

MANUFACTURING PROJECT MANAGEMENT TRAINING SOLUTIONS



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WHAT ARE THE MANUFACTURING INDUSTRY DRIVERS AND THEIR IMPACT ON PROJECT PERFORMANCE?

- ESI has conducted extensive research with leading manufacturing companies to identify the **four** key business drivers in the industry that directly impact the skills requirements and competencies development of the project community.



Pressure on Production



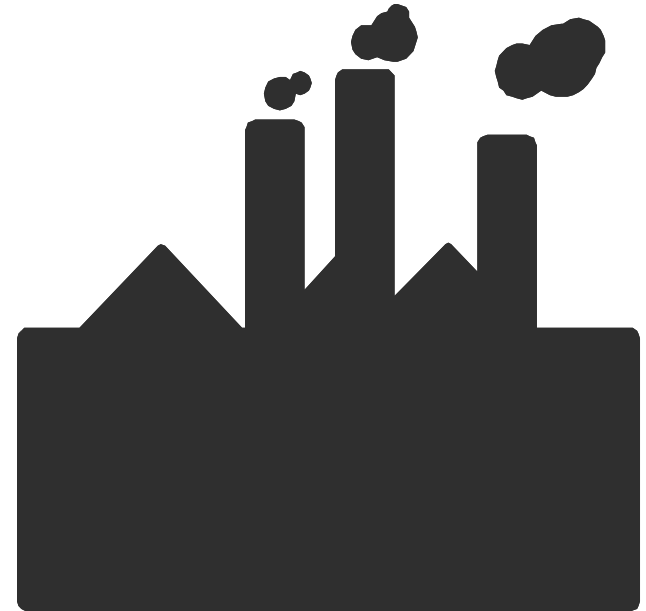
Globalising the Business



Supply Chain Vulnerability



Operational Effectiveness



HOW CAN ESI INTERNATIONAL'S SOLUTIONS HELP THE MANUFACTURING STRATEGIC OBJECTIVES?



Pressure on Production

- **ESI Solution:**

ESI has been assisting manufacturing organisations manage capital project risks through the development of effective project portfolio management (PPM) capabilities.

Focus areas:

- Portfolio Risk Management
- Portfolio Prioritisation
- Portfolio Budgeting and Resource Allocation
- Portfolio Monitoring & Control
- Portfolio Optimisation

HOW CAN ESI INTERNATIONAL'S SOLUTIONS HELP THE MANUFACTURING STRATEGIC OBJECTIVES?



Globalising The Business

■ **ESI Solution:**

Maintaining operational alignment with the core business strategy begins with ensuring that the portfolio of projects being considered in each region is in alignment with organisational objectives. Regional projects are initiated to deliver specific outcomes which can and should be linked back to the overall business strategy through a well-defined project portfolio process.

Focus areas:

- Portfolio Risk Management
- Portfolio Prioritisation
- Portfolio Budgeting and Resource Allocation
- Portfolio Monitoring & Control
- Portfolio Optimisation

HOW CAN ESI INTERNATIONAL'S SOLUTIONS HELP THE MANUFACTURING STRATEGIC OBJECTIVES?



Supply Chain Vulnerability

- **ESI Solution:**

ESI has an extensive sourcing and contracting curriculum focused on building consistent organisational capabilities to manage the entire procurement process from vendor requirements through contract close out.

Focus areas:

- Vendor Requirements
- Proposal Evaluation
- Contract Pricing
- Contract Negotiation
- Contract Monitoring
- Contract Changes
- Contract Closeout

HOW CAN ESI INTERNATIONAL'S SOLUTIONS HELP THE MANUFACTURING STRATEGIC OBJECTIVES?



Operational Effectiveness

■ ESI Solution:

A clearly defined project management methodology with robust processes for requirements, estimation, cost control, and project monitoring; is essential to project effectiveness and ultimately to delivering on the operational improvement requirements of the business.

Focus areas:

- Strategic Enterprise Analysis
- Requirements Elicitation and Planning
- Requirements Traceability, Validation and Verification
- Managing Changes in Requirements
- Process Modelling Techniques
- Estimating Techniques
- Validating Estimates

PROVEN BUSINESS VALUE FOR YOUR LEARNING INVESTMENTS

- At ESI International, we link learning investments with improved business performance. In a recent survey, we polled 11,145 learners from the manufacturing industry who have trained with us since 2010 to determine how their training in project-related areas has impacted their business performance.



PROOF POINT 1: WHAT OUR MANUFACTURING CLIENTS HAVE TO SAY WITH REGARDS TO PROJECT MANAGEMENT TRAINING

Professionals from the manufacturing industry were asked to identify the business impact they had delivered back to the organization for their participation in the training events.

74%

said they had improved **effective communications** in the business

said training led to an **increase in work quality**

54%

54%

said they would **decrease risk**

said that their **productivity** had increased

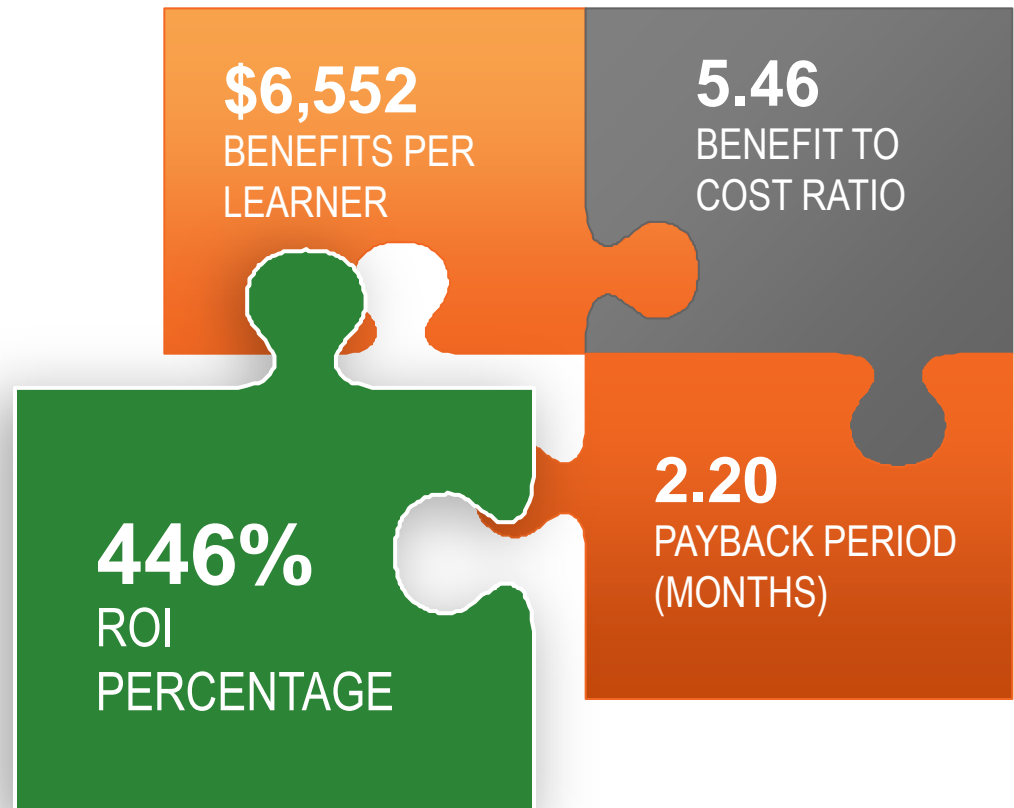
31%



PROOF POINT 2: MANUFACTURING PROJECT MANAGEMENT TRAINING LINKED TO OUTSTANDING INVESTMENT ROI

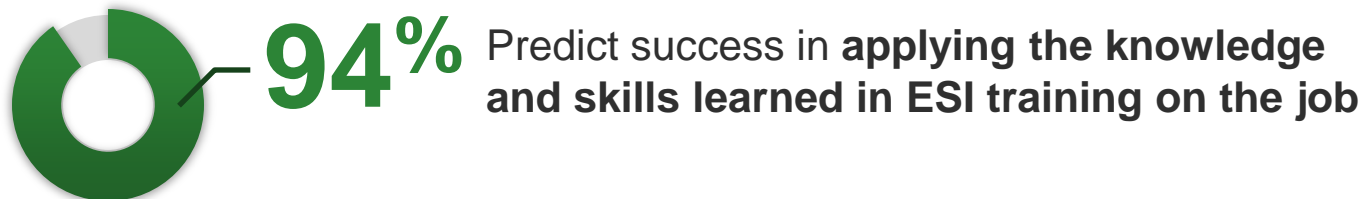
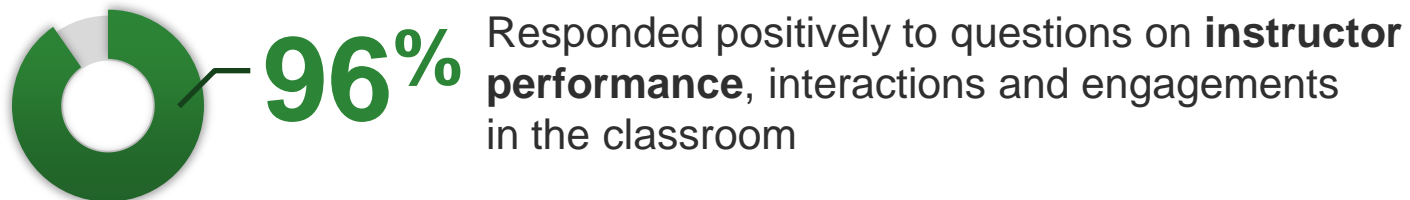
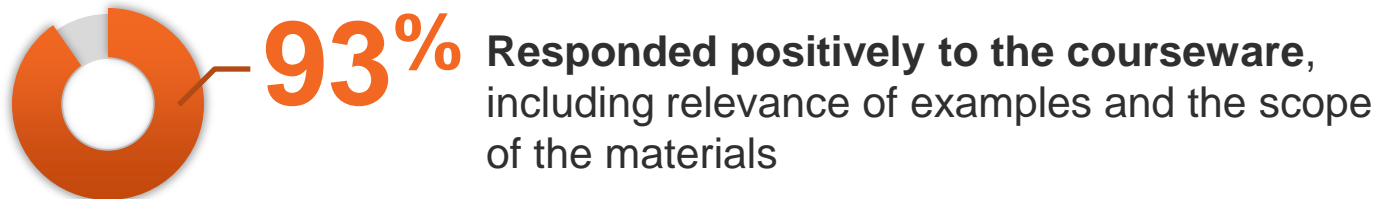
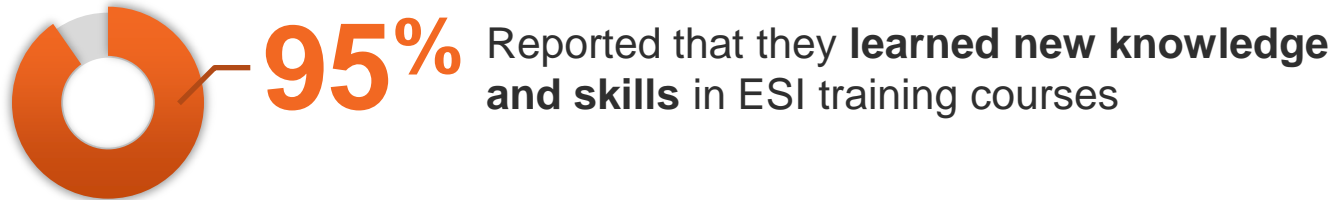
89%

said that the training was a worthwhile investment in their career development.

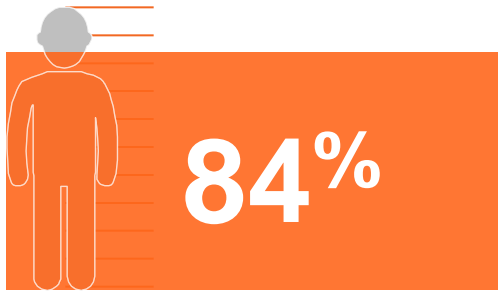


The above refers to some standard financial return on investment calculations based on a learner predicted 8.48% improvement in job performance (adjusted for self-reported bias), a per student tuition cost of \$1,200, and an average project or contract manager salary of \$80,000. These results are based on information gathered immediately following their participation in an ESI training event.

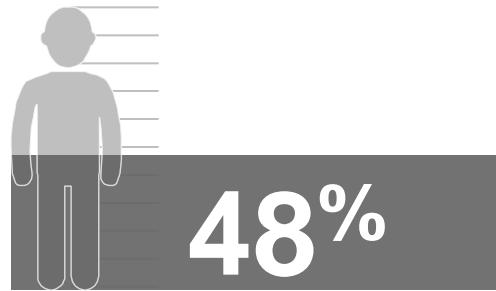
PROOF POINT 3: THE IMPACT OF PROJECT MANAGEMENT TRAINING ON QUALITY AND EFFECTIVENESS



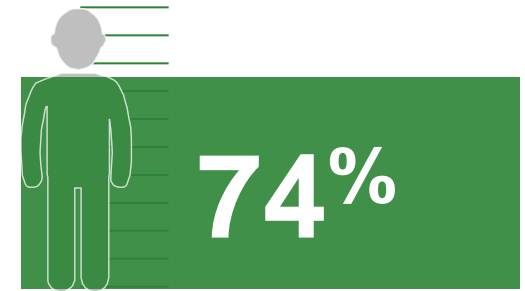
PROOF POINT 4: IMPACT OF PROJECT MANAGEMENT TRAINING ON PERFORMANCE IMPROVEMENT



Reported that their **job performance improved** within 60 days as a result of the knowledge and skills they learned in ESI training events



Predicted that their **job performance would improve** by 48% in the next 12 months and that 51% of their improvement would be due to their participation in an ESI training programme.



Reported **increase in employee engagement** following their participation in an ESI training programme

WE SOLVE CLIENTS'

Project Challenges

PARTIAL LIST OF MANUFACTURING CLIENTS



ASML



FMC



Honeywell



CORNING



ArcelorMittal



M+W GROUP

Raytheon





Questions

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