

**Interview with David D. Rex, President
Jim Schweinsburg, Vice President, engineering
Core team**

Q: Have you received the benefits you were looking for?

A: Jim: From engineering perspective, I see benefits in four distinct areas: process discipline, visibility, quality and on-time delivery. Concerto has brought a discipline to project management process. There is a clear visibility. Engineering quality is better, and it is out on time.

David: From an overall picture, I see at least 50% improvement at manufacturing level, and at least 20% improvement in engineering throughput. Before, the manufacturing was where the problems landed, and they had to do lots of rework. Sales persons had to travel to customer sites, dealing with issues. It is a big change from those days. Basically, we now spend about half the effort in doing a project than before.

Q: What about cycle time reduction?

A: We have noticed 10-12% reduction in cycle time for tooling, and time to get to manufacturing has come down. However, impact has been more in on-time delivery, which is now over 85%, and on throughput.

Q: What are you planning to do next?

A: Improvements is a continuous process at Rex Roto. We are now starting to analyze buffer consumption history, and identify areas where we need to fix the process next.

"Rework has gone down by 50%. Engineering throughput up by 20%. Overall effort on projects cut by half"

David D. Rex,
President



"Concerto has brought a discipline to project management"

Jim Schweinsburg,
VP, Engineering

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