

Industry Facilitation

Clients



Heavy Steel Products

- Railcars
- Truck and Trailer Chassis
- Mining Equipment
- Construction Equipment

Mechanical Products

- Vending Machines
- Convertible Tops
- Safety Bags and Belts
- Electronic Chips

Retail and Marketing

- Clothing Retailer
- Restaurant / Bar Operations
- Printer Consumables
- Hotel/Condo Operations

Chemical and Oil

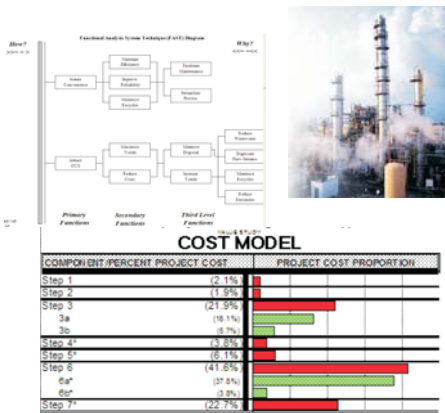
- Vitamins and Medicines
- Oil and Gas
- Chemical Agents
- Managing & Organizational

Example Projects

Railcar Manufacturer

After helping the client identify initial opportunities, we helped them generate a plan of action for the timing of events and implementation of the study results. Each study event we conduct planned to have generated a verified average of one million per year per event and any implementing costs were recovered either immediately or within the first year.

The results of the studies and the fact that the savings and product improvements continue indefinitely has helped this manufacturer turn around their company in spite of raising costs. Further, as the company has seen the benefits, more of the people are now using the process events to drive even more profitable changes.



Vitamin Manufacturer

During expansion of one of its facilities this firm selected the VEVA process as the tool for the added foot print construction, floor realignments, and process operations. They brought in people from all their plants so that the results could apply worldwide as much as possible.

The team generated one million in construction savings (the primary goal of the team) for the expansion. However, the team was also able to change a waste product into a product that could be sold. While the company had to risk a prototype test that cost nearly \$500,000, the risk paid off as this new product now makes up 33% of their entire profit margin.

Electronic Chip Flipping Equipment

The manufacturer of a piece of equipment that flipped the chips (creating "dead bugs") needed to upgrade their equipment as it had become a bottleneck to the process (capacity was 1/3 of line requiring multiple machines and space). The value study generated a new technology solution that removed the bottle neck and exceeded single line capacity by 1.3 (enabling technology improvements in rest of line). While the machine cost increased by a factor of about two, the actual production and space requirement changed the cost per flip from \$1.20 per chip to less than \$0.30 per chip. Further, the risk of damage to chips by the operation was reduced.

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