

THE TOC TIMES

Avraham Y. Goldratt Institute, LP

December 2007

With our best wishes,

As 2007 comes to a close, AGI wishes you, and yours,
very happy holidays and all the best in 2008.

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SAVE up to 23% - Register on or before December 31st 2007

Velocity WorldSM – The Conference on TOC, Lean & Six Sigma (TOC-LSS)

Several years ago, AGI recognized that a robust integration of TOC, Lean and Six Sigma could only be achieved through the collaboration of knowledgeable experts in each discipline. Beginning in 2005, AGI teamed with Dynamics Research Corporation (DRC) and Novaces, leading industry providers of Lean Six Sigma, to develop a world-class integrated approach to organizational improvement. Together, we have defined, applied, and continually improved our solution, based on actual customer results. Our integrated methodology will be showcased at this conference. Many of our conference sessions will focus on the best ways to integrate TOC, Lean and Six Sigma to achieve the goals of your organization. We will demonstrate through practical results how our highly focused, integrated solution provides the best bottom-line value for every organization's improvement dollars. Join us and learn for yourself why Continuous System Improvement is truly the wave of the future!



Key Benefits of attending:

You'll learn about:

- **Implementing** the **proven** and **practical** road-map for integrating TOC, Lean & Six Sigma
- **Focusing & prioritizing** improvement efforts
- **Building** group consensus plans quickly
- Correctly **sizing** buffers in Projects
- **Focusing** project objectives before you start
- **Incorporating** lean principles in project management
- **Sizing & managing** buffers in Supply Chains

- **Using** TRIZ for innovation & breakthroughs
- **Using** thinking processes to create an integrated business strategy

You'll hear:

- **Several diverse case studies** from worldwide commercial and government applications

You'll have the opportunity for:

- **Professional** and **social networking** during receptions, breakfasts and lunches each day
- **Earning** a LSS Yellow Belt from the preconference session - *Introduction to Lean Six Sigma*

Velocity WorldSM Conference Schedule

Monday, April 14, 2008 - Preconference

7:30 - 8:30	Registration -
8:30 - 9:00	Continental Breakfast -
9:00 - 17:00	Preconference Session - An Introduction to the Theory of Constraints (lunch included)
9:00 - 17:00	Preconference Session - An Introduction to Lean Six Sigma (lunch included)
4:00 - 8:00	Registration & Reception - Cocktails, Hors D'oeuvres & Networking -

Tuesday, April 15, 2008 - Day One

7:30 - 8:30	Registration & Continental Breakfast -		
8:30 - 8:45	Conference Welcome		
8:45 - 9:30	Keynote Address : Dr. Gary Bradt		
9:30 - 10:30	TOC, Lean and Six Sigma Integration – How to achieve True Synergy for Breakthrough Results		
10:30 - 11:00	Morning Break -		
11:00 - 11:45	Enterprise AIRSpeed-Transitioning to the Fleet Readiness Center (FRC) Concept		
11:45 - 12:30	Case Study		
12:30 - 1:30	Lunch -		
1:30 - 3:00 Breakout Sessions	Jonah's Tools for Thought - Building Group Consensus Plans Quickly and Painlessly	O,D,SC (Objectives, Deliverables and Success Criteria)-- where every project should start	Creating Perfect Harmony - How to Solve the Discords of TOC-LSS (Part 1)
3:00 - 3:30	Afternoon Break -		
3:30 - 5:00 Breakout Sessions	Sizing Buffers in Projects: Size Does Matter!	Creating an Integrated Business Strategy	Creating Perfect Harmony - How to Solve the Discords of TOC-LSS (Part 2)
5:15 - 6:00	Focusing your Improvement Projects to gain Maximum Results		
6:15 - 8:15	Reception - Cocktails, Hors D'oeuvres, & Networking -		

Wednesday, April 16, 2008 - Day Two

8:00 - 9:00	Continental Breakfast -		
9:00 - 9:45	TOC in Poland		
9:45 - 10:30	Simulations for Breakthrough Learning and Buy-In		
10:30 - 11:00	Morning Break -		
11:00 - 12:30 Breakout Sessions	Project Management in a Lean World	Velocé LLC – A TOC LSS Simulation	TRIZ and innovative market offers
12:30 - 1:30	Lunch -		
1:30 - 2:15	Case Study		
2:15 - 3:00	Case Study		
3:00 - 3:30	Afternoon Break -		
3:30 - 5:00 Breakout Sessions	Buffer Sizing & Managing Time and Physical Buffers	Thinking your way to Win-Win Solutions	Using TRIZ to break conflicts
5:15 - 6:00	Using Six Sigma to Reduce Variation and Establish Tighter Control		
6:00 - 8:00	Reception - Cocktails, Hors D'oeuvres, & Networking -		

Thursday, April 17, 2008 - Day Three

8:00 - 9:00	Continental Breakfast -		
9:00 - 9:45	Ask the Experts! A Panel Discussion on TOC, Lean and Six Sigma		
9:45 - 10:30	Enterprise AIRSpeed-Integrating TOC-LSS to streamline the supply chain process		
10:30 - 11:00	Morning Break -		
11:00 - 11:45	On Call in a Dangerous World		
11:45 - 12:30	Case Study		
12:30 - 1:30	Lunch Buffet - Conference ends		

Schedule and Topics Subject to Change.

Register by **December 31st** and save up to 23% off your conference fee. Register online at www.goldratt.com/velocity/introregpage.htm or print the registration page and fax to +1.203.624.9607.

Conference Pricing Per Person in US Dollars (includes continental breakfasts, lunches and receptions)				
Register & Pay	Pre-Conference April 14	Conference - April 15-17		
		Individuals	Groups of 5 or more	AGI Jonah Program® or Expert Training Graduates
Before December 31, 2007	\$495	\$1650	\$1400	\$1150
Between January 1 & February 29, 2008		\$1800	\$1550	\$1300
On or After March 1, 2008		\$2000	\$1750	\$1500

Early Registration Discounts

To receive the early registration discount, registrations must be received and paid for by the dates listed above.

Group Registrations

To qualify for this option, five or more persons from the same company and same location must register.

AGI Jonah Program® or Expert Training Graduates

To qualify for this option, you must have completed either the AGI Jonah Program® or one of AGI's two-week Expert training programs.

TOC World® or TOC-ICO Discount

An additional \$100 per person discount is available to any previous TOC World® attendee or current TOC-ICO member. Enter the appropriate qualifying information on your registration form.

Venue

One of the world's most amazing destinations, Mohegan Sun provides the ultimate in accommodations, meeting convention services, dining and entertainment with 30 different dining options, over 30 fine shops and boutiques, major sporting events and performances by today's top stars.

To make your hotel reservations, please call Mohegan Sun directly at 1.877.MOHEGAN (1.877.664.3426 - toll-free from within the USA) or at +1.860.862.1286. To receive the special room rate of \$209 per night plus applicable taxes you must mention "AGI" while making your reservation.

For government per-diem rates, please call AGI Client Services, 1.800.394.GOAL, to book your room.

Don't miss out on this unique opportunity to learn the latest about TOC and the powerful advantages of integration with Lean and Six Sigma. Register today!

AGI announces a new business partner relationship with Ideation International, Inc.

In November 2007, AGI established a new business partnership with Ideation International, Inc. Ideation focuses on the Theory of Inventive Problem Solving, also referred to by its Russian acronym *TRIZ* (pronounced *trees*). *TRIZ* is focused on increasing the speed to invent new products and services.

Often, some clients have what is called a *market constraint*. That is, there is insufficient market demand for the products they have capacity to produce. The TOC "Breaking External Constraints" process uses the TOC Thinking Processes to determine quick ways that companies can change existing policies to provide immediate market differentiation. Often this is accomplished by changing their terms and conditions – typically a logistical policy such as lead time or minimum order quantity. To ensure they can change these policies in a reliable, cost-effective way, companies deploy TOC solutions such as Market Demand Pull. This approach is very powerful but often insufficient for the long term. Frequently it needs to be followed by true technological innovation.

That is where Ideation can help - to accelerate the time required to invent a new product or service by providing education, innovative software tools and analytical services. Once the customer has the next invention scoped, TOC Project Management provides the tools required to bring the new product to market successfully.

This is just one of the ways that *TRIZ* fits into AGI's Continuous System Improvement (CSI) Strategy.

Apply for the 2008 Dale T. Houle Educational Scholarship

In recognition of Dale T. Houle's service as Managing Partner of the Avraham Y. Goldratt Institute from 1997-2006, the Partners of AGI established an educational scholarship in his name to be awarded annually enabling recipient(s) to attend their choice of an [AGI Open Course](#) (Jonah Program[®], Supply Chain or Project Management Technical Expert Training Programs) during the following year.

Successful applicant(s) will submit a one-page essay detailing why they want to attend the applicable program. Included in the essay will be the specifics on how the applicant intends to use his or her education, and why the scholarship is needed.

The Scholarship Selection Committee will review all applications and has the full authority to determine scholarship awardee(s).

The scholarship covers only the program fee. All other costs (travel, housing, food, etc.) shall be borne by the awardee(s) or their organization.

The applicant agrees, if he or she is awarded a scholarship, to update the Goldratt Institute annually for two years on how they have applied the education received.

Applications are to be submitted not later than March 17th, 2008 either by email to Jeff Jackson at jeff.jackson@goldratt.com, or in writing to AGI, 442 Orange St, New Haven, CT 06511. If an applicant has not received confirmation by March 21st that their application has been received, they should contact AGI at +1 (203) 624-9026. The 2008 scholarship winner(s) will be announced at **Velocity WorldSM** – The Conference on TOC, Lean & Six Sigma, April 15-17, 2008 at Mohegan Sun, Uncasville, CT.

AGI Open Course Schedule for 2008

Introduction to Market Demand-Pull

Mar 18-20, 2008	New Haven, CT
Jul 29-31, 2008	New Haven, CT

Introduction to TOC for Production & Operations

Apr 9-10, 2008	New Haven, CT
Sep 30-Oct 1, 2008	New Haven, CT

TOC Supply Chain Management Expert Training Program

SC Technical Expert Training

Mar 3-7 & Mar 31-Apr 4, 2008	New Haven, CT
Sep 22-26 & Oct 27-31, 2008	New Haven, CT
Oct 6-10 & Oct 20-24, 2008	Malaysia

SC Deployment Expert Training

Jul 7-11 & Aug 4-8, 2008	New Haven, CT
Dec 1-5 & Dec 15-19, 2008	Malaysia

Jonah Program[®]

Feb 25-29, 2008 (wk 1)	New Haven, CT
Mar 10-14 (wk 2)	
Jun 9-13, 2008 (wk 1)	New Haven, CT
Jun 23-27 (wk 2)	
Sep 8-12, 2008 (wk 1)	Europe
Sep 22-26 (wk 2)	
Oct 6-10, 2008 (wk 1)	New Haven, CT
Oct 20-24 (wk 2)	
Nov 3-7, 2008 (wk 1)	Malaysia
Nov 17-21 (wk 2)	

Introduction to TOC Project Management

May 28-29, 2008	New Haven, CT
Aug 19-20, 2008	New Haven, CT

Project Management Expert Training Program

PM Technical Expert Training

Jan 28-Feb 1 & Feb 4-8, 2008	New Haven, CT
Mar 10-14 & Mar 24-28, 2008	Malaysia
Jun 2-6 & Jun 23-27, 2008	New Haven, CT
Nov 17-21 & Dec 15-19, 2008	New Haven, CT

PM Deployment Expert Training

Jun 2-6 & Jun 16-20, 2008	Malaysia
Jul 7-11 & Aug 4-8, 2008	New Haven, CT

Jonah's Jonah Program[®]

Apr 28-May 1 (wk 1)	New Haven, CT
May 19-23 (wk 2)	
Jun 16-20, 2008 (wk 3)	



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