



# Chiarini & Associates

Since 1992, we have been providing consultancy and training with one-track mind goal: to increase your EBIT-EBITDA

Our motto is:

***YOUR BUSINESS, WE'LL IMPROVE IT***

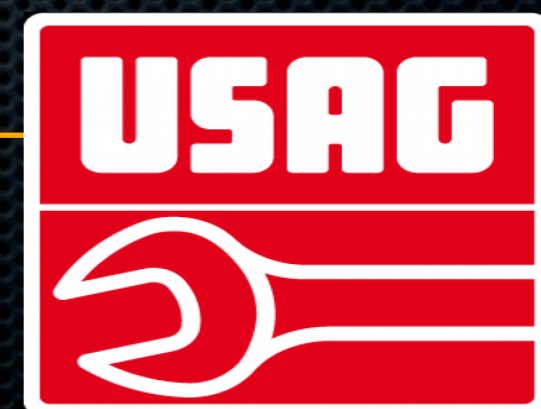
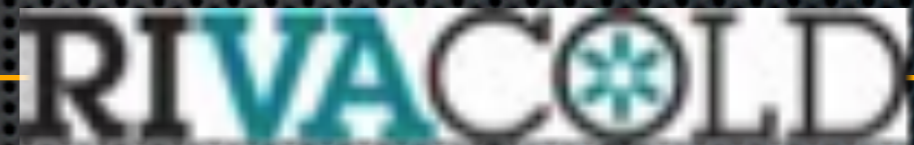
# Main customers

Two and Four Wheels industry



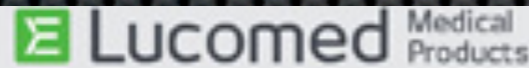
# Main customers

Industrial components and solutions



# Main customers

Pharmaceutical-Medical Devices and Chemical



PPG Industries



Wyeth

# Main customers

Defense and Hunting



# Main customers

Kitchens and Living

ernestomeda

mk

SCAVOLINI™

SPAR  
ARREDA

# Main customers

Food



# Main customers

Fashion and Luxury

BVLGARI

CELINE  
PARIS

*Riva*



# Main customers

Finance and Banking Industry



CREDIT SUISSE



# Main customers

## Public Administration and Utilities



# Chiarini & Associates

## Our consultancy:

- Strategic Management and Performance Measurement
- Lean manufacturing and Lean office
- Six Sigma
- Product Design/Development
- ISO Certifications and CSR

# Chiarini & Associates

Success fee consultancy, average results achieved:

- Time-to-market reduction 40%
- BOM components standardised 65%
- Inventory reduction 70%
- Lead time reduction 80%
- Cost of Poor Quality reduction 60%
- EBITDA increase (depending on the turnover)

# Strategic Management and Performance Measurement

- Business Plan and deployment (BSC – Hoshin kanri)
- KPIs for the operations
- E-Operations (ERP analysis implementation)
- Job-description and skills analysis and development
- Coaching to the Senior-Top Management

# Accounting Management

- Cost of product analysis
- ABC/ABM accounting systems
- Lean Accounting based on Value Stream organisation
- TD-ABC
- Lean Metrics and definition of the KPIs
- Budgeting

# Lean Manufacturing and Lean Office

- Kaizen Workshops based on Toyota Production System tools and principles
- Process mapping
- Layout Design
- Lean office based on Makigami (transactional approach)
- World-Class Manufacturing

# Lean – The typical project stages

- Training to the management, team leaders and workers
- VSM and Makigami as-is (including engineering processes)
- Design of the future state
- Kaizen Workshops (5S, One-piece-flow, Kanban, TPM, SMED, Lean Engineering, Six Sigma, etc.)
- Measurement of the results achieved and report for the management

# Six Sigma

- Six Sigma and Design For Six Sigma projects
- Black and Green Belt certification (ISO 13053)
- Consultancy and training on specific tools
  - (e.g. FMEA, SPC, DOE, Problem Solving, etc.)



# Product design/development

- QFD
- Project Management
- SCRUM
- Lean Engineering
- DFSS
- DFx
- TRIZ
- Reliability

# Our organisation

- 1 General Manager and Marketing Manager
- 3 senior partners
- 16 senior consultants
- A specific training department

# Our R&D

- Continuous comparison with the first-in-class
- Attendance as speakers to international conferences
- More than 30 international papers and 3 books

