

# defense

## Defense Experience

USCCG is very experienced in the defense industry. We've helped many well-known and highly regarded companies to:

- Achieve warehousing cost reductions
- Elevate supplier collaboration
- Eliminate waste
- Improve capacity
- Improve maintenance
- Improve on-time/on-budget project completion
- Improve quality
- Improve real-time data reporting
- Improve utilization of existing facilities and technology
- Improve yields
- Increase labor productivity
- Reduce back orders
- Reduce cycle time
- Reduce inventory (raw, WIP, finished goods)
- Reduce overtime
- Speed up clean-outs, changeovers, and start-ups
- Streamline supply chains

## Processes Worked

- Bid and proposal generation
- Business case analysis development
- Business development
- Change management
- Logistics
- Manufacturing/industrial processes
- Materials management
- Procurement
- Program management
- Quality assurance
- Standing up new processes
- Sustainment activities

## Totally Customized Approach

Our approach is totally customized for each client and situation but will typically include some or all of the following components and/or methodologies:

- Cycle time improvement
- Inventory and physical asset management
- Line balancing (equipment, resources)
- Maintenance, engineering, and indirect support effectiveness

- Management/supervisory effectiveness
- Problem identification and resolution
- Program management operating effectiveness
- Resource and demand planning
- Statistical process control
- Structure and decision making
- Supply chain rationalization
- Visual management techniques
- Value stream analysis and optimization

## Client Benefits

These tools and techniques enable us to deliver a wide range of benefits to our clients.

1. Better decision support structure and tools
2. Better reputation
3. Competitive advantage over time- and materials-centric bidders
4. Higher margins
5. High order support of the war fighter
6. Higher share of market
7. Improved execution and delivery

8. Increased program capture rates
9. Lower total cost to the taxpayer
10. Smoother transition from time and materials contracts into performance-based vehicles

## Our Work

Let's take a look at some of our work with defense manufacturers. Each of the following solutions was totally customized and implemented by USCCG professionals using proprietary techniques and methodologies to meet the unique needs of individual clients. Here are some highlights from three real engagements.

### Case History # 1

Developer and manufacturer of electronic equipment for government subcontractors wanted to reduce cost of finished goods

**Our Assignment:** Improve procurement process in order to reduce material costs and improve productivity to reduce finished goods costs

### **Our Approach:**

1. Conducted two-week feasibility study to identify and quantify benefits of potential improvements
2. Obtained input from personnel at all levels in the organization to help develop improvement prototypes
3. Streamlined change request and certification process
4. Improved production planning rescheduling process
5. Developed and implemented simplified bid and proposal process to improve procurement
6. Established database to track and analyze business opportunities
7. Helped define requirements for new ERP system

### **The Results:**

1. SCI (supplier cost index) improved seven-fold over previous year
2. Productivity improved 60% over base period
3. Client saved nearly \$10 million per year in the cost of materials by project's end

### Case History # 2

Defense contractor, experiencing cost overruns and production delays, wanted to reduce costs, backlogs, and cycle time

**Our Assignment:** Reduce costs, backlogs and cycle time by 20-30% versus historical benchmark

### **Our Approach:**

1. Conducted two-week feasibility study to identify and quantify opportunities for improvement
2. Installed major event planning and scheduling system
3. Implemented detailed project planning process for all major construction phases of component assemblies
4. Reorganized material handling and ordering systems to reduce the ordering cycle and assure material availability
5. Designed and built standard permanent staging to facilitate construction, material movement, storage and accessibility in confined workspaces
6. Trained supervisory personnel in management skills to get the most out of the new systems

### **The Results:**

1. Reduced total production budget 17%
2. Contractor saved \$16 million and kept its commitments while better positioning itself to gain more future government business

### Case History # 3

Designer and manufacturer of turrets for light armored vehicles wanted to streamline operations

**Our Assignment:** Reduce manufacturing costs and streamline operations to improve margins and shorten time to market with new product

### **Our Approach:**

1. Conducted two-week feasibility study to identify opportunities for improvement
2. Worked with key managers to target and eliminate the causes of costly delays, mistakes, and misunderstandings
3. Found, evaluated, and minimized excessive use of time, labor, and materials
4. Reduced internal competition for common parts and costly preemptive ordering practices
5. Streamlined materials flow and shop floor control
6. Established relationships and structures for regular reporting of key metrics

### **The Results:**

1. WIP inventory reduced 50%
2. Drawing cycle time reduced 25%
3. Build time reduced 32%
4. Defects reduced 97%
5. Productivity increased 121%
6. Client saved \$7.5 million

These results are fairly typical of what we've been able to accomplish in the defense industry. You can review other case histories by visiting our web site at [www.usccg.com](http://www.usccg.com).

For more information contact us at (800) 888-8872 or [www.usccg.com](http://www.usccg.com).



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An experienced professional resource  
for mid- to large-scale  
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