

COMPETE ON THE GLOBAL STAGE

We can help you get there



WE PROVIDE FLEXIBLE SOLUTIONS FOR YOUR BUSINESS NEEDS

Finding a way to be a link in the global chain of suppliers and services means matching your company's competitive advantage against potential competitors a world away. Strategic and operational differentiation is the key to unlock the stratospheric advantage you need.



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CESD

Competitive Edge Strategic Development

case
study



journey to world class @ Argus Industries

Client: Argus Industries
Location: Winnipeg, MB Canada
Industry: Aerospace, Defence, Agriculture, General Manufacturing
Products and Services: Engineered elastometric solutions, custom manufacturer
Website: www.argusindustries.ca

The Client:

Argus Industries produces engineered electrometric solutions for the aerospace, defence, and general industry. With a customer base spanning North America, Asia, and Europe; Argus 'seals' the world. As one of Canada's first companies to attain ISO9001:2000 and AS9100 quality certifications, the desire to continually improve is paramount.

"At Argus Industries, we welcome every employee, customer, and supplier into our "Tribe". The Tribe means members do world class work using world class systems and processes that makes profit the result, not the focus. We run a smart, LEAN based organization focused on the process flow and the customer's needs."

- Michael Easton, President and CEO
Argus Industries

The Need:

Argus is an industry leader in material process technology, advanced injection molding, and die cutting processes. But how did it measure up against world class companies. CESD Services Benchmarking Process could answer that question and provide a road map, and compass points to focus improvement efforts in key business processes.

The Approach:

Based on the CESD Services Competitive Edge Program, and the 5 Levels of CESD Services' Learner to World Class Model, a Benchmarking of 11 Foundational Business Processes occurred. This included:

- One-day of data collection by two experienced CESD Services Benchmarkers that engaged both the senior management team and the operations staff.

- A comprehensive Benchmark Report which highlights the findings of each of the 11 foundation processes, detailing how the company measured up in each area, and what the company's strengths and opportunities for improvement were.
- A half-day facilitated feedback session to identify and align the strategic priorities of the organization to the opportunities to key foundation processes.
- A half-day of facilitated discussion to conduct action planning to develop process capability in the identified key foundation processes.

The Results:

- A comprehensive analysis of business strengths and opportunities from a baseline measure supported by comparative data.
- Information to identify gaps in capabilities and identification of coaching and training needed to close the gaps.
- Existing collaboration of the Argus Industries senior management team was further increased due to the Benchmarking Process. The collaboration has also percolated from management to the shop floor.

CESD Services can help you too.

Argus Industries at a glance:

The Need:

- Measuring business processes against a world class standard
- Receiving a road map and direction to guide business process improvement
- Establishing a baseline against which to measure improvements.

The Support Plan:

- One day Benchmark data collection across the organization
- Facilitated sessions to identify priority areas and conduct action planning

The Results:

- Comprehensive analysis by an objective third party using a proven standard.
- Identifying strengths and areas for improvement
- A plan to address key improvement areas with activities to support
- Increased collaboration across the organization.

