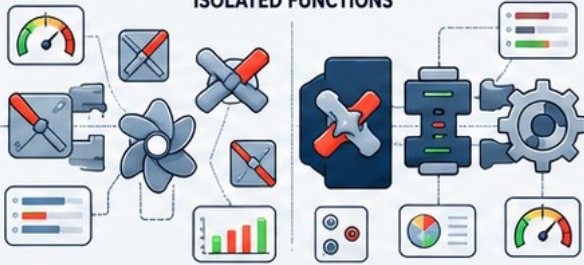


Driving Defence Excellence: Transitioning from Local Optimum to Global Flow

THE MINDSET SHIFT: MECHANICAL VS. SYSTEMIC

ISOLATED FUNCTIONS



The isolated vs. interconnected view

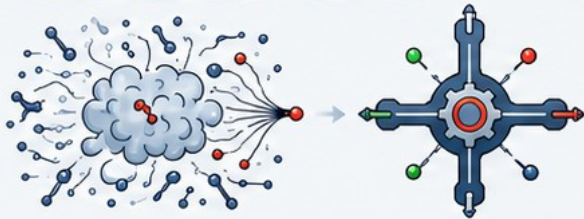
We recognise that managing components in isolation leads to departments working at cross-purposes.



SYNCHRONISATION OVER LOCAL OPTIMUM

Systemic outcomes are achieved only when our interdependent components work together towards global goals.

REDUCING "DEGREES OF FREEDOM"



We replace the management of hundreds of variables with a focus on governing constraints.

WHY ISOLATED IMPROVEMENTS FAIL

LOW RETURN ON INVESTMENT / LONG PAYBACK



Typical isolated solution:
Outcomes and rationalisations

Actual systemic impact:
Fails to address the root cause of low throughput.

POOR INTER-DEPARTMENTAL RELATIONSHIPS



Typical isolated solution:
"Soft skills" training

Actual systemic impact:
Ignores the conflicts driven by our system's structure.

HIGH WORK-IN-PROCESS INVENTORY



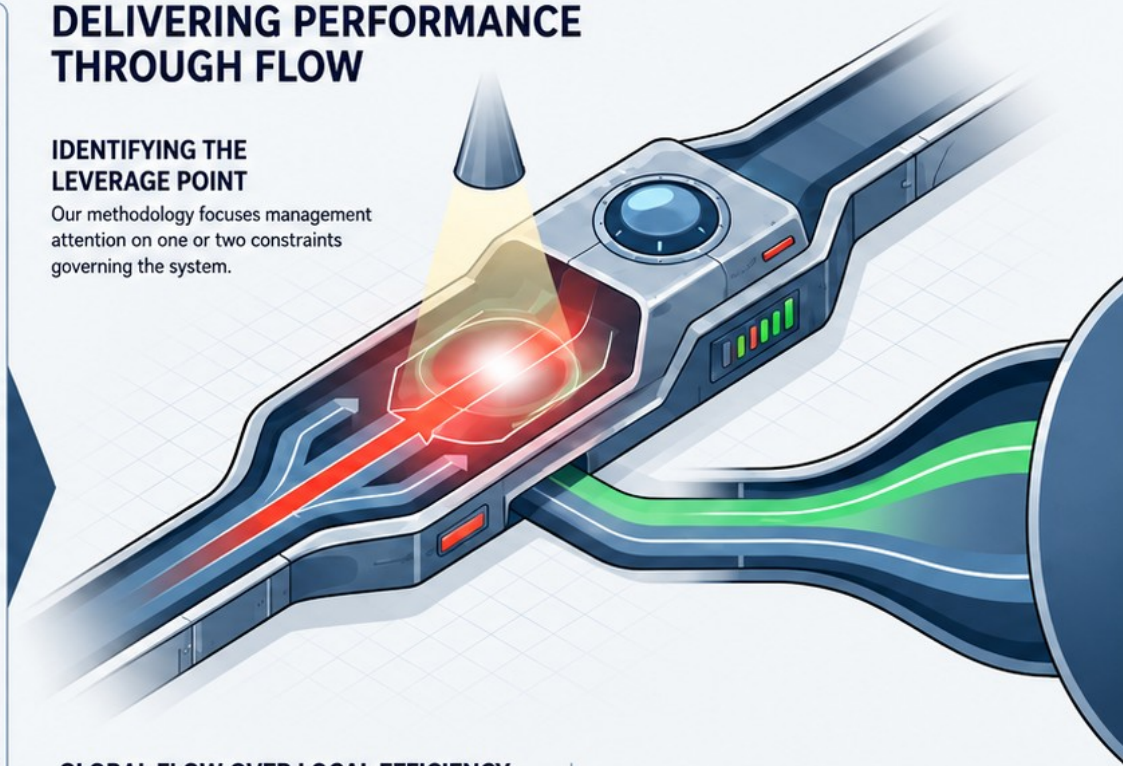
Typical isolated solution:
New forecasting/computer systems

Actual systemic impact:
Address symptoms rather than the underlying flow constraints.

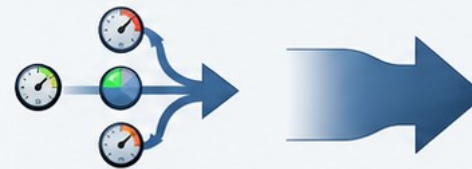
DELIVERING PERFORMANCE THROUGH FLOW

IDENTIFYING THE LEVERAGE POINT

Our methodology focuses management attention on one or two constraints governing the system.



GLOBAL FLOW OVER LOCAL EFFICIENCY



Local efficiency:
Individual speed of departments

Global flow:
Total output of our system

We prioritise the total output of our system over the individual speed of departments.