

IntelLog has brought Professor Peter Hines, one of the world's foremost business improvement leaders, to Australia. He has developed and proven the thinking and principles behind strategy execution to enable businesses to become globally competitive.

Attendees will receive a copy of the presentation material, a book of recent business improvement articles and a copy of **Lean Profit Potential** by Professor Peter Hines, **The Toyota Way** by Jeffery Liker and **Execution – The Discipline of Getting Things Done** by Larry Bossidy and Ram Charan.

Presenters

Professor Peter Hines

Professor Peter Hines is one of the world's leaders in Lean Thinking, a manufacturing based methodology for reducing cost and waste. He is Professor of Supply Chain Management and Director of the Lean Enterprise Research Centre at Cardiff Business School and Chairman of SA Partners Pty Ltd, the largest Lean Thinking implementation and training group in Europe.

Professor Hines has undertaken extensive research into the supply chain and pioneered a number of key concepts, methods and applications, including Supplier Associations (now involving over 800 European firms), Value Stream Mapping, Network Sourcing, the Three Tier System of Management and the Value Stream Analysis Tool. He has also written and co-written a number of books and many articles.

He has revolutionised the healthcare, manufacturing, steel, food, pharmaceutical and finance industries by assisting organisations such as Tesco, Corus Steel, Whirlpool, Royal Doulton, Ford, Sony, Smiths, and Boots, to execute strategy, become globally competitive and identify and achieve their profit potential.

Bernie Kelly

Bernie has strategic and operational leadership experience across the whole supply chain process. He has recently joined IntelLog and has extensive knowledge and expertise in sustainable performance improvement.

Bernie's recent roles include leading the business improvement strategy and change management activity as the GM Supply Chain and Operations at Golden Circle, and executing a dynamic commercialisation strategy and globalisation of supply chain systems and processes as the Supply Director at Diageo.

Bernie will share experiences and lead discussions around success stories and hard earned lessons in the challenges of executing strategy.

Andrew Stewart

Andrew is the Managing Director of IntelLog and has more than 30 years experience in the supply chain, materials handling, logistics and manufacturing industries. Andrew is a lean thinking champion and educator. He will share some of his recent experiences, in the form of case studies, in supporting Australian management to engage their people in a business improvement strategy based on alignment to the customer and focus on the elimination of waste.

About IntelLog

IntelLog is one of Australia's leading Lean Thinking and supply chain consulting groups. The company works throughout Australia and Asia designing and implementing business improvement, supply chain and logistics solutions for customers in the food, transport, warehousing, medical, retail, clothing, FMCG, automotive, textile, chemical, petroleum, manufacturing, fulfilment and third party logistics sectors. The company focuses on training and mentoring management and staff in the use and application of Lean Thinking and other business improvement and change management tools.

Registration

Registration Form

Please copy, complete and return to IntelLog by 8 June 2007.

Fax (03) 9550 0829

Post IntelLog Pty Ltd, Level 2, 541 Blackburn Road, Mount Waverley VIC 3149.

Enquiries emma@intellog.com.au

I wish to register for the following workshop(s)

Melbourne

RACV City Club, Level 2, 501 Bourke Street, Melbourne VIC 3000

Telephone (03) 9944 8888

Monday 18 June 2007

Workshop One: Executing your strategy Tickets required _____

Tuesday 19 June 2007

Workshop Two: Aligning your business improvement activity to the customer Tickets required _____

Workshop times

Start 8.30 am for 9.00 am. **Lunch** 12.30 pm. **Finish** 5.00 pm.

Sydney

Rydges – Parramatta, 116-118 James Ruse Drive, Rosehill NSW 2142

Telephone (02) 8863 7600

Wednesday 27 June 2007

Workshop One: Executing your strategy Tickets required _____

Thursday 28 June 2007

Workshop Two: Aligning your business improvement activity to the customer Tickets required _____

Workshop times

Start 8.30 am for 9.00 am. **Lunch** 12.30 pm. **Finish** 5.00 pm.

Cost

Workshop One \$900 X _____ tickets Total \$ _____

Workshop Two \$900 X _____ tickets Total \$ _____

Workshop One + Two \$1600 X _____ tickets Total \$ _____

Title: _____ Name: _____

Surname: _____

Address: _____

Suburb: _____ State: _____ Postcode: _____

Tel (Bh): _____ Tel (Ah): _____ Mobile _____

I authorise IntelLog to charge \$ _____ to my Mastercard BankCard VISA

Credit card number: _____ Expiry: _____

Cardholder's name: _____

Cardholder's signature: _____

Please find a cheque enclosed for \$ _____ made payable to IntelLog Pty Ltd.

Cancellation policy: IntelLog Pty Ltd reserves the right to cancel events and issue refunds. In the event that an attendee cannot attend, a substitute is welcome to attend in their place. No refunds will be given unless 14 days notice is given in writing from the date of the planned event. Due to any unforeseen circumstances, scheduled speakers may change.

**Andrew,
if you are
responsible for
the core running
of your business
and executing its
strategies, this
is an opportunity
you can't afford
to miss.**

Building and executing strategy that delivers

Bridge the gap between what your business aspires to achieve and what it needs to do to be globally competitive

- **Create change and remain relevant and competitive.**
- **Get your staff and stakeholders to support your strategy.**
- **Build the capabilities of execution within your business.**
- **Identify and realise your profit potential.**
- **Achieve this in the face of growing pressure from globalisation.**

Why you must attend – outcomes for your business

Find out what you need to know and how to execute your strategy from one of the world's foremost business improvement leaders Professor Peter Hines. Take away practical tools, methods and strategies to significantly improve your business performance and be globally competitive. This is a rare opportunity to work alongside world class thinkers and leaders to learn how to build and execute your strategy.

Who must attend

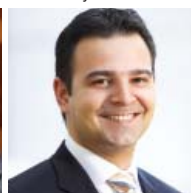
If you are a business leader who is responsible for integrating the core running of your business and executing the strategies that deliver global competitiveness and profitable growth, this workshop is an opportunity you can't afford to miss.

These workshops are invaluable for people who are on a business improvement journey and are not sure of the outcomes, results and their sustainability.

Prof Peter Hines



Bernie Kelly



Andrew Stewart



We understand that your time is precious, that's why the workshops have been designed as stand alone days that address key business improvement issues. Together, the two days address the total enterprise, from customer to supplier. The workshops will be in an interactive format, where attendees will be able to discuss their own business challenges with speakers and other business leaders in attendance. Workshops will be limited to 25 attendees.

Workshop one Executing your strategy

Themes:

- > Not just doing things better but doing better things.
- > Aligning your people and stakeholders and executing your business strategy to meet your goals.

Content:

- How to identify and define the potential of your business in terms of sustainable profitable growth.
- How to execute your strategy down through the organisation and achieve your business goals.
- How to engage your people and external stakeholders (customers and suppliers).
- How to sustain the business improvement journey 18 and 24 months on – the path and the pitfalls.
- Where do the many business improvement philosophies and techniques fit (Lean, Six Sigma, Theory of Constraints) – what will each deliver, where and how should you start your journey?
- What should be measured and how?
- How is the business improvement strategy applied across multiple sites (using a case study).

“In the global business environment, there is more aggressive scrutiny of performance than ever before and less tolerance of poor strategy execution. The environment is increasingly complex and fast paced. To keep up, Australian businesses need to become truly globally competitive.”

Andrew Stewart
Managing Director, InteLog

Workshop two Aligning your business improvement activity to the customer

Themes:

- > Engaging your customers and aligning your business improvement program to their value requirements (actual and perceived).
- > Engaging your key suppliers to deliver your customer value offer.

Content:

- Examples of customer surveys and awareness activity – what questions from which customers?
- How to align your business activity to what customers value – increasing sales with less resource unit content.
- How to involve your suppliers to assist you to deliver the value proposition to your customers to provide sustainable profitable growth for you and them.
- Examples of how to go beyond good collaboration to supplier integration – the benefits and the constraints.
- Linking the delivery of the business strategy and the metrics required.
- Various models and examples of customer and supplier engagement and awareness will be presented, discussed and workshopped.

“We've found Peter has the rare ability to communicate just as effectively to the Chief Executive as the Warehouse Supervisor. His message has a credibility and clarity that we can translate into practical actions.”

Andrew Bray
General Manager Supply Chain, Smorgon Steel Distribution