



SOLUTION

# Management System + Operational Leadership

Do More Than Set Goals. Exceed Them Faster.

## Does your organization struggle to:

- Connect big picture strategy to day-to-day goals and objectives
- Consistently meet performance goals
- Solve problems and keep them fixed
- Align improvement priorities and resources around strategic objectives
- Focus the team on a common set of business-critical metrics

## With the TBM Management System, you will:

- Create a consistent management process across your entire enterprise
- Improve executional effectiveness and speed
- Know what daily work to do and what to measure to stay on track and move toward your strategic vision
- Get out of fire-fighting mode and focus on problem solving
- Realize sustainable, breakthrough performance improvement up to 15% in addition to other physical improvements

## Translate your strategic vision for breakthrough performance into executable plans with achievable daily milestones.

**Strategy Deployment:** TBM helps you develop 3-5 year breakthrough goals and translate them into annual objectives with measurable targets and actionable plans. Using time-proven process discipline and monthly reviews, you will increase your likelihood of successfully implementing your strategy.

**Goal Deployment:** We help you do more than communicate and cascade high-level goals. We give you a detailed improvement roadmap with meaningful targets for every level, from front line employees up through middle management.

**Operational Leadership Development:** We make your leaders the engine behind your management system by teaching them to use a structured approach to drive daily improvement. Metrics are aligned, accountability is clear, and problem-solving skills are rooted in organizational behavior.

**Daily Management Process:** Establish the rigor and discipline needed for setting goals, measuring progress, identifying misses and root causes, and course correcting on a daily basis. So you can win the day, the week, the month, and ultimately the year.

**Deploy Solutions Suite of Operational Excellence Tools:** Designed to work hand-in-hand with the TBM Management System, [Dploy Solutions](#)<sup>®</sup> software automates process rigor to support and streamline daily management, strategy deployment, KPI management, project management, and data visualization.

A comprehensive management system translates strategic vision and annual objectives into a connected operations system that is understood and implemented organization-wide. Our framework drives behavioral change focused on problem solving, speed and execution by engaging all levels of the organization. And it quickly begins driving sustainable performance improvements up to 15%.

## Management System Results

### ALSTOM TRANSPORT →

#### Fueling Rapid Growth

- Increased train availability rate from 71% to 90%
- Grew the business by 20% without increasing headcount
- Doubled daily maintenance productivity
- Received a major contract renewal 3 years early based on improved performance

### CARLISLE COMPANIES, INC. →

#### Multiple Disparate Businesses. One Overarching Strategy

- Designed and implemented enterprise-wide operating system
- Generated more than \$70 million in cost savings and improved EBITDA 30% in three 3 years
- Reduced manufacturing and warehousing footprint by 2 million sq. ft.
- Reduced working capital by 24%

### GLOBAL PHARMACEUTICAL MANUFACTURER →

#### Becoming Sustainably Cost-Effective

- Reduced operating costs by 70%
- Doubled output without increasing headcount
- Achieved 66% productivity improvement over three years
- Aggressively expanded product portfolio as a direct result of radical performance improvement

## TBM's accelerated approach drives rapid results.

At TBM, we work in hours, days, and weeks to get your Management System in place in the shortest timeframe possible. By working with your team at the point of impact and addressing your biggest opportunities for improvement first, we can go from system design to implementation in a matter of weeks. And your business can begin benefitting from performance improvements almost immediately.

### Establishing your TBM Management System

#### Diagnose

Seasoned consultants tour your facility and ask the right questions to understand your situation and quickly hone in on your biggest challenges and opportunities for improvement.

#### Co-Design

We work collaboratively with your team to customize your Management System to your specific challenges and operating environment. You get a system you can own, and that your people will use.

#### Implement

TBM works quickly to get the framework of your Management System in place within weeks, including visual management solutions for performance tracking and the Dploy Solutions suite of operational excellence tools to enable your system.

#### Coach

Demonstrations, hands-on coaching, and rigorous review sessions ensure your people know how to leverage your Management System for problem solving and driving ongoing improvement.

Do more than set goals.  
Exceed them faster with TBM. →

## Speed wins every time.

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We push the pedal down in your operations to make you more agile and help you accelerate business performance 3–5x faster than your peers.

