



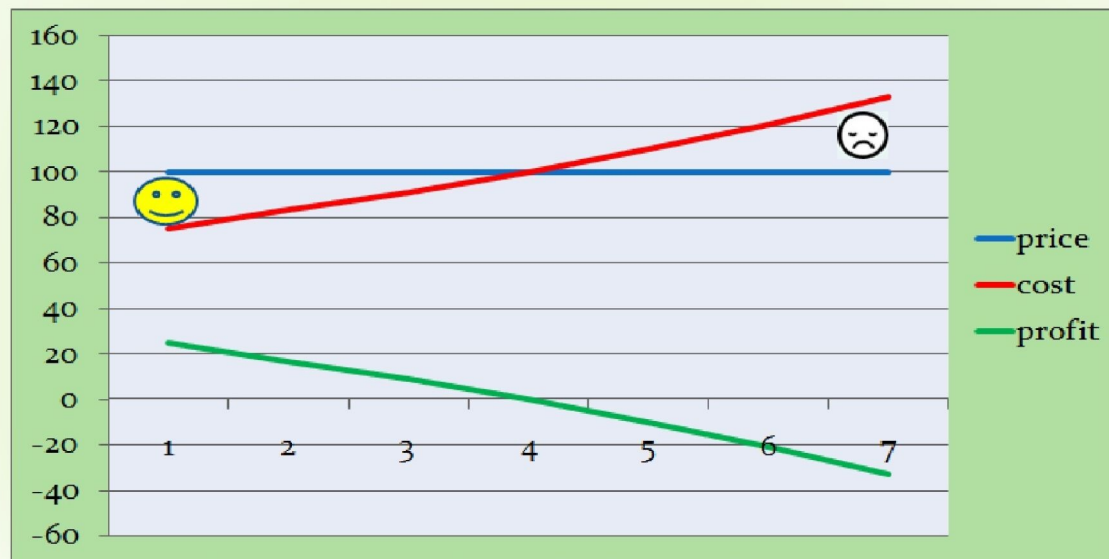
DeltaEta Cost Reduction Consultants Pvt. Ltd.

Trivandrum, India

Rejuvenate Your Company

- Profits decreases as time marches on.
- Cost keeps ascending while selling price keeps descending.
- Performance also suffers.
- If left unchecked this is the scenario after 7 years.

| year | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|--------|-----|-----|-----|-----|-----|-----|-----|
| price | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| cost | 75 | 83 | 91 | 100 | 110 | 121 | 133 |
| profit | 25 | 17 | 9 | 0 | -10 | -21 | -33 |



- How to reverse this trend ?
- Increasing selling price or reducing product features backfires because of competition.
- The way out is implementing cost reduction plans.
- Implementing cost reduction faces resistance and resentment.
- How to overcome this ?

DeltaEta shows the way.

www.deltaeta.in



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TRAINING PROGRAMME



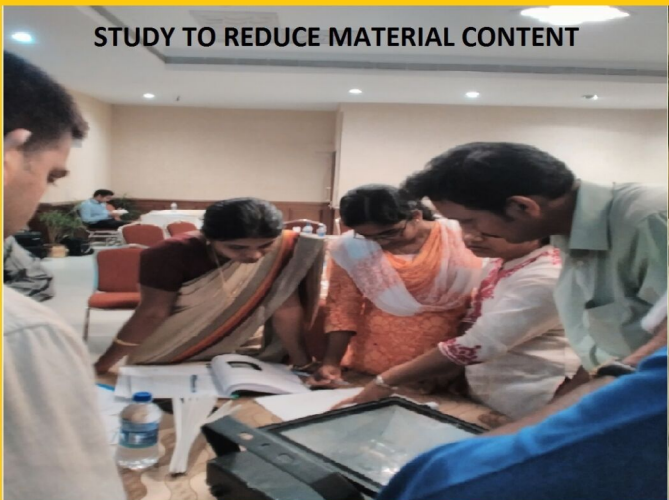
A GROUP PHOTO FROM AJMERA, MUMBAI



PLANT VISIT



A SESSION IN PROGRESS



STUDY TO REDUCE MATERIAL CONTENT



OPENING SESSION



FRIENDS OF COST REDUCTION



DeltaEta Cost Reduction Consultants Pvt. Ltd.

TRAINING PROGRAMME



Thanks a Lot.

Yes many of the Technics you told are implemented and giving results.

Regards,

N Raghavendra Puthraya
Sr. Manager – Materials
Eveready Industries India Ltd
E Mail:raghavendra.puthraya@eveready.co.in

ISHIKAWA DIAGRAM ANALYSIS



Review and Feedback Form

CII
Confederation of Indian Industry
CII Naoroji Godrej Centre of Manufacturing Excellence

Workshop on
Cost Reduction @ Operational Level
15 – 16 March 2017

Please hand it over to CII Representative before the conclusion of the Programme

Participant's Name: Neelam Singh Raghavendra Designation: Plant Head
Organisation: Indore Composite Pvt. Ltd. Pithampur (M.P.)

Workshop Objectives

1. Were the stated objectives appropriate in scope and intended level of knowledge of the subject? Fully ☒ Partly ☐ Not at all ☐
If not fully, which were inappropriate & why? _____

2. Were these objectives met? Fully ☒ Partly ☐ Not at all ☐
If not fully, which were not met & why not? _____

3. Were your personal expectations met? Fully ☒ Partly ☐ Not at all ☐
Comments: _____

Workshop Content

4. What is your view of the topics and subjects covered? Too broad ☐ Right ☒ Too narrow ☐
If too broad, what would you leave out? _____
If too narrow, what would you include? _____

5. What is your view on the faculty selected for the workshop – was he appropriate? Yes ☒ No ☐
Comments: _____

6. What is your view on the methodology adopted at the workshop?
Comments: Analyse the current data by the Ishikawa dia. & detail RnH. & find out the probable cause to determine the cost.

7. Would you like your company to adopt these practices? Yes ☒ No ☐
Comments: Yes All proven better & simpler.

8. What is your overall assessment of this workshop? Very Good ☒ Satisfactory ☐ Clearly Needs Improvement ☐
Comments: We are doing cost reduction, but after this we will do it in systematic way. As per Mr. I am sure, results will come.



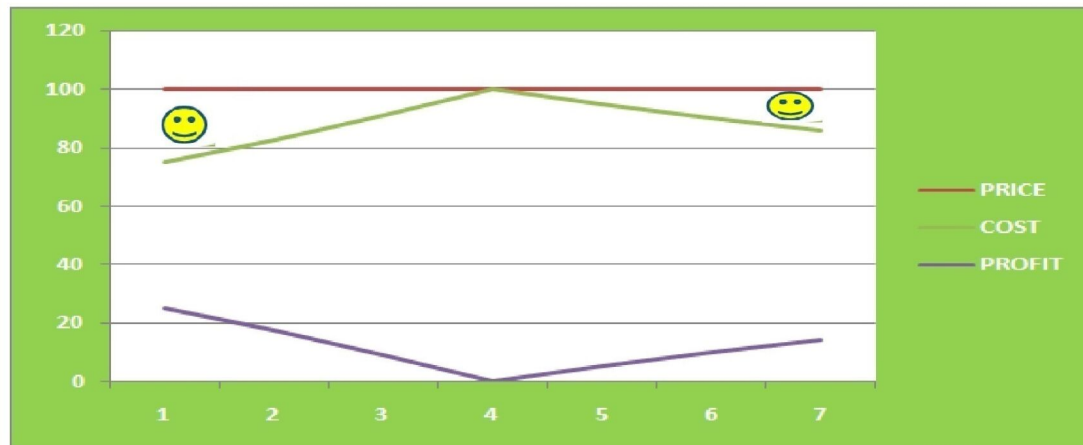
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Trivandrum, India

Assuring Competency

- After implementing Cost Reduction Plan and Reducing Cost by 5% after 4th year, this is the scenario.

| YEAR | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
|--------|-----|------|------|-----|-----|-----|-----|
| PRICE | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| COST | 75 | 82.5 | 91 | 100 | 95 | 90 | 86 |
| PROFIT | 25 | 17.5 | 9.25 | 0 | 5 | 10 | 14 |



Why DeltaEta ?

1. Training programme based on experience.
2. Faculty with over 30 years industrial experience.
3. Two faculties for two days course.
4. Has developed own software to assist in cost reduction.
5. Tailor made courses for corporate.
6. One day awareness programme for top management.
7. Conduct Energy Audits, Diagnostic Studies, Consultancy.
8. Time and money invested can be recovered very fast.