PETER SCHICK
DEPENDABLE PROBLEM SOLVING

Press release

Achieving short-term performance leaps in research and development

For the first time as a reference book:
"Statistical Engineering" methodology helps companies to radically reduce the costs of research and development.

Now available on Amazon eBooks

Cologne, August 28, 2014 – In companies worldwide, countless projects lead to higher-than-planned costs, project budget estimates are too high, and project budgets fluctuate wildly. Since 2004, management consultant Peter Schick has been helping companies to not only improve quality, but also to radically reduce the costs and time involved in research, development and production.

His approach is simple: He uses his expertise in management, technology and statistical engineering to analyse past projects. In doing so, he uncovers variations in results in similar projects and eliminates their root causes.

In his book *Statistical Engineering: For efficient optimization of products and processes*, Peter Schick describes for the first time in detail his methodology of statistical engineering, which he has already successfully employed in well over 100 projects. Target groups are executives and specialists in research and development, production and logistics, quality management, procurement and controlling of large and medium-sized companies.

It became available on AMAZON in German and English on 21.08.2014 (price: 7.68 EUR, length: 158 pages, 89 illustrations).

Link to the German edition: www.amazon.de/dp/B00MY55GFS

Link to the English edition: www.amazon.de/dp/B00MY55LUI

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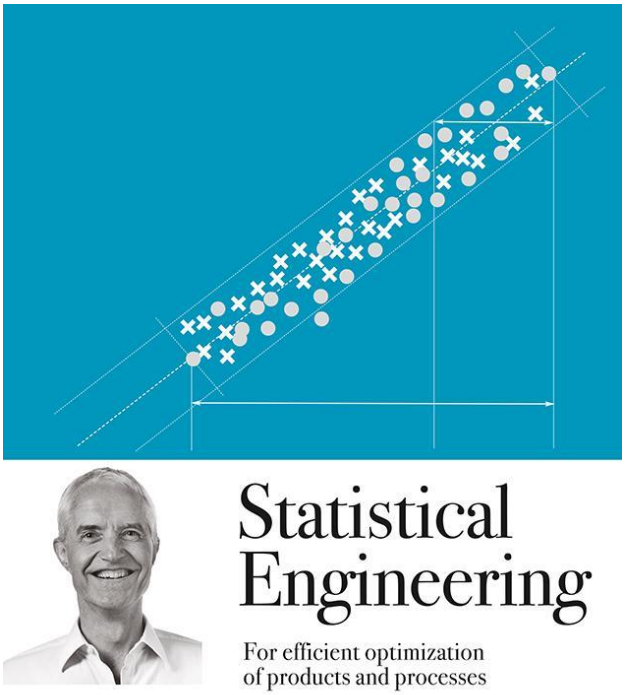
The book:

Reference book *Statistical Engineering* by Peter Schick



Companies discover their individual potential for improvement

Author Peter Schick shows companies how to optimize their research, development, and production in a series of concrete steps. By combining this methodological expertise with expert knowledge in management and engineering, companies will be able to directly measure, plan, and control development productivity and quality. This also leads them to the few root causes of variations in quality, costs, and time in their processes.

This insight is then used to develop targeted measures for improvement. The individual focus on the company and the variations of results of its processes means that a surprisingly small number of measures are derived. The measures themselves are very effective. Schick primarily advises automotive, electronic, and mechanical engineering companies.

The author:

Dr Peter Schick – management consultant

Peter Schick has been advising companies on how to optimize their research, development and production processes for ten years. He coined the German term “Statistische Technik,” based on the related American term “statistical engineering.” Schick holds a doctorate in aerospace engineering from Bundeswehr University Munich and a degree in industrial engineering from the Hochschule für Berufstätige Rendsburg.

Before founding Peter Schick Management Consulting in 2004, he was a member of several well-known companies such as ROBERT BOSCH GmbH, where he was a member of the divisional board of management for the Energy and Body Systems Division from 2000 to 2003.

Prior to this, Schick was a member of the board of management of BOSCH TELECOM GmbH for three years. He previously managed the body electronics project at BOSCH’s central research and advanced development office. His earlier professional activity included time at A.T. KEARNEY as a management consultant (1990-1994) and at BMW as Head of Quality Methods and Requirements (1987-1990) as well as serving within German Air Force as a technical officer for aircraft maintenance (1980-1987). www.peterschick.net

Interview with Peter Schick:

In short: What are key components of your approach?

"First, we look at past development processes and identify cost variations, for example. Major cost fluctuations upwards or downwards are uncovered. We then look for the root causes wherever costs vary the most in a process and employ targeted measures. We thus influence the relevant control variables. This helps companies to improve a majority of their decisive key performance indicators with just a handful of measures, resulting in leaps in effectiveness and efficiency.”

How can these improvements be quantified?

“I’ll give you two examples: An automobile manufacturer from southern Germany reduced its car prototyping lead time by 70 percent. The entire project duration was one month. Another company that I advised was an automotive supplier: His recorded number of hours for the development of new products for a single product line varied between 5,000 and 22,000. After applying statistical engineering, the company required between 20 and 60 percent less development capacity for the development of these product lines – in Germany no less, a high-

cost location. With advances such as these, local research and development can remain competitive against low-cost locations or achieve more growth with the same costs."

Why is there a need for your approach to optimizing processes?

"The problem of direct measurement, planning and control of development productivity and development quality had not yet been satisfactorily solved. The only solution offered by many consulting firms is the segmentation of product development processes with drivers affecting the segments. This approach is tedious, laborious, often standardised, results in lots of measures, and for methodological reasons can only increase performance to a limited degree. Or they offer best practice models from other cases whose premises frequently do not sufficiently correspond with special business situations, and the cost model behind it is rather questionable. If direct measurement of development productivity and development quality is lacking, performance improvement cannot be dependably measured but only estimated."

What do you do differently?

"We consider each client's process variations individually and discover opportunities for improvement suitable to the client's needs. This individual orientation towards the company and its process variations means that the number of measures taken is smaller, but generally more effective than the standard approaches used by larger corporate consultancy firms."

What are your consulting expenses compared to other large consulting firms?

"Based on our experience, our expenses are half that of other consulting firms using conventional approaches. This is difficult to measure, but it is supported by indicators such as the number of consulting days offered by the competition."

What is the next step in the process? Have clients to continue to require the services of Peter Schick for future projects?

"Absolutely not. Companies are able to apply statistical engineering on their own, both in other projects and in other areas of the company. This is why we offer on-site seminars in which small groups of employees learn statistical engineering through sustainably solving the company's real product and process problems. Then they apply statistical engineering with coached practice."