APPENDIX G

S&T Tree for Make-To-Order Companies

FIGURE 25-G1

FIGURE 25-G2
Figure 25-G3

Figure 25-G4
1 NV
Viable Vision

2.1 NV
Reliability Competitive Edge

2.2 NV
Rapid Competitive Edge

3.2.1 NV
Green Lights for Rapid

3.2.2 NV
RR Load Control

3.2.3 NV
RR Selling

3.2.4 NV
Expanding RR Client Base

4.24.1 NV
Generating RR Requests

4.24.2 NV
Backup RR Supplier

FIGURE 25-G7
Figure 25-G8

1. Viable Vision
   2.1 Reliability Competitive Edge
      3.1.1 Remarkable DDP
         4.11.1 Choking the Release
            5.111.1 Setting Reliable Productivity...
            5.111.2 Tying the Rope-Generator...
            5.111.3 Following the Release...
            5.111.4 Freezing Excessive WIP
         4.11.2 Managing the Priorities
         4.11.3 Dealing with CCR’s
         4.11.4 Load Control
         4.11.5 Adjusting production Buffers
         4.11.6 POOGI Systemically Impr...
Viable Vision

Reliability Competitive Edge

Remarkable DDP

Choking the Release

Managing the Priorities

Dealing with CCR's

Load Control

Adjusting Production Buffers

POOGI-Systemically Improving...

Setting Order Due Dates

Not wasting RR opportuni...

Rapid Competitive Edge

Reliability Selling

Capacity Elevation

Figure 25-G10
S&T Tree for Make-To-Order Companies

1. NV
   Viable Vision

2.1 NV
   Reliability Competitive Edge

3.1.1 NV
   Remarkable DDP

3.1.2 NV
   Reliability Selling

3.1.3 NV
   Capacity Elevation

4.12.1 NV
   Target Market Definition

4.12.2 NV
   Detailed Offer Design

4.12.3 NV
   Sales Execution

4.12.4 NV
   Expand Business Base

5.122.1 NV
   Values and Penalties

5.122.2 NV
   Terms and Conditions

Figure 25-G12
S&T Tree for Make-To-Order Companies

Viable Vision

2.1 NV
Reliability Competitive Edge

2.2 NV
Rapid Competitive Edge

3.1.1 NV
Remarkable DDP

3.1.2 NV
Reliability Selling

3.1.3 NV
Capacity Elevation

4.12.1 NV
Target Market Definition

4.12.2 NV
Detailed Offer Design

4.12.3 NV
Sales Execution

4.12.4 NV
Expand Business Base

5.124.1 NV
Suitable Sales Force

5.124.2 NV
Leads Generation

Figure 25-G14
Figure 25-G15
Figure 25-G17