



TOC Practitioners Alliance – TOCPA

www.tocpractice.com

SHARING EXPERIENCE

27th International TOCPA Conference

17-18 August 2016

&

Four pre-conference TOC Master Classes

16 August, 2016

Johannesburg, South Africa

For registration and enquiries please contact: nicholas@tocsa.co.za or 0861102161

17 August 2016

8:00 – 8:30	Registration, morning coffee	
8:30 – 9:00	Welcome and Introduction	Philip Viljoen TOCPA Founding Member Oded Cohen and Jelena Fedurko TOCPA Co-Presidents
9:00 - 9:45	Managing and inspiring people using simplified Thinking Processes to develop a Strategy and Tactics Tree	Konrad Bartel Ops Logik
9:45 - 10:30	Lessons learned after 10 years of selling and implementing CCPM	Jaco Laubscher Realization / RuZults
10:30 - 11:00	Coffee break	
11:00 - 11:45	B2B Marketing and Sales using TOC	Barry Urban TOC Expert Consulting
11:45 - 12:30	Growing a reliable and stable company in a fast changing world the TOC way	Albert Visser Goldratt Group
12:30 - 13:15	Validating 6 Supply Chain Rules with the dice game	Philip Viljoen TOC Southern Africa / RuZults
13:15 – 14:00	Lunch	
14:00 – 14:45	Application of TOC beckons in Retail	Dawid Janse van Rensburg Cargo Solutions
14:45 - 15:30	4 Pillars of TOC and effective application and results in Mining	Katlego Mabote Lonmin
15:30 - 16:00	Coffee break	
16:00 - 16:45	Integrating CCPM & DBR in a product development company	Galia du Toit – Ops Logic JP Grobbelaar - Skeg

18 August 2016

8:00 – 8:30	Morning coffee	
8:30 - 9:15	How we used CCPM as a business Strategy	Johan Steyn CGR Bakery Services
9:15 - 10:00	Insight into Dynamic Buffer Management	Albert Van der Wat Cargo Solutions
10:00 – 10:45	TOC & Innovation	Henning du Preez TMARA / RuZults
10:45 – 11:15	Coffee break	
11:15 – 12:00	Working with the 6 layers of resistance	Jelena Fedurko TOC Strategic Solutions - Estonia
12:00 – 12:45	Centurion Systems – CCPM Year 3	Christo Wentzel Centurion Systems
12:45 – 13:30	The Gift	Andy Anderson Goldratt Group / RuZults
13:30 – 14:15	Lunch	
14:15 – 15:00	Managing the sales flow	Oded Cohen TOC Strategic Solutions - Israel
15:00 – 15:45	Exploitation of the Critical Chain	Thuso Machaba Babcock
15:45 – 16:15	Coffee	
16:15 – 17:00	Panel Discussion	A proposed topic “Increasing the Impact of TOC in Southern Africa”
17:00 – 17:15	Closing the Conference	Philip Viljoen TOCPA Founding Member Oded Cohen and Jelena Fedurko TOCPA Co-Presidents

Venue – Glenburn Lodge www.glenburn.co.za, (R5000.00 excl vat for both days)

Building Good Strategy and Tactic Trees

Jelena Fedurko

The author of the books

“Behind the Cloud: Enhancing Logical Thinking,”

“Through Clouds to Solutions: Working with UDEs and UDE Clouds,”

“Mistakes and Difficulties in Working with TOC Logical Tools,”

“Theory of Constraints Fundamentals,”

“A Good Strategy and Tactic Tree”

This one-day master class presents Jelena’s latest developments for working with the most comprehensive logical tool of TOC – the Strategy and Tactic Tree.

Master class participants will look into rules, examples and exercises in the four areas of constructing the S&T Tree:

- the content of the entities in the S&T boxes;
- the relationship between the entities within the same box;
- the vertical relationship between the S&T boxes;
- the S&T structure.

Venue – Glenburn Lodge www.glenburn.co.za, (R2500.00 excl vat)

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Managing Supply Chain the TOC Way – Achieving High Availability and High Inventory Turns Oded Cohen

**the author of the books
“Ever Improve – A Guide to Managing Production the TOC Way”,
“Deming and Goldratt”,
“Theory of Constraints Fundamentals”**

This master class presents the TOC Solution for replenishment to achieve high level of availability with no excess inventory in all links of a distribution chain.

Participants will be presented with the concept and elements of the TOC distribution solution and implementation methodology.

During the day participants will

- look into the differences between conventional inventory management models and TOC replenishment solution
- look into the problems of forecasting
- discuss importance of aggregation and aggregation point
- look at the patterns of consumption from the inventory management point of view
- learn about stock buffers the TOC way and Buffer Management

Venue – Glenburn Lodge www.glenburn.co.za, (R2500.00 excl vat)

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Master Class by Philip Viljoen

TOC Fundamentals

Philip Viljoen

CEO of TOC Southern Africa Consultants

This one-day master class presents the Fundamental Foundation of the Theory of Constraints on which all applications are based. This is essential knowledge for novices in TOC who wants to understand the body of knowledge better

During the day participants will:

- Test the validity of the Fundamental assumptions of TOC
- Discover how to focus to become more effective managers
- Discover the power of Throughput Thinking
- Discover the Concepts of Flow by playing the dice game
- Be introduced to all the TOC applications

Venue – Glenburn Lodge www.glenburn.co.za, (R2500.00 excl vat)

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Master Class by Barry Urban

B2B Marketing and Sales using TOC as an example – a hands-on practical workshop

Barry Urban

CEO of TOC Expert Consulting

Selling TOC will be used as an example but the participants will be expected to work on their own businesses during the workshop so that they have a good idea of how to go back and market their business by the end of the master class.

- What is the “WHY” of your business?
- Defining your target market
- Choosing your marketing strategy
- Building your prospect list
- Exchange of value principles
- Making contact
- The sales process
- Building the future.

Venue – Glenburn Lodge www.glenburn.co.za, (R2500.00 excl vat)

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