



Boost Your Career with CAD Management Savings

Robert Green

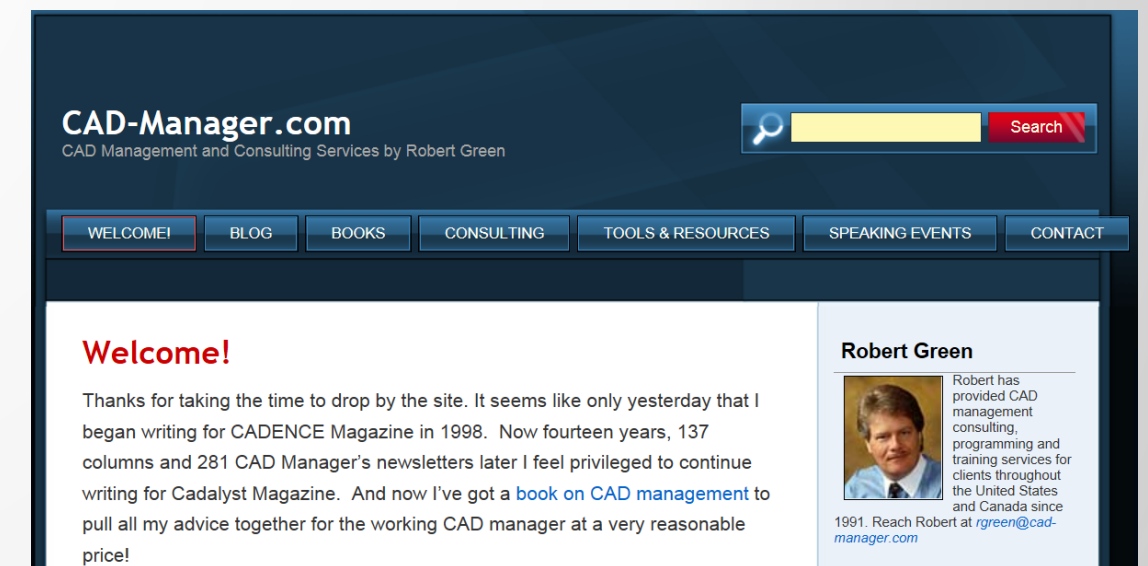
Robert Green Consulting

Join the conversation #AU2017



Quick bio ...

- Recovering mechanical engineer
- Private consultant since 1991
- Focusing on CAD standardization, customization and workflow management
- Cadalyst Magazine contributing editor
- 23 year AU speaker
- Facebook: **CAD Managers Unite!**
- Web site: **www.CAD-Manager.com**





**Ever been yelled at because you
saved too much money?**

Our Mantras!

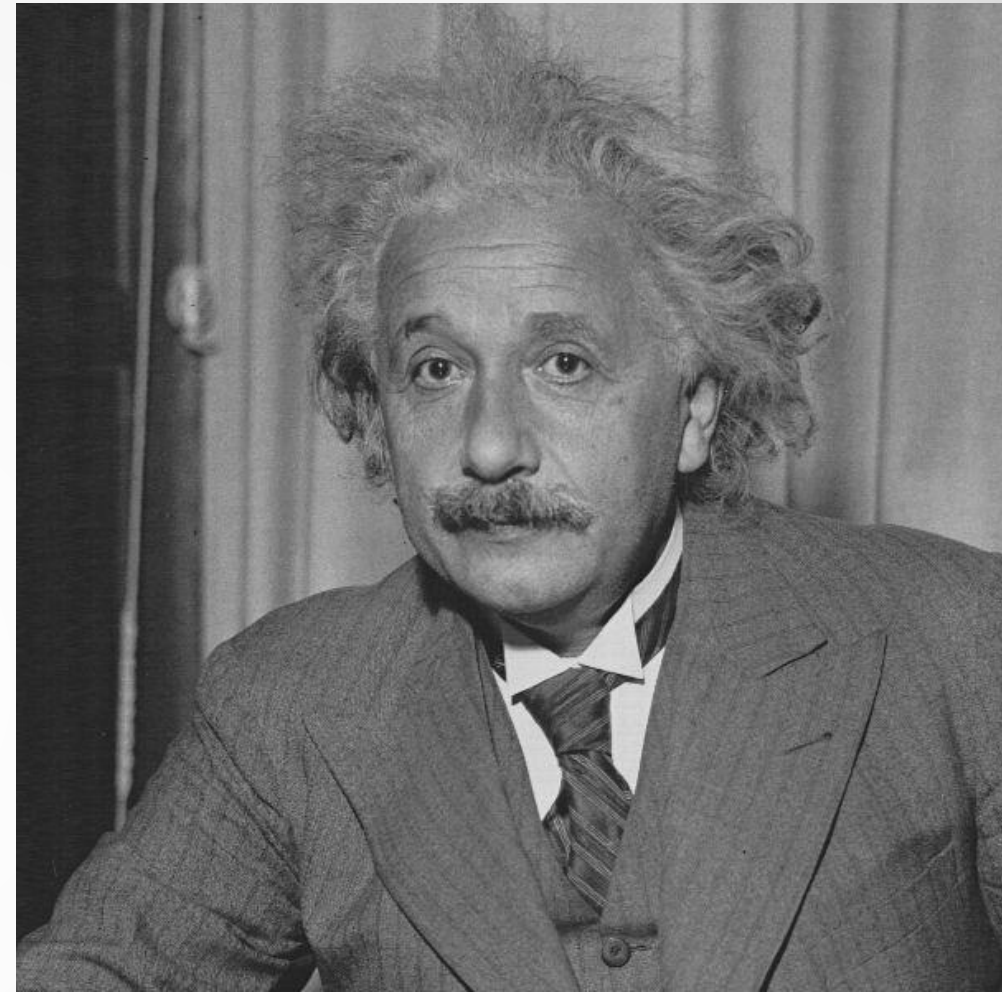
Think and plan more.

React less.

Save more.

Don't rework things over
and over – fix them and
save!

Show your boss!



“We can not solve our
problems using the same
thinking we used when we
created them.”



Excelling as a Manager

(It's all about saving and optimizing)

Three Rules

- Manage the things that aren't working
- Don't mess with the things that are working
- *Fixing trumps tinkering every time ...*





Identify User Problems
Suggest Solutions

Where are the Bottlenecks?

- What slows you down?
- What would you do to fix it?
- How can you get the “CAD traffic” flowing more smoothly?
- This is your REAL value ...



Find the Bottlenecks

Take a few minutes to capture as many bottlenecks as you can think of.

For each bottleneck propose a quick solution.

More detailed analysis comes later.

Identify problems and record them on an ongoing basis.



What did you find?

- Better standards
- Better project procedures
- More training
- Faster computers
- Better organization of files ...



Faster/Cheaper

Now think about which user problems you can attack that will generate big time savings. Focus on making the solutions to the problems easy so users get done faster with fewer errors.

Our focus is now on cost reduction.





**Market Your Ideas with
Faster/Cheaper Logic**

Faster/Cheaper ...

- Why would you use anything new?

- Three reasons:

Faster

Cheaper

Both

- There's really no other reason so don't fight it ...



Talk Faster/Cheaper ...

- Take your ideas to your boss
- To your users
- To anyone who'll listen
- Become the faster/cheaper evangelist in your company ...





**Make Changes Permanent
with Standards**

If you make things faster for users

- They will want to use your solution
- Your solution becomes the new standard
- You've won the user with productivity
- You never had to be the bad guy ...



Expand your standards program

- Bit by bit
- Solution by solution
- Keep at it over the long haul
- Document it as you go ...





Broaden the Standards Discussion (with Management)

CAD Management is a Process

- CAD doesn't make money
- CAD can save money though
- CAD can improve quality
- CAD can save time
- Time = Money
- Note, not spend but save ...



Standards Save us Money!

- Standards yield consistency
- Consistency reduces errors
- Consistency saves time
- Consistency allows automation
- All these things save money
- Let me help you save money ...



To save money I need ...

- You to understand the problem
- Power to make the changes
- Enforcement authority when needed
- Management support ...





Objection Handling

Dealing with those who won't comply

- Restate the problem
- Restate the solution
- Ask for an alternative
- Restate the standards goal
- If this doesn't work ...



Using cost logic and authority

- Show them the cost of their non-compliance
- Tell them they have a last chance to comply
- If they don't go to their boss
- Be sure you have data on costs!
- Now violators are simply wasting money ...





Push for Cost Effective Training

Targeting training

- Target your training to achieve verifiable results.
- Think short/custom when training.
- Make training pay for itself by -
- Lowering labor costs via training
- Sell this approach to your boss ...



Find the topics

- What questions am I asked most
- Are there any procedures or repetitive tasks that people have problems with?
- Where do we lose time the most and what could we do in a training environment to cut our losses?

Note – these are usually standards related ...



Train the topics

- Whatever saves the most time comes first
- Whatever speeds project execution and reduces errors gets special consideration
- Training should save money, not cost money ...





Report Your Savings

Why report?

- To illustrate the problems
- To show the creativity of your solutions
- To show project savings
- To illustrate your financial worth
- To gain management's support
- Because only you can report on the topic ...





Do Not Be Seen as Overhead

Addressing overhead ...

- You're not overhead you're a cost saving machine!
- Reporting shows that the work you do is crucial to the ongoing completion of projects
- By linking CAD management tasks to production milestones you show that CAD management isn't just overhead
- You are a production resource not an expense ...





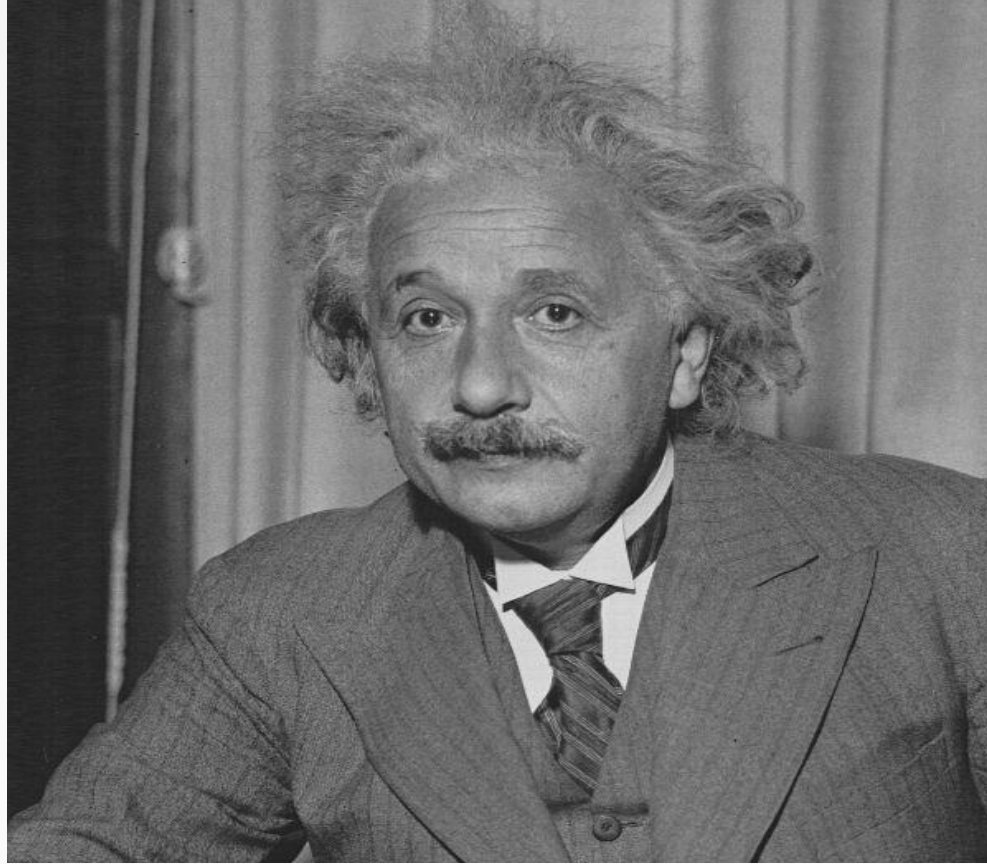
Think Like Management

Why not?

You'd be amazed how much better you'll get along.

When they see you as a cost saving project manager they'll have a whole new level of respect for you.





Just Think More

Your thinking leads to

Greater savings

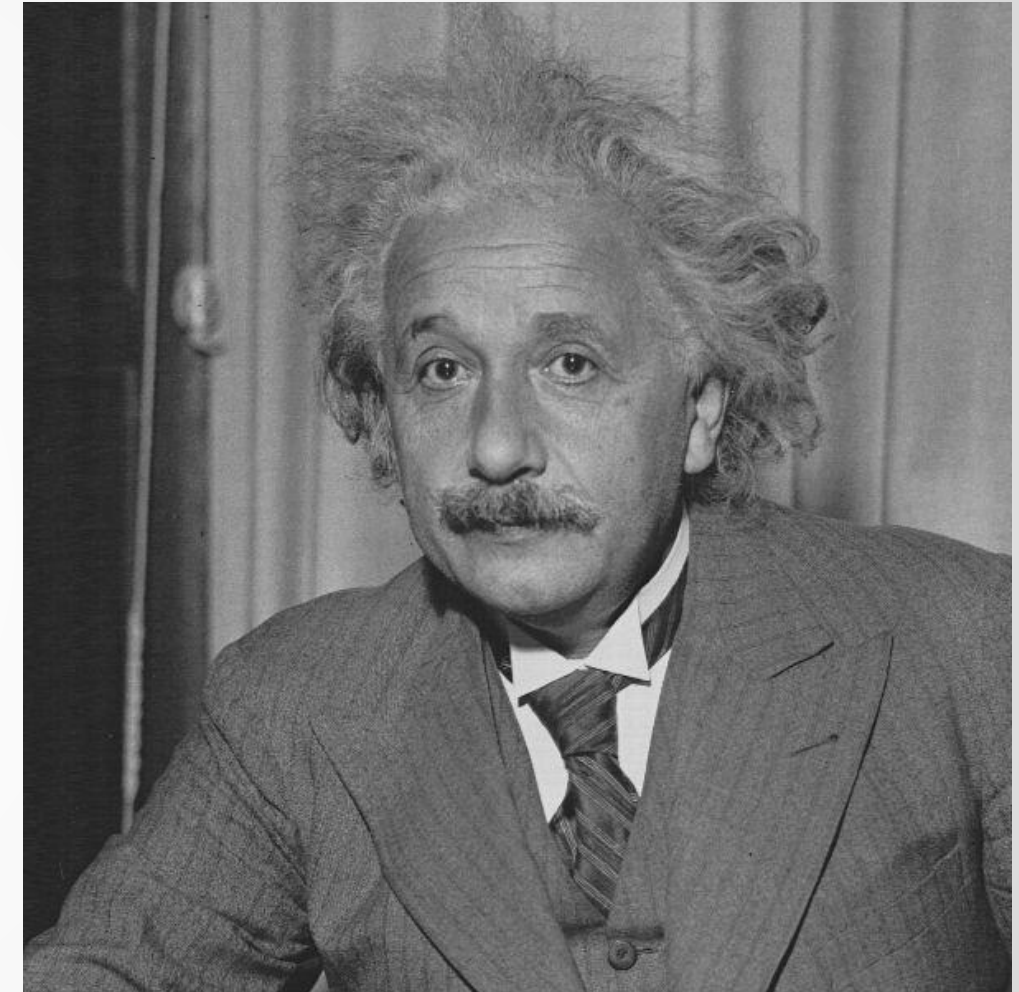
Better standards

Better training

More profitable jobs

A boss that loves you

Career success!



Thanks for Attending!



Boost Your Career with CAD Management Savings

Robert Green

Robert Green Consulting

Join the conversation #AU2017

