Turn Bad customers to good or turn them away.
- Watch cash flow. Avoid overtrading.
- Pay your taxes on time.
- Know your costs.
- Budget: Don’t spend what you have not planned and accounted for.
- Plan for mid to long term.
- Is fear Cara sa chúirt.....
- Work on your business, not in your business.
- Make or Buy

Go Raibh Maith Agaibh