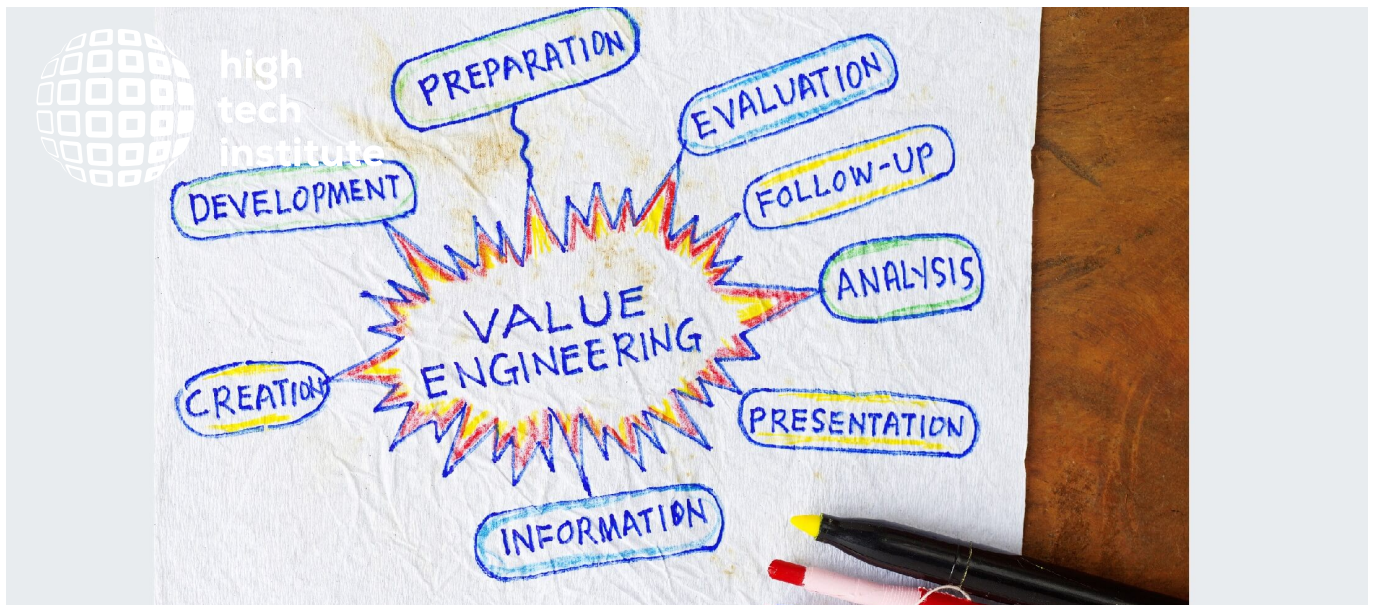


TRAINING BROCHURE

Value-cost ratio improvement by value engineering training



[Provisional reservation >](#)

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Value-cost ratio improvement by value engineering

Price: On request

Duration: 2 consecutive days

Contact: training@hightechinstitute.nl, +31 85 401 3600

Score: 8.3 ★★★★★☆

Intro

The key topics of value engineering are profitability, improvement for your business and affordability for your customer.

To reach these goals it is crucial to understand what drives both value and cost. This means translating your customer requirements into value/cost optimized solutions and speeding up your development process. The value-engineering way of working is a valuable add-on to system architecting and systems engineering.

This course is essential for those who work in multi-disciplinary product design teams that aim to launch winning products to the market in a timely manner and improve profitability of existing products.

In-company trainings are also available upon request, for instance, to kick-off new product design teams. Example cases used in the training are designed to be both fun and inspiring.

As an icebreaker, we have participants jump right into a Lego redesign case. With this, course-goers immediately get to experience a large part of the normal development process in a fun new way. Exercises like this aim to shine a light on the methods that will give you deeper insight into the buying behavior of the customer, understanding function, optimizing manufacturability and quality, as well as working with suppliers and more.

We encourage participants to bring their own case. This practical information will be used as an example and greatly increases the learning experience because it appeals to people's real-life experiences.

Value Engineering: doing the right things right!

This training is available for in-company sessions that can be adapted to your situation and special needs.



Certification

Course participants receive a High Tech Institute certificate for attending this training.

Course leader

[Goof Pruijsen](#)

Trainers

[Goof Pruijsen](#)

** Prices are subject to change. Price correction will be applied at the end of the year.*

Keep me posted



Objective

The training course aims to:

- Understand the customers' key requirements that improve value and buying behaviour;
- Use a step wise approach how to improve on profitability of existing and future products;
- An overview of the different value engineering tools and when to apply in the design process;
- Understand value and cost drivers and their relation to your product requirements;
- Understand where cost originate in the manufacturing & supply process and find strategies to reducing costs;
- Effectively involve suppliers early in the design process and how to utilise their engineering and/or manufacturing skills.

Target audience

This course is intended for system architects, lead engineers, marketing professionals, project managers, purchasing people, c.q. multi-disciplinar design teams. Pre-requisite: an open mind for innovative but structured methods to manage requirements towards value and cost reduction/improvements.

Program

The training course focuses on:

- The Customer: Understanding the target customer and capturing the correct performance level for successful products, for which then the requirements are derived;
- Development process: A thorough analysis of the required functions and specifications. Using creativity to devise a range of solutions to the complete set of functions and find the most profitable scenario using the right trade-offs and how to optimize new and/or existing designs for manufacturability and supply chain;
- Early supplier involvement and optimisation of the supply chain for cost and time-to-market.

The examples and workshop parts during this course will be tailored to fit the needs of the course participants and/or company.

Methods

Presentations, lecture-type parts, workshop-parts and exercises (2 days).

On request available as in-company training as a kick-off for product design teams (duration t.b.d. and includes preparation).

Trainers

Goof Pruijsen

Read the interview:

A portrait of Goof Pruijsen, a middle-aged man with light brown hair, wearing a dark blue sweater over a blue and white patterned shirt. He is looking directly at the camera with a slight smile.

Goof Pruijsen (Trainer)

"Value engineering therefore starts, according to Pruijsen, with value for the customer."

Remarks from participants:

- "Most important items I've learned: Think in functions, keep asking till you understand, monitor costs continuously." > Hendrik Budel - IAI Industrial Systems
- "Interesting course, an underexposed field." > Erik Vermeer , Cerescon