

Global Oil & Gas Operation Instrumentation Solutions

LEAN SIX SIGMA
Presentation



GOGOI SOLUTIONS INC.

Consultancy | Tools & Equipment's | Chemicals

About Us

Gogoi Solutions Inc. was founded in 2017 with a single mission: to be the most successful, creative and ground-breaking consulting agency . We approach each of our clients with fresh eyes to develop customised and unique strategies.



A premier organisation with three verticals: Consultancy Services , Tools and Equipment's Solutions & Chemicals having a team of qualified and result oriented professionals & Technology partners who have the best expertise in their respective fields. Using their expertise, the team adds the value to the organisation by achieving desired targets.

OUR PEOPLE



Kamaljeet Singh
Head Business Development

Rajiv Purkayastha
Principal Consultant (Lean & Six Sigma)

P Gogoi
Principal Consultant & CEO

Dibakar Bhattacharjee
Adviser Oil & Gas Sector

Anil Kohli
Adviser Material Handling Engg.

Technology partners



Introductory of Consultation

Gogoi Solutions Inc. exists to solve the critical issues facing our clients, both large and small. Our unique approach is not only what differentiates us, but also what makes us successful. We provide a broad range of Products, services and solutions to help organisations facilitate change, achieve their vision and optimize performance and productivity.

Achieve Your Goals

We examine what organisations are doing to stay relevant and competitive in this fast-paced world, and which ones are doing it best. We then strategise using smart tools and global resources in order to understand the implications of every choice our clients can make. Get in touch to learn more about how this service can help you.



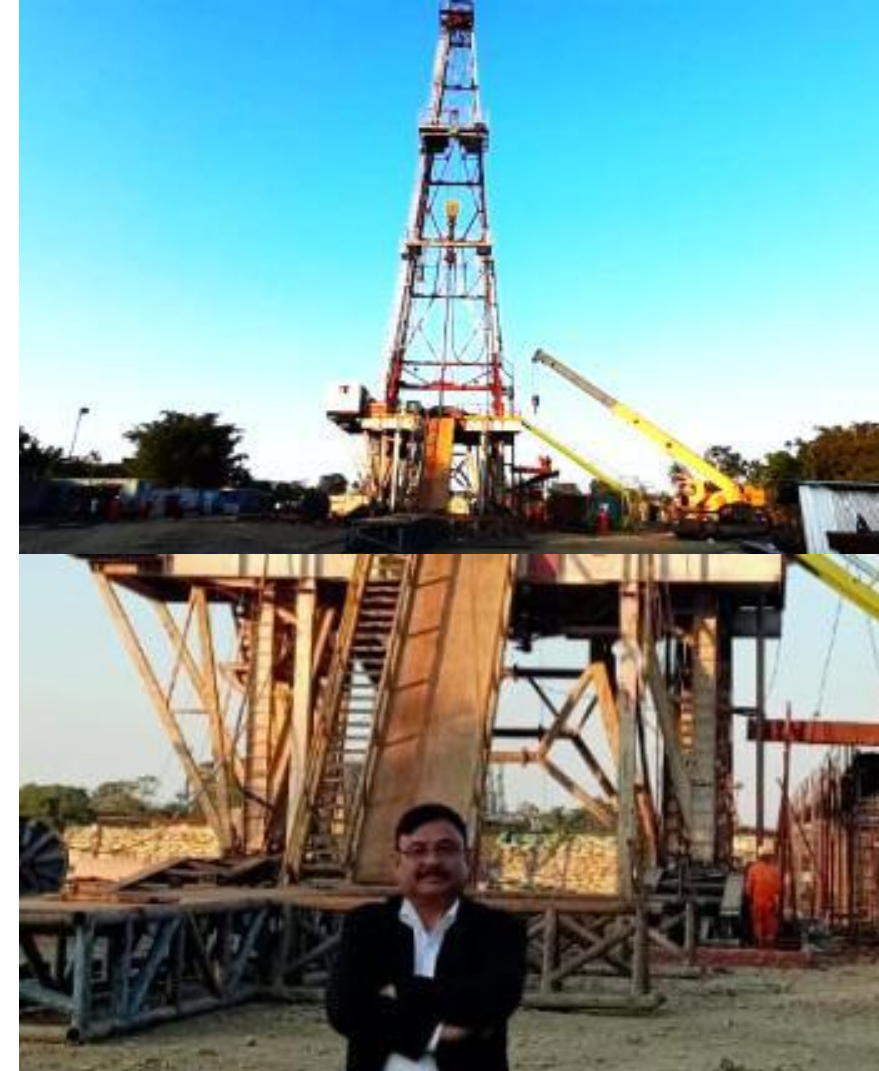
Foundation Services

- Management Systems Implementation
- Process & System Auditing
- Operational Assessment & Recommendations
- Human Resourcing & Development Competency Mapping / Organizational development
- Behavioral Skill Development
- Outbound Training for Executives and above

Strategic Consulting

- Operational Cost Reduction
- Lean Six Sigma
- Business/ Manufacturing Excellence models
- Process Design Excellence
- Quality Circle
- Supplier Development
- TPM – Total Productive maintenance
- Total Quality Management

Plus many other Customized Modules as Business NEED



CONSULTANCY DIVISION

Lean Sigma



Rajiv Purkayastha

Principal Consultant (Lean & Six Sigma)

A Graduate Engineer from IIT, and Master from University of Salford, Manchester (UK) and a certified Six Sigma Master Black Belt from Indian Statistical Institute, certified Black Belt from ASQ as well as a certified Lean expert from BMG Europe, Certified Project Management professional & TPM professional. Rajiv is an accomplished continuous improvement expert with 18 years of success delivering lean & Six Sigma practices, Kaizen, TPM and project management for increased profitability in manufacturing and service industries. Rajiv has given million cost savings to the organization by improving the system and processes. He is known for his ability to integrate multiple quality concepts and methodologies into a cohesive improvement structure for an organization.

Rajiv, an accredited trainer & consultant with blend of Technical & Process Skills, has contributed to all important functions of business (i.e. sales, presales, delivery, support ,operation, Engineering, HR & Finance etc) He is Excel in cultural transformations that propel a quality mindset in all workforce levels. He trained more than 10000 associate in Lean six sigma and mentored/coached more than 4000 Black Belt/Green belt projects which delivered annual benefits of more than \$ 5 Billion. . He has developed >1500 certified BB's and >5000 certified GB's as well as >300 champions and sponsors.

Experience

- | | |
|---|------------------------|
| 1. Principal Consultant | 2014- till date |
| 2. Vice President and MBB- Alcatel- Lucent | 2013-2014 |
| 3. National Manager (GM) and MBB Coca- Cola | 2012-2013 |
| 4. Senior Manager and MBB at Tata Consultancy Services BPO | 2010-2012 |
| 4. Dy General Manager and MBB at Ingersoll Rand | 2008- 2010 |
| 5. Manager and MBB at HCL Technologies Ltd | 2007-2008 |
| 6. Assistant Manager and BB at Airtel | 2005 - 2007 |
| 7. Senior Engineer and BB at General | 2000-2005 |

OUR EXPERTISE

We Provide Consultancy & Handhold training to the Organization to achieve their goal through 3 Mantra i.e.

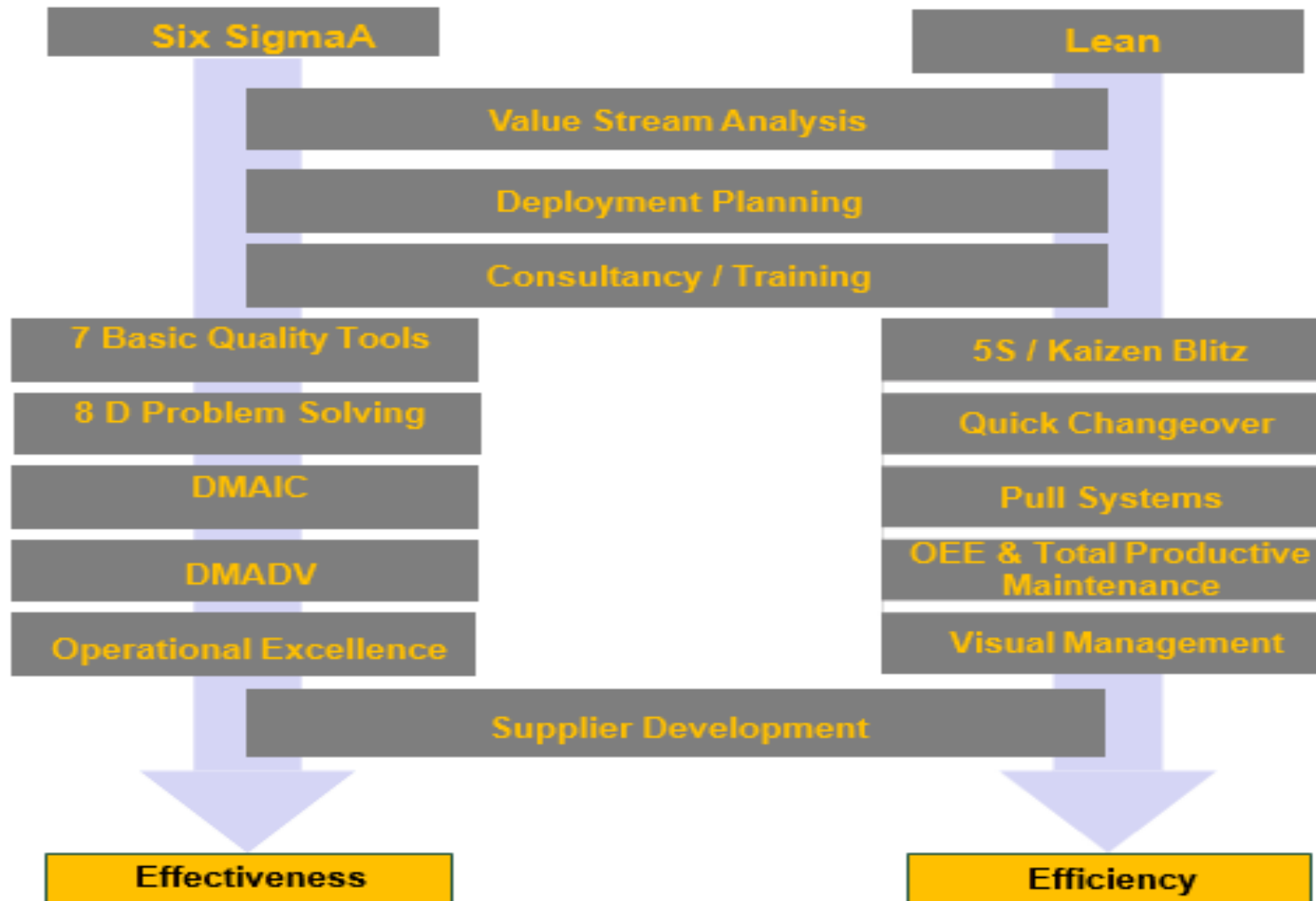
Improve Quality, Reduce Cost & Faster Delivery. To do it we work on the following components-

❖ **Corporate components:**

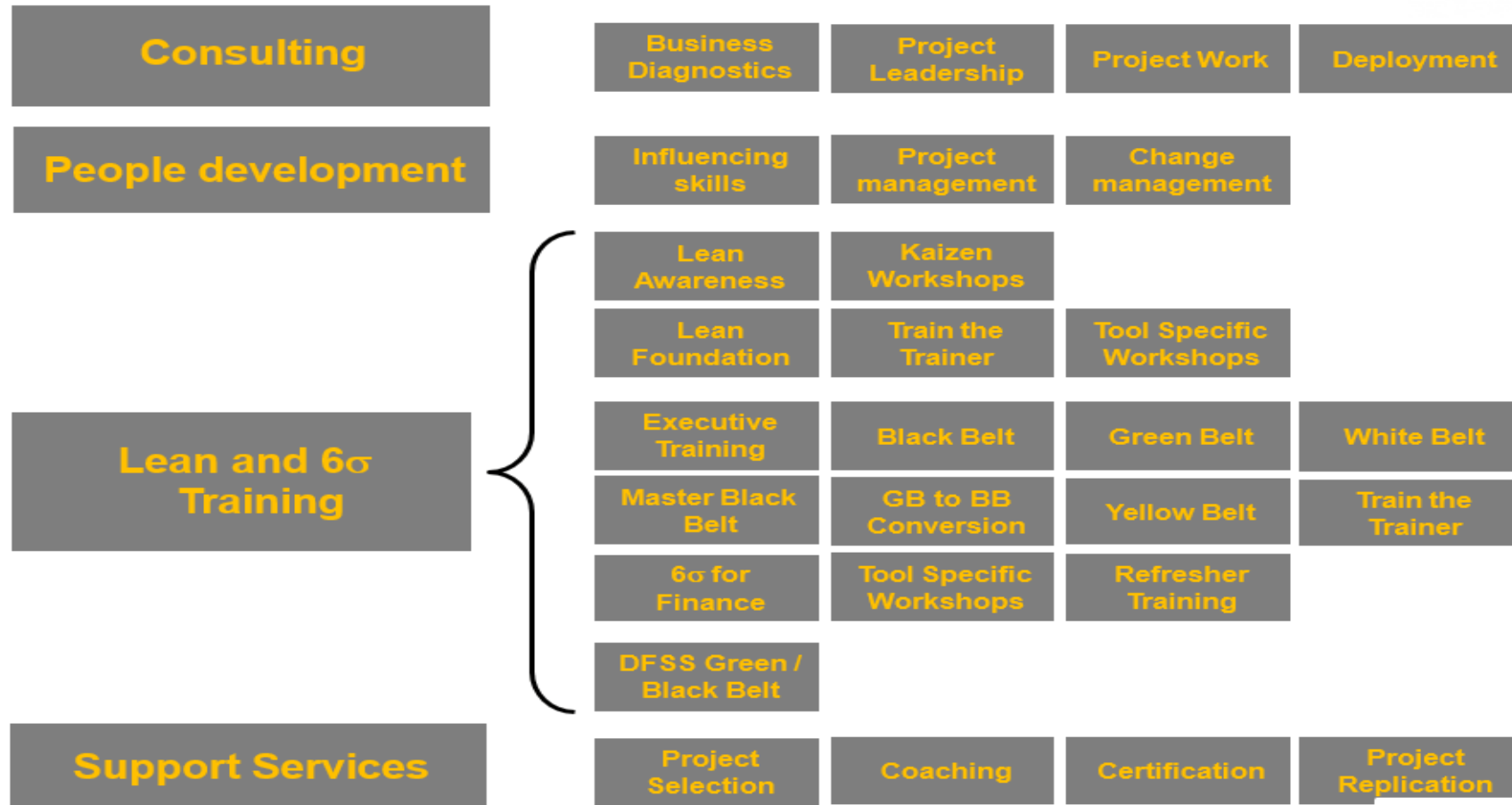
1. ROI – Increase the return on investment
2. Cash Flow - Improve the cash flow cycle.
3. Net Profit – Increase the profit

❖ **Operations components:**

1. Throughput – *Increase the Pace at which the system generates units of the goal*
2. Inventory – *Reduce and optimize so all the money the system invests to purchase goods*
3. Operating expense – *Reduce all the money spent to transform inventory into finished goods*
4. Quality – *Improve the first time right quality without any rework*
5. Productivity – *Improve the productivity of Machines, Human and system.*

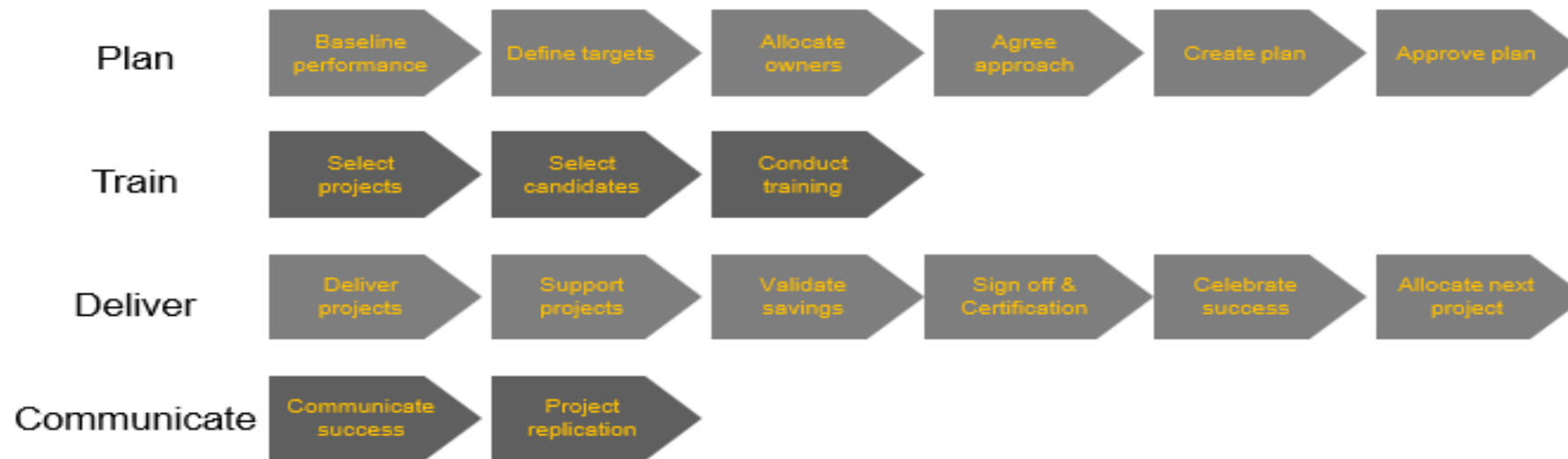


WE OFFERS TAILORED SOLUTIONS



Key Business Deployment Elements

- The following approach has been generated based upon the deployments we have been involved in
- When followed, sustained deployment success is achieved in a shorter timeframe and savings potential is maximised



LOGISTICS

Our expertise are on improving Effectiveness and Efficiency of logistics



Effectiveness – Effectiveness measures the capability of producing an intended result. It thus concerns the ‘outside’ of the organization – what results does the organization achieve?

Efficiency –Efficiency is the measurement for producing results taking into account used resources. It thus refers to the ‘inside’ of the organization – how does the organization achieve its results?

WAREHOUSE & LOGISTICS AREAS SCOPE FOR IMPROVEMENT

- ❖ **Improving the receiving efficiency** : *Improvement in time taken for received stock to be counted, booked in and ready to put away.*
- ❖ **Picking accuracy** : *An incorrectly picked order means returned items and paying to correct the mistake. So this is something that can again have a huge impact on costs, customer satisfaction*
- ❖ **Reducing carrying cost of inventory** : *The longer inventory stays in the warehouse, the more it costs a business, Carrying cost of inventory consists of adding up all costs associated with storing inventory over a given time period. This includes things like insurance, taxes, storage space, personnel, equipment.*
- ❖ **Improving Inventory Turnover** : *It is basically the frequency at which you sell out your inventory. In other words, how quickly you sell and ship stock once it's been put into storage.*

WAREHOUSE & LOGISTICS AREAS SCOPE FOR IMPROVEMENT

- ❖ Reducing the rate of return or improve order accuracy : *This obviously gives a great insight into customer satisfaction as a whole, Basically reducing the returns of inaccurate or damaged goods*
- ❖ Reducing backorder rate : *A high backorder rate means a lot of orders are coming in for items that aren't in stock. Sudden unexpected rises in demand can account for this. But if the backorder rate is consistently high then it's likely a result of poor planning and forecasting.*
- ❖ Reduce order lead time : *This is simply the average length of time it takes for customers to receive orders once they are placed.*
- ❖ Improve on time dispatch : *One time dispatch from warehouse*
- ❖ Improve On-time final delivery : *Ability to deliver successfully on time to their scheduled required arrival date*

WAREHOUSE & LOGISTICS AREAS OR SCOPE FOR IMPROVEMENT

- ❖ **Improve Full Delivery**: *Reduce the short shipment*
- ❖ **Improve Order accuracy**: *Reduce degree of incidents from the placement to the delivery of an order. Basically reducing the returns of inaccurate or damaged goods*
- ❖ **Reduce transportation cost**: *Explore Opportunities to Consolidate Shipments. ...*
- ❖ **Improve Inventory accuracy**: *Reduce disparities between the record and the warehouse physical*
- ❖ **Space saving**: *Workplace improvement though 5S means creating a place for everything and keeping everything in its place, which will help to save some space.*
- ❖ **Manpower Productivity Improvement**: *Streamline production processes.....*

OIL AND GAS INDUSTRY PROJECT ACHIEVEMENTS INCLUDED

1. If fluid is not detected in a drill well, the well downtime affects the production volumes directly. A team tackled this challenge as a lean six sigma project. The total well downtime was reduced by more than half of the original value.
2. Injection water used in drilling process needs to contain oil content. A structured experiments approach was taken by a team to find out if lesser oil content can be used in injection water without affecting the efficiency of the process. 35% reduction in oil content was found to be feasible and successful in the improved process. This increased the oil production.
3. Test results of drill wells are sometimes not accurate. Also, number of well tests carried out per year is key driver of success probability year on year. A Lean Six Sigma team carried out a successful assignment of increasing the number of well tests and enhancing accuracy of test results in a single complex project. This led to substantial business impact for the organization.



OIL AND GAS INDUSTRY PROJECT ACHIEVEMENTS INCLUDED

4. Total Productive Maintenance at Qatar Petroleum paved way for establishing a structured learning organization having no barriers between production, maintenance and other service groups, with improved work culture and visually improved work places, encompassing entire gamut of operation, safety, maintenance, inspection & training, having focus on loss reduction and reliability improvement for sustained run length of plants and machineries that will lead to enhanced Over All Plant Effectiveness.
5. Inventory reduction for drilling fluids in Abraj, the company's inventory turns reached 3.5 turns from 1.2 - almost a 200% improvement. The result is tens of millions of dollars in cash savings and working capital reduction.
6. Reduction of rig movement time from 14 days to 7 days in Abraj leading to 2M USD savings.
7. Reduction in debtors collection period from 165 days to 80 days.
8. Reduction of top drive breakdown hours in Rig.



PROJECTS COMPLETED

By Mr. Rajiv Purkayastha

Oil & Gas Projects in middle east

NAME OF PROJECTS :

- Finalization of Technical tender before 10% or 7 days ahead of submission date
- Reduction in number of breakdown for major equipment's
- Reduce the overhauling Lead Time from PR to Execution
- Reduce the Lead time of Rig movement
- Improvement in Readiness to work before getting the work order
- Create operational definition for On time deliver to warehouse (What is the measure for On time delivery)
- Measure the current performance of Onetime Deliver against Target
- Find where is the problem , is it On time GRN or Transit Lead Time

- Improve On Time Delivery to Site
- Reduction in lead time for acquisition of assets having value more than USD 26000
- Improving the effectiveness of Preventive maintenance for major equipment's
- Incorporating SLA to measure the performance of unscheduled repair (MTTR & MTBF) and improving it.
- Incorporating the OEE measure to know the health of the major equipment's
- Reduce inventory and slow moving items
- 5S deployment in Main warehouse to save space and productivity improvement
- Debtors collection days to be reduced by 5 to 10%
- Improvement in On-Time payments for PO based OPEX items
- Improvement in On-Time release of MIS
- Setting up SLA for the Legal function, define measure and target for SLA
- Improvement in On Time PO processing, currently its is 50%
- Improve delivery of right product and in right quantity
- Reduction of TRCF and bringing stability in TRCP
- Reduce the Recruitment lead of Senior Management Level position
- Create a system to measure Overtime payment Lead time and improve it
- Synchronization of Asset Transfer between physical vs SAP
- Reduce the number of air transportation order to reduce cost
- Standardization of work - list of the normal tasks or daily standard actions to create and maintain stability

Why choose us?

Expert provider	We are recognised in our field of expertise
Voice of the customer	We listen intently to client requirements and tailor programmes around their needs
Practical implementation	Our support, training and advice is based upon years of practical hands- on experience
Support	We provide an extensive after implementation service and follow up
Track record	Our delivered benefits, repeat business and client recommendations are proof of our pedigree
Partnership	We work in partnership with our clients to bring about rapid sustained success



**Global Oil & Gas Operation
Instrumentation Solutions**
(Product Division)

Some of our Esteem Customer :



IndianOil





If you have any enquires please feel free to contact us:

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