

How Can VM Help Your Business?



“VM has been a part of my life for well over 20 years. . . . I have seen first hand that this irreplaceable methodology, when properly applied, leads to substantial value improving opportunities. Many companies state that their situation is different and unique, but I have found that all organizations in manufacturing and service share the same problems and, thus, the same opportunities. . . . VM can and does get to the bottom.”

— James A. Rains, Jr., CVS, President, Advanced Value Group, LLC

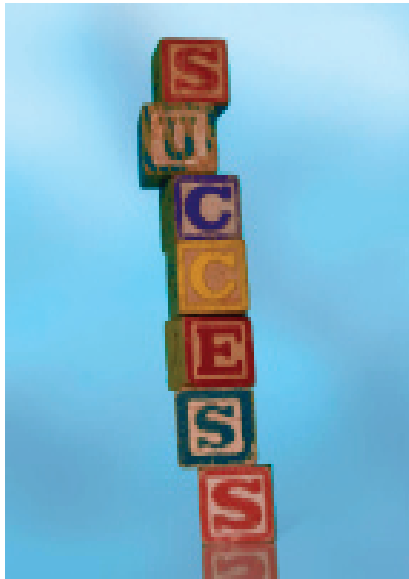
Enhancing Value in Your Business

One man in one company introduced the value methodology (VM) in the 1940s as a way to identify alternatives to materials that were in short supply due to rationing in World War II. But, like all great ideas, VM spread, grew, and developed. It is now used globally and applied to all

kinds of physical and intellectual efforts in business and industry. VM consistently yields a large return on investment while maintaining necessary quality and performance requirements of the product, process, or facility studied.

A wide spectrum of businesses embrace VM: automotive manufacturers, chemical processors, electronics firms, design and construction companies, pharmaceutical developers, etc. Every business that provides a service, makes a product, or implements a process may benefit from VM.

VM has traditionally been applied as a problem-solving tool to reduce unnecessary costs while improving performance. Focused upon internal management and administrative processes, VM may streamline business operations to mitigate redundancy and inefficiency. Applied to production or service processes, VM may realize significant savings in time, effort, and cost.



Making VM Work for Your Business

Team work makes VM work. This systematic, function-oriented approach enhances decision making, improves processes, and increases customer satisfaction. It may be used for strategic organizational planning and (re)developing an organizational structure.

Benefits of Using VM

The value methodology is a powerful tool for solving problems and improving value in terms of cost, quality, and performance for any item or activity in business and industry. VM may be used to:

- Clearly define project scope and budget
- Use resources more effectively
- Increase revenue
- Reduce product development costs and lead time
- Reduce operation and maintenance costs
- Simplify procedures and reduce paperwork
- Streamline processes and reduce waste
- Develop innovative solutions
- Increase collaboration among stakeholders
- Increase procurement efficiency
- Improve quality.

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