



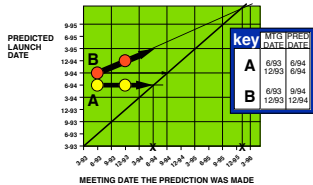
Product Development Metrics Summit

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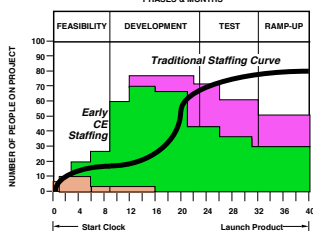
Sample Charts Corporate vs. Project Metrics



Predictive Dynamic Time to Market



Project Staffing Speed



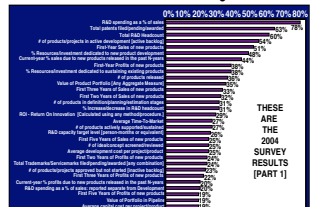
Scorecard Dashboard



Linked Metrics Portfolio

E X E C U T I V E	CORPORATION	Pure CORP LVL	Related To CORP LEVEL
P R O J E C T	Pure PROJECT	Pure FCNL	IMPROVEMENT

R&D Metrics Used In Industry



R&D Performance Through Metrics

The Summit is a series of three comprehensive metrics seminars:

MPD II

- Learn advanced techniques and processes for measuring projects, functions and overall R&D processes.

PPRD

- Create meaningful, forward-looking R&D metrics early in the product development process to predict future activity.

PDMP

- Assemble a recommended portfolio of metrics to measure your R&D organization.

Product Development Metrics - Three Workshops October 4-7, 2005 at Four Points Sheraton - Boston (Norwood), MA

Who should attend these seminars.....?

- ◆ Members of the executive team - Presidents and VPs, General Managers of profit centers
- ◆ Managers and leaders in new product design and research and development - Heads of functional departments, project managers and team leaders, marketing and product planners, all New Product Leaders.

Key Benefits:

Learn how to define, develop and deploy a customized set of metrics for the profit-driven R&D function of your company,

Learn and adopt the leading practices to measure and help improve your product development performance,

Integrate your metrics into a portfolio that represents what is important in your company and,

Focus on your opportunities to create a more effective product development environment.

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Fax 781-444-5475

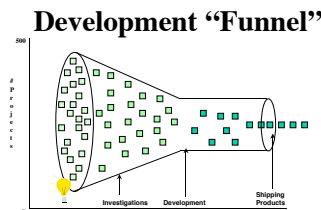


Product Development Metrics Summit

GGI has regularly offered seminars at various levels of product development metrics maturity, usually as an adjunct to a conference on product development or metrics. Never before has there been a cost-effective means to learn about metrics with a focus on applying that learning directly to company needs. This intensive aggregation of seminars provides an opportunity for practitioners of every level of metrics maturity. MPD II is perfect for those professionals first dipping their toes into the metrics waters to grasp the importance of R&D metrics to business success and the process of developing and using a customized set of metrics for their firm.

For the more advanced practitioners the courses provide an opportunity to fine tune their application of metrics for improved performance as well as the ultimate goal of crafting an integrated system of metrics, woven together into a portfolio, that will tie teams, functions and departments together, directly linking to corporate goals and objectives.

Each participant will receive a coursebook for the seminar(s) they attend, as well as a discounted opportunity to purchase an electronic version for company-wide use. The coursebooks alone retail from \$200-\$550 on GGI's web site.



"Very well presented. You've generated great interest in metrics for my department and company. They will be pursued."

- Danny Bunn
Manager, Performance Engineering
Brenco, Inc.

Measuring Product Development II [MPD II]

MPD II Focuses on:

- ✓ Pipeline & Capacity Management
- ✓ Hurdle Rates
- ✓ Trade-off Analysis
- ✓ Break-Even Time (BET) & Time-to-Profit (TTP)
- ✓ Risk & Complexity
- ✓ Planning, Proactive & Predictive Metrics
- ✓ Assembling a set of Metrics for R&D

"One of the most knowledgeable on engineering metrics/measuring systems that I have come across. A visionary in this important field."

- Joe Kushuba
Manager, Business Planning
GM Powertrain Group

GGI's renowned MPD Seminar has been significantly enhanced to reflect the more advanced state of metrics practice that now exists. Developed for second year students of Tuft University Master of Engineering Management program, it is made available to the public for the first time ever during the October Metrics Summit. The seminar describes advanced techniques and processes for those areas of product development that are hardest to measure but deliver the most value by measuring them. It covers enterprise-level front-end processes, such as loading the product development pipeline, hurdle rates, tradeoff analysis, and risk and complexity analysis.

Planning, proactive, and predictive measures are indicators of success for the selected products/projects as they go through development. The seminar provides a framework and method for assembling a set of overall metrics for R&D, and includes case studies and industry examples as well as results from GGI's 4 industry-wide R&D surveys, giving you powerful techniques to measure your product development process.



Product Development Metrics Summit

Proactive & Predictive R&D Metrics [PPRD]

PPRD focuses on:

- ✓ Advanced Planning Metrics Frameworks
- ✓ Planning Metrics
- ✓ Corporate vs. Project Metrics
- ✓ Proactive Metrics
- ✓ Predictive Metrics
- ✓ Reactive becoming Planning Metrics

“Great presentation of implementable tools for a segment of business that has traditionally been nebulous to quantify.”

- Roger Cote
Director of Engineering
Watts Fluid Air

The Proactive and Predictive R&D Metrics (PPRD) seminar leads you to understanding and creating meaningful, forward-looking metrics for R&D.

This seminar focuses on metrics that are used at the planning, definition, and early development stages of R&D - the beginning of the product development process - and prior to the existence of a physical prototype, compiled code or a working sample. The scope of discussion will include measures of overall R&D performance in addition to measure for projects and business functions. Proactive and predictive metrics will be defined and their differences will be explained.

The seminar and its accompanying coursebook contains many examples, case studies, and benchmarking data of different types of metrics used in different industries.

“Excellent understanding of real world challenges for product development.”

- Todd Tjoelker
Engineer
Benteler Automotive

Product Development Metrics Portfolio [PDMP]

PDMP focuses on:

- ✓ Perspectives:
 - Goal Setting
- ✓ Infrastructure:
 - Corporate vs. Project Metrics
 - Proactive vs. Predictive
- ✓ Superstructures: 10-12 areas including:
 - Corporate, Portfolio Mgmt., IP, Capacity, Product, Project, Functional, & X-Func.
- ✓ Portfolios:
 - Sizing; Assembling
 - Implementing

The Product Development Metrics Portfolios (PDMP) seminar leads you to an understanding and creation of linked portfolios of metrics for managing the R&D organization overall as well as the projects, functions and improvement initiatives within R&D.

The seminar guides you through GGI's Linked Metrics Portfolio (TM) Method, a powerful, step-by-step methodology to create a linked set of metrics portfolios. We address perspectives on goal setting; and descriptions of infrastructures for corporate vs. project metrics and proactive vs. predictive metrics. Examples are provided for a dozen different metrics structures, such as corporate, capacity management, project team and functional metrics. Details on sizing, assembling and implementing a metrics portfolio are also provided. The **goal** of PDMP is to emerge from the workshop with a set of metrics suitable for managing the R&D organization as an overall entity; and the projects, functions, and improvement initiatives within R&D.



Product Development Metrics Summit

Metrics for R&D Leaders!

Courses and Schedules

<u>Seminar</u>	<u>Date(s)</u>	<u>Title</u>	<u>Single</u>	<u>Team (3+)</u>
MPD II	Oct. 4	Measuring Product Development II	\$695	\$645 (ea.)
PPRD	Oct. 5	Predictive & Proactive R&D	\$695	\$645 (ea.)
PDMP	Oct 6-7	Product Development Metrics Portfolio	\$995	\$945 (ea.)
MPD II + PPRD Combo		The two one-day seminars	\$1199	
Either MPD or PPRD + PDMP Combo		Either one-day seminar <u>and</u> PDMP	\$1399	
Full Summit Week		All three seminars	\$1899	\$1645 (ea.)

Courses start daily at 9:00 AM and run to 5:00 PM. The final workshop, PDMP, will end on Friday at 3PM (lunch included) to allow time to travel back to home locations. Each day includes all necessary meeting supplies, complete AM and PM breaks, and an extensive luncheon service.

Seminar Leader and Instructor

Bradford L. Goldense, NPDP, CMfgE, CPIM, CCP, [seminar leader] is Founder and CEO of Goldense Group, Inc. [GGI], a nineteen-year old Needham Massachusetts consulting and education firm concentrating in advanced business and technology management practices for line management functions. Mr. Goldense has consulted to over 150 of the Fortune 1000 and has worked on productivity improvement and automation projects in over 400 manufacturing locations in North and South America, Europe, and the Middle East. Abbott Laboratories, Bayer, S.C. Johnson, Ford, General Motors, John Deere, Phillips, Carrier, Molex, United Technologies, Bose, and Shure are representative among GGI's clients. Mr. Goldense is an internationally recognized expert on both rapid product development and R&D metrics. Brad has been an invited guest on Alexander Haig's World Business Review, and has appeared on PBS The Business & Technology Network, and on CNBC, and has authored or been quoted in over 150 articles in industry trade press. Brad is the Worldwide President of the Society of Concurrent Product Development [SCPD], and on the Worldwide Board of Directors for the American Society of Engineering Management [ASME].

John R. (Dick) Power, PMP, CFP, [instructor] is Director of Executive Education at GGI. Mr. Power has been practicing in the advanced and new product development and production areas for over 30 years. He is highly experienced in project management of large and complex high technology products from Initial phases through production, distribution and sustaining support. As a US Army Signal Corps Officer, retiring as a Colonel in 1992, he was a leader in acquisition of electronic systems. More recently, Dick worked at GTE (before its merger with Bell Atlantic to form Verizon) as Director of Total Quality for the Government Systems Group and later as Corporate-wide program manager for information security.

R&D Metrics

The NPD processes we choose to measure and how we measure them says much about our company's process maturity. From process characteristics such as "loosely linked" to "repetitive and repeatable" there is a huge jump in organizational process maturity. That jump often translates into corporate performance.

Your conference hotel is the **Four Points Sheraton Hotel and Conference Center**, conveniently located on the southbound side of US Route 1 in Norwood, MA (for reservations cal 781-769-7900). It is located 22 miles southwest of Boston and easily accessible by rental car or reserved coach. Call Christopher Limo at 781-760-3588 (mention GGI seminar) to reserve a coach for pickup at Logan Airport. The hotel has 100 rooms; mostly standard queen, with a small number of suites or king corners. Rooms are \$130 daily (including an excellent full breakfast buffet). King corner rooms are \$150 and suites \$170 per day. Suites include a small meeting area. Call early to reserve a special room and mention the GGI Seminar Series.

The hotel has an excellent restaurant, One Bistro, that is very popular locally. Complimentary van service is available for any establishment in a five mile radius and there are many excellent choices within walking or courtesy van distance. If enough people are interested, a trip to Boston for an evening can be arranged.