

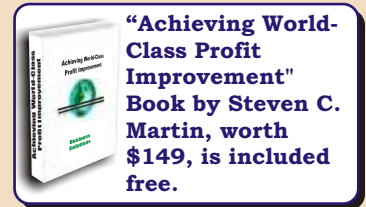
Finally, the training you've been asking for!

World-Class Profit Improvement and Cost Reduction

13th/14th Feb. 09, Hyatt Regency Hotel, Mumbai - 16th/17th Feb. 09, GRT Radisson Hotel, Chennai - 18th/19th Feb. 09, Radisson Hotel, Delhi

Key Learning Outcomes and Benefits:

- Cost reduction and profit improvement examples from real life.
- The Profit Equation the interaction of revenue, loss and expense = profit.
- The four types of cost reduction and profit improvement.
- Insights into what does and does not work.
- What you need to know to design and install a successful cost reduction initiative.
- How to make your cost and profit initiatives succeed by seeing how it can fail.
- How to measure your savings and profits.
- Understand how to manage the seven vital resources of your business that determine your profits and success.
- See and experience tools for finding cost reduction and profit improvement opportunities.
- Advanced methods for quickly evaluating opportunities.
- Gain important insights on how to overcome resistance.
- Learn how to get momentum for cost reduction and profit improvement moving in the right direction and keep it going.
- Apply tactics that can reduce expenses.
- Get started during the session & leave with a cost reduction or profit improvement project Already Started.



For more Details contact :

Tel : +91 22 6711 2400 Fax : +91 22 6711 2422

E-mail : ronitkapur@ibcinfo.org/ibc@ibcinfo.com Web : www.ibcinfo.com

World-Class Profit Improvement and Cost Reduction

Dear Delegates

There is absolutely no doubt that every business in the world is going to be impacted by the current global financial crisis. The International Monetary Fund forecasts negative GDP growth in 2009 for advanced economies and a significant reduction in growth for emerging and developing economies. This is the time to act to reduce costs and protect profits.

Cost reduction and other strategies for profit improvement are vital for business success and survival. **“World-Class Profit Improvement and Cost Reduction Workshop”** is designed to provide the participant exposure to world-class cost reduction and profit improvement ideas, tools, methods and strategies. This is a hands-on learning workshop where you will work on projects for your own benefit. You have the opportunity to not only see what works but to apply it immediately in your own experience.

This workshop gives the participant powerful processes and tools in addition to specific ideas for cost reduction and profit improvement.

When you leave this workshop you should have a cost reduction or profit improvement project already started. Within a short time after you should be able to find, evaluate and implement even more projects for cost reduction and profit improvement using the concepts, techniques, tools and principles you will learn in this powerful program.

“My objective is to give each of you the knowledge, tools and opportunity to immediately contribute to the success of their business. This workshop goes far beyond theory into what actually works in the real world of business and commerce. All of my past clients and students have more than paid for the investment in training with real results.”

Steven C. Martin

About the Presenter:



Steven C. Martin, President of Business Solutions - The Positive Way has over 35 years of hands-on experience as a manager, executive, consultant and business owner. He has been an independent business consultant for 12 years. His BS in engineering is supplemented by a 1999 MS in Creativity and Innovation. He is one of fewer than 300 people in the world with this advanced degree. Steven is a patented inventor as well as being an expert in the tools and principles of creativity and innovation. This workshop incorporates advanced innovation tools as they are applied to cost reduction and profit improvement.

He is the author of the books “Instant Profits: Making Your Business Pay” and “Achieving World-Class Profit Improvement” as well as other materials on the subject.

He has worked with numerous companies from small to very large and has experienced both success and failure. He knows what works and what will not work. He understands the barriers to success and the factors that help people and companies prosper even in difficult economic times. His management depth and breadth in company and business unit management includes results in product commercialization, operating efficiency, technology development and problem solving. Steve has held key positions in engineering, operations management, plant management, business unit management, marketing and sales, research and development and corporate management as a corporate officer (i.e. Executive Vice President, Chief Operating Officer and President).

He has been instrumental in creating business strategies, systems and cultures that enable organizations to reduce costs, increase profits and excel in highly competitive business environments. He has personally contributed over \$100,000,000 to the bottom line for employers and clients. He has trained, consulted and worked internationally with companies and organizations such as PG&E, Westinghouse, Teledyne Wah Chang, NL Industries, State University of New York, WNY Technology Development Ctr., ART, Inc., Superior Lubricants, ASARCO, HSB Group, Inc., Fort Monmouth Research Center, US DOD, AirSep Corp., Dresser-Rand, Delphi Harrison, Federal Reserve Bank, Strippit, Inc., Dinaire Corp., Schlumberger, The Mentholatum Co., Dunlop Tires, Cooper Turbocompressor, Scott Aviation, Gibraltar Steel, Rich Products, and many other companies under confidentially agreements.

His personal contributions have exceeded \$ 100 million in additional profits. His students and clients have achieved even more in their companies.

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Any business that wants to reduce costs or increase profits is a perfect candidate for this workshop. These methods work well for all businesses including manufacturing and services. Business units of large companies will learn methods to satisfy management demands for better budgets in these difficult economic times.

The primary attendees will be any individual who has Profit & Loss responsibility or who has control or influence over significant parts of a budget. Other attendees will include personnel such as engineers, purchasing agents, supervisors and others who play a role in the efficient operation of a business. They often have a close understanding of how money is spent and how money is made.

Advanced accounting knowledge is not required. Finance and control personnel will find this especially helpful for guiding cost reduction and profit improvement projects and initiatives. This workshop will help participants choose what approaches and projects to recommend, sell them to management, manage and measure results and assist in project review.

This workshop will help managers fulfill their obligation to give personnel the essential tools and knowledge to meet any requirement for cost reduction, budget reduction and profit improvement.

You should attend and/or send staff if you have any concerns about costs and profit in 2009 and beyond. This workshop will help managers fulfill their obligation to give personnel the essential tools and knowledge to meet any requirement for cost reduction, budget reduction and profit improvement.

You should attend and/or send staff if you have any concerns about costs and profit in 2009 and beyond.

Who should attend:

- . Anyone with P&L Responsibility
- . Managers with budget responsibility
- . Business Officers and Executives
- . Business Managers
- . Operations Managers
- . Facilities Managers
- . Finance Managers
- . Controllers and Comptrollers
- . Production Managers
- . Materials Managers
- . Engineers
- . Owners

Benefits:

- Accomplish real results while learning !
- Make real financial contributions !
- Learn how to overcome resistance !
- Learn how to succeed !

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Day -1

Module 1

Cost Reduction and Profit Improvement fundamentals

- The profit equation what drives your profits.
- The four types of cost reduction.
- Why many cost reduction initiatives fail in the long run.

Module 2

The 7 vital resources that determine your profits

Exercise:

- Where are your costs? A facilitated exercise to help Identify opportunities for cost reduction and profit Improvement.

Module 3

Identifying options for cost reduction and profit improvement.

- Identifying opportunities.
- Finding opportunities beyond the obvious.
- Case study examples of cost reduction and profit Improvement.

Module 4

Sorting the wheat from the chaff finding the gems.

- Evaluating opportunities.
- Setting decision criteria.

Exercises:

- Finding hidden options: A facilitated exercise using c tools to look beyond the obvious.
- Generating your own ideas: A guided exercise to identify possible cost reduction and profit improvement ideas in your company.
- Creating important criteria: A facilitated exercise to Set The groundwork for better decision-making.

Schedule for Day 1 & Day 2

8:30 am	Registration and Coffee
9:00 am	Workshop Starts
10:30 am to 10:45 am	Tea Break
1:00 pm to 2:00 pm	Lunch
3:30 pm to 3:45 pm	Tea Break
5:00 pm	Course Finishes

Day -2

Module 5

- Selecting the right opportunities.
- Refining opportunities.
- Case study examples of valuable opportunities and those that are misleading.
- Identifying obstacles to success.
- Overcoming obstacles to success.

Module 6

- Converting opportunities into reality.
- Leveraging resources for maximum benefit.

Exercise:

- Creating your own cost reduction project.
- A guided exercise to apply everything learned to this Point.

Module 7

Finishing projects and putting them to work

- The human element (person).
- Tools (process).
- Structure (process).
- Objectives (product).
- Environment and culture (press).
- Dealing with resistance to change.

Module 8

Summarizing the entire session

- Reviewing the key points and tying them together for greater understanding.
- Questions and Answers.
- Exercise - Taking it Home: A facilitated exercise that allows each participant to personalize their Experiences and answers the question of "How do I gain full value from this workshop?"

Cost Reduction Strategies

WHEN?

WHERE ?

REGISTRATION FORM

13th/14th Feb. 09

Hyatt Regency Hotel,
Mumbai

16th/17th Feb. 09

GRT Radisson Hotel,
Chennai

18th/19th Feb. 09

Radisson Hotel, Delhi

HOW MUCH ?

INVESTMENT FEE:

1 delegate - INR 24,500/- (base price)

2 delegates - INR 49,000/-

3 delegates - INR 69,825/-

4 delegates - INR 91,140/-

5 delegates - INR 1,10,250/-

Service Tax Extra (12.36%) As Applicable

PS : If you are unable to attend, we offer you the documentation course material at a discounted price on the said subject.

Payment Terms:

A confirmation letter and invoice will be sent up on receipt of your registration. Payment is required within 5 working days on receipt of invoice. Please note that full payment must be received prior to the event. All payment should be in favour of "IBC" and couriered to 301 Rajesh Centre, Level 3, Opp. Reliance Energy, S.V. Road, Andheri (W), Mumbai - 400 058.

Payment Policy:

Payment is done in full advance or at the time of registration and includes lunches, refreshments and detailed conference/workshop materials.

IBC Cancellation, Postponement and Substitution Policy:

- ☞ You may substitute delegates at any time. IBC does not provide refunds for cancellations.
- ☞ For cancellations received in writing more than seven (7) days prior to the Workshop you will receive a 100% credit to be used at another IBC conference for up to one year from the date of issuance.
- ☞ For cancellations received seven (7) days or less prior to an event (including day 7), no credit will be issued. In the event that IBC cancels an event, delegate payments at the date of cancellation will be credited to a future IBC event. This credit will be available for up to one year from the date of issuance.
- ☞ In the event that IBC postpones an event, delegate payments at the postponement date will be credited towards the rescheduled date. If the delegate is unable to attend the rescheduled event, the delegate will receive a 100% credit representing payments made towards a future IBC event. This credit will be available for up to one year from the date of issuance. No refunds will be available for cancellations or postponements.
- ☞ IBC is not responsible for any loss or damage as a result of a substitution, alteration or cancellation/postponement of an event. IBC shall assume no liability whatsoever in the event this Workshop is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this Workshop impracticable or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labor strike, extreme weather or other emergency.
- ☞ Please note that speakers and topics were confirmed at the time of publishing, however, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, IBC reserves the right to alter or modify the advertised speakers and/or topics if necessary.

Yes! Please register the following delegate/s
for

Cost Reduction Strategies

(For Additional delegates please photocopy this form)

PERSONAL DETAILS

	Name	Job Title	Department
1 Delegate
2 Delegates
3 Delegates

Company Name

Address

Pin:..... Tel:..... Fax:.....

To assist us with future correspondence, please supply the following details:

Head of Department				
Training Manager				
Booking Contact				

Number of employee at your site:

0 - 49 50 - 249 250 - 499 500 - 999 1000 +

Please indicate the nature of your business

Public Sector Financial Retailing Distribution Services Technology

Construction Oil & Gas/Chemical Utilities Manufacturing

Other (Please specify)

OFFICIAL HOSPITALITY

Pls. Contact Our Travel Partner

Tulsidas Khimji Holidays

Ms. Lisa Lobo

Phone: 022 - 66102100, 022 - 22884990

Fax: 022 - 22043422

E-mail: tours@tulsidaskhimji.com

Website: www.tulsidaskhimji.com

FOUR EASY WAYS TO REGISTER



+91 22 6711 2400



+91 22 6711 2422



+91 9833391792



Email: ronitkapur@ibcinfo.org/ibc@ibcinfo.com



International Business Conferences

301, Rajesh Centre, Level 3, Opp. Reliance Energy,
S.V Road, Andheri(W), Mumbai - 400 058.

FUTURE EVENTS: Please send me details of any relevant future IBC events

BY MAILS BY E-MAIL AT

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