Great Products with Design for SIX SIGMA

RANDY C. PERRY • DAVID W. BACON

<u>Commercializing Great Products With Design For Six</u> <u>Sigma Paperback</u>

Jose Justiniano, Venky Gopalaswamy

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Commercializing Great Products with Design for Six Sigma Randy C. Perry, David Bacon, 2006-10-24 Optimize Every Stage of Your Product Development and Commercialization To remain competitive companies must become more effective at identifying developing and commercializing new products and services Design for Six Sigma DFSS is the most powerful approach available for achieving these goals reliably and efficiently Now for the first time there s a comprehensive hands on guide to utilizing DFSS in real world product development Using a start to finish case study a practical roadmap and easy to use templates Commercializing Great Products with Design for Six Sigma shows how to optimize every stage of product commercialization Drawing on a combined sixty five years of product experience the authors show how to make better product and portfolio decisions develop better business cases and benefits assessments create better concepts and designs scale up manufacturing more effectively and execute better launches Learn how to Establish infrastructure to support successful commercialization Use Stage Gate processes to minimize risk and optimize the use of people and resources Create better plans Segment markets define product value estimate financial value and position new products for success Capture the Voice of the Customer analyze it and use it to drive development Choose the right tools Ideation Pugh Concept Selection

QFD TRIZ and many more Develop better products and processes Process Maps Cause and Effects Matrices Failure Modes and Effects Analysis Statistical Design and Data Analysis Tools and more Test and improve product performance and reliability Perform Post Mortems and apply what you ve learned to your next project Whether you re an executive engineer designer marketer or quality control professional Commercializing Great Products with Design for Six Sigma will help you identify more valuable product concepts and translate them into high impact revenue sources Statistical Tolerancing in Design for Six Sigma (Digital Short Cut) Randy C. Perry, David W. Bacon, 2006-08-28 This is the eBook version of the printed book Development of a new product requires the product development team to address many complex customer requirements during the commercialization process Consider a situation in which a new product being developed must meet specified upper and lower specification limits based on Voice of the Customer interviews The design team must model and understand the sources of potential variation in the new product that need to be monitored and controlled if the product is to meet the identified customer needs The process of analyzing component variation and designing a final product that meets customer tolerance requirements is known as statistical tolerancing In this Short Cut various Design for Six Sigma techniques for determining the impact of multiple sources of variation on a final product are examined in detail A procedure is described for using representative models for individual product components to estimate the expected overall level of variation in the performance of a final product Three methods of tolerance analysis are presented and the merits of each are discussed Worst Case Analysis Root Sum of Squares Analysis and Six Sigma Tolerance Analysis A detailed case study example involving multiple sources of variation is employed to illustrate the application of these methods Minitab is used to identify the best fitting distributions from data sets for individual components Monte Carlo Simulation with Crystal Ball is then employed to determine the most important individual sources of variation and the overall variation of the final product Finally Crystal Ball's OptQuest optimization feature is utilized to determine the required design value for each key parameter to meet final customer requirements Contents What This Short Cut Covers Introduction Worst Case Analysis Root Sum of Squares Analysis Six Sigma Tolerance Analysis What s in the Book Commercializing Great Products with Design for Six Business Case for Design for Six Sigma (Digital Short Cut) The Sigma About the Authors Related Publications Randy C. Perry, David W. Bacon, 2006-09-14 This is the eBook version of the printed book Successful development and commercialization of new products are critical to the long term viability of any business The primary goal of product development is to enable a company to meet its goals for profitability and growth by introducing new improved and innovative products to the market The failure of a company to commercialize valuable new product ideas results in the commoditization of that company s product portfolio and potential failure of the business itself In this short cut we examine the business reasons that lead a company to adopt and implement the Design for Six Sigma methodology During our discussion we examine the product life cycle that all products undergo beginning with product development and ending with

product decline The impact of new disruptive technologies on current products is also examined and illustrated with a case study example involving the replacement of vacuum tube technology by the transistor In addition an examination of the economics of new product introduction is presented describing the impact of low priced substitute and surpriser and delighter products on existing markets Using traditional supply demand economic analysis in combination with the Kano model the authors explain the dynamic forces which move existing products from premium pricing to a state of commoditization Finally the authors take a detailed look at the financial metrics used to measure success in a DFSS project During this portion of the chapter the authors discuss financial metrics such as Net Present Value key reasons for failed commercialization programs and the use of financial sensitivity analysis including Monte Carlo simulation techniques This short cut describes in detail how DFSS brings value to companies Using the language of business the authors outline how Design for Six Sigma helps companies identify the needs of customers and emerging product trends through the use of a well defined structured process The authors also provides the reader with an understanding of how DFSS can be used to counter the forces of product commoditization and the entry of potentially disruptive technologies in the markets served by the business today Contents What This Short Cut Covers 3 Introduction 4 The Product Life Cycle 4 Where Have All the Vacuum Tubes Gone 5 Understanding Dynamic Markets The Kano Model 8 The Role of DFSS 12 Six Sigma Financial Metrics 14 Candy Wrapper Film A DFSS Case Study 15 How to Measure Success in a DFSS Project 16 What s in the Book Commercializing Great Products with Design for Six Sigma 36 About the Authors 45 Related Publications 46 **Ouality** Function Deployment and Six Sigma, Second Edition Joseph P. Ficalora, 2009-07-15 Make the Most of QFD and the Voice of the Customer in Six Sigma Environments Quality Function Deployment QFD techniques have helped thousands of organizations deliver higher quality more user focused product designs Now Lou Cohen's classic quide to QFD has been thoroughly updated to fully align QFD with Design for Six Sigma DFSS and other state of the art Six Sigma methodologies Revised by world class Six Sigma expert Joe Ficalora and his team at Sigma Breakthrough Technologies this new edition sup to date perspective on QFD reflects dozens of successful Six Sigma and DFSS deployments They offer a start to finish methodology for implementing QFD and systematically illuminate powerful linkages between QFD and Six Sigma DFSS Marketing for Six Sigma MFSS and Technology for Six Sigma TFSS An expanded start to finish case study demonstrates how QFD should function from all angles from design and marketing to technology and service Learn how to Identify the roles and advantages of QFD in today s global business environment Understand every element of the House of Quality HOQ Use QFD to drive more competitive product and service development Move from the processes you have to the processes you want Anticipate QFD s unique challenges overcome its obstacles and deploy it successfully Extend the HOQ concept all the way through project completion Deploy powerful Voice of the Customer VOC techniques throughout all phases of development not just planning Adapt QFD for software development service development and organizational planning Whether you re

working in operations engineering marketing technology or service development this book will help you drive maximum value from all your Six Sigma QFD VOC and DFSS investments Six Sigma for Marketing Processes Clyde M. Creveling, Lynne Hambleton, Burke McCarthy, 2006-02-17 Nearly half of the top one hundred Fortune 500 companies use Six Sigma methodology in some part of their business These companies have been among the top one hundred for five or more years and consistently report higher revenue and significantly higher profits than competitors. This underscores the impact on the cost side Now the focus moves to revenue growth Six Sigma consultant Clyde M Creveling's Design for Six Sigma in Technology and Product Development is the standard guide for product commercialization and manufacturing support engineers who want to apply Six Sigma methodology to technology development and product commercialization Now in Six Sigma for Marketing Processes Creveling joins with Lynne Hambleton and Burke McCarthy to show the ways marketing professionals can adapt and apply those same Six Sigma concepts to create a lean marketing workflow built for growth This book provides an overview of the way marketing professionals can utilize the value offered by Six Sigma tools methods and best practices within their existing phase gate processes as well as the traditional Six Sigma problem solving approach define measure analyze improve control DMAIC It provides unique methods for employing Six Sigma to enhance the three marketing processes for enabling a business to attain growth strategic tactical and operational It goes further to demonstrate the way Six Sigma for marketing and Six Sigma for design can be combined into a unified Six Sigma for growth In this book you ll learn how to apply Six Sigma methodology to Develop a lean efficient marketing workflow designed for growth Enhance the three marketing arenas for growth strategic tactical and operational Identify leading indicators of growth and become proactive about performance improvement Strengthen links between customers products and profitability Redesign marketing work to streamline workflow and reduce variability Assess and mitigate cycle time risk in any marketing initiative or project Leverage DMAIC to solve specific problems and improve existing processes Use lean techniques to streamline repeatable processes such as collateral development and trade show participation Preface xv Acknowledgments xxiii About the Authors xxv Chapter 1 Introduction to Six Sigma for Marketing Processes 1 Chapter 2 Measuring Marketing Performance and Risk Accrual Using Scorecards 25 Chapter 3 Six Sigma Enabled Project Management in Marketing Processes 45 Chapter 4 Six Sigma in the Strategic Marketing Process 63 Chapter 5 Six Sigma in the Tactical Marketing Process 117 Chapter 6 Six Sigma in the Operational Marketing Process 173 Chapter 7 Quick Review of Traditional DMAIC 209 Chapter 8 Future Trends in Six Sigma and Marketing Processes 229 Glossary 235 Index 261 Six Sigma for Medical Device Design Jose Justiniano, Venky Gopalaswamy, 2004-11-15 Six Sigma for Medical Device Design is the first book to apply Six Sigma principles to the design of medical devices Authored by experienced professionals it uses real world examples and sample plans to provide a practical how to guide for implementation This volume also links the Six Sigma philosophy with the FDA s Design Control and ISO regulations useful for companies that must be compliant as well as for those in the process of

implementing a quality system for design control This book is an excellent tool for technical and scientific personnel to understand the realities of business and markets to comply with stringent quality and safety standards and to optimize the product realization process

Commercializing Successful Biomedical Technologies Shreefal S. Mehta, 2008-04-24 Successful product design and development requires the ability to take a concept and translate the technology into useful patentable commercial products This book guides the reader through the practical aspects of the commercialization process of drug diagnostic and device biomedical technology including market analysis product development intellectual property and regulatory constraints Key issues are highlighted at each stage in the process and case studies are used to provide practical examples The book will provide a sound road map for those involved in the biotechnology industry to effectively plan the commercialization of profitable regulated medical products It will also be suitable for a capstone design course in engineering and biotechnology providing the student with the business acumen skills involved in product development

The British National Bibliography Arthur James Wells,2007 Dfss Design for Six Sigma Klaus Hogreve,2015-07-20 Design for Six Sigma DFSS is a response to the demand of faster design of new products while radically improving the success rate and quality of these products by focusing on the voice of the customer This book is an introduction into the subject matter

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