

STUDY FOR TPS -TOYOTA WAY-

AKIO SUZUKI

Executive Advisor & Director of ESD21



**Association for Support of
Economic Sustainable
Development for 21st Century)**

PROFILE OF THE LECTURERS

**Mr. Satoshi KUROIWA, Managing Director of ESD21,
Managing Director of APSOM
Director of TPS Certificate Institute**

- **Joined TOYOTA in 1969.**
- **Developed car manufacturing technique which includes a robot, mechatronics, factory construction, large-scale control information system, FA/IT and promotion of IT of TPS.**
- **After TOYOTA retirement, enjoying lecture activity as visiting professor for universities and since 2008, continuing the lecture activities in Myanmar as well.**

Mr. Akio SUZUKI, Executive Advisor/Director of ESD21

- **Joined TOYOTA TSUSHO (General trading company) in 1964.**
- **More than 40 years, served responsible position for the promoting a diverse range of the business around the world and reinvention of an affiliate through TPS introduction in manufacturing, logistics and various fields to improve quality, efficiency and subsequently increased profitability.**

What is ESD21 ?



Association for Support of
Economic Sustainable
Development for 21st Century

Myanmar Japan SEDDA
SOCIO-ECONOMIC DEVELOPMENT ASSOCIATION

Global Greatness Co., Ltd,
Yangon Myanmar



OVERVIEW OF ESD21

1. **Non Profit Organization founded in 2010.**
2. **Chairman: Mr. T. Jagawa,**
Formar Vice President of TOYOTA,
Formar President & Chairman of HINO
Managing Director: Mr. S.Kuroiwa
3. **Located in CHUBU of center of “MONO DUKURI”.**
4. **Mission:**
To be continued vitality of “Kaizen Innovation” of the people creates business competitiveness.

The source of corporate competitiveness is “improvement and reform.” For that purpose, it is necessary to use the basic concept of TPS and the IT technology that is its tool.

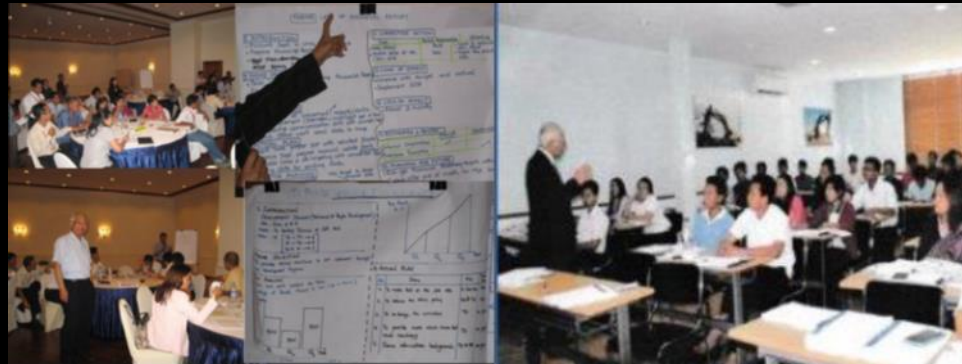
ESD21 aims to be a new association that can create added value through various business activities and contribute to a prosperous society by practicing the philosophy of “SANPO YOSHI”.



失敗を恐れず改革へ挑んだ軌跡
The trajectory of challenging reform without fear of failure

Our activities in Myanmar: Various support services based on **TPS** and **Information Technology.**

ESD21
Premium
Seminar
From Japan



NECESSITY OF TPS-TOYOTA WAY IN MYANMAR

- 1) Concentrated migration to secondary and tertiary industries.
- 2) 90% are small and medium and small. Competitiveness within the ASEAN region is necessary. Cultivate core human resources.
- 3) Weakness of the number of corporate managers over middle managers, Improve the level of technician's ability to hit the ground running.
- 4) Requests from foreign customers, to establish a quality assurance system ISO 9000 S certification , however, in order to introduce ISO, all employees including CEO, It is necessary to recognize that the organization is self-managed and core activities of acquiring ISOs can not be useful without TPS!

The purpose of introducing ISO9000S are (1) Requirements of business partners (2) Differentiation from other companies (3) Perfecting the organization for own management".

The idea of (3) is the most important, and along with it, the core activities of the idea of TPS will accompany and succeed!

Important management issues of Myanmar manufacturing industry

Challenge 1

Management ability and corporate value according to domestic economic development and market needs

Challenge 2

Securing and training human resources with advanced management knowledge and technical know-how

Challenge 3

Accumulation of unique technology and management technology including quality control

In order to take on these challenges, an advanced training program for "manufacturing=MONODUKURI" is necessary in terms of both general academic education and practical management skills.

教育的アプローチ (Educational approach)

コンサル的アプローチ (Consultative approach)

bronze

セミナー Seminar
現場で生きる多くの知識を得る
(Get a lot of knowledge at the site)

Gold

実習 Practical training
改善の効果を自らの手で習得する
(Master the effect of improvement with your own hands)

実践 Practice
実際の現場で問題と解決法を探る
(Exploring problems and solutions at actual site)



目標 Goal
経営成果 Business result

- Cost reduction → Profit increase
- Time shortening → Human cost reduction
- Reduce inventory → Increase funds

SYNERGY BETWEEN ACQUIRING ISO 9000S CERTIFICATION AND INTRODUCING TPS SYSTEM

Common to each business
= ISO International Standard

Depending on individual project, ISO does not include actual worker's activities, work (core activities)

マネジメント活動
(マネージャー)

計画

統制

評価

コア活動
(実作業者)
Core activities

Plan

Control
コア活動実施

Evaluation

**Complement with TPS method is necessary
(Especially management technology)**

"TPS-TOYOTA WAY" PRACTICE IN AUSTRALIA ~ CHALLENGE FOR NEW VALUE CREATION ~



In a multi-ethnic nation (over 200 countries, different languages, different religions) and small businesses, it is important to strengthen the company with innovative functions.

● TPS practical way of my business style

1. Presenting the strong will of the top, vision, mission,
I gained an understanding of the local staff. (経営理念と方針)

2. Respect for humanity (人間性尊重)

3 **Practice of TPS** , especially "5S" and "KAIZEN" and
"HOUSHIN-KANRI "(PDCA) and QC circle activity, Increase
motivation of employees and keep continuation in wisdom
and reform with new function from old type of trading company
(Commission earnings from right to left) which I aimed for making
such company. (知恵と改善)

"Ask 'why' five times about every matter."

トヨタはなぜ「なぜ」を5回繰り返すか？

PRACTICE OF ISO ACTIVITIES AND TPS

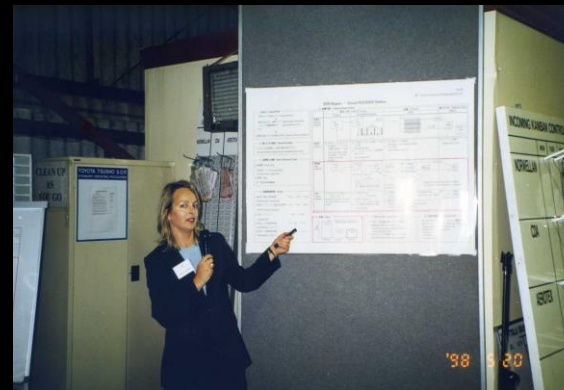
Acquired ISO 9001 certification
(1997)



Implement daily management and policy management assessment in vision, policy development, priority theme promotion, human resource development, regular meetings with outside partners.

We held a practice results presentation meeting, invited outside suppliers and asked for their opinions and advice on further reforms through the report of the manager in charge.

Outcome: Evaluation and trust of business partners, motivation of local staff



I hope that this seminar will show you that "Toyota Way" is effective in solving issues for corporate development. Thank you for your attention.