

merton partners | product & process characterization

go beyond validation processes & specs: knowledge transfer

knowledge problem...

Products & processes are vulnerable because knowledge is fragmented, often caused by:

- step-wise development cycles
- multiple tech-transfers
- compartmentalized data & knowledge
- incompatible information/systems/data
- poor supplier relations
- aggressive cost-reduction

The solution is within the organization:

- define a continuum of drivers & variables
- embed process understanding
- build an early warning/signaling process
- develop, adjust & control know-how

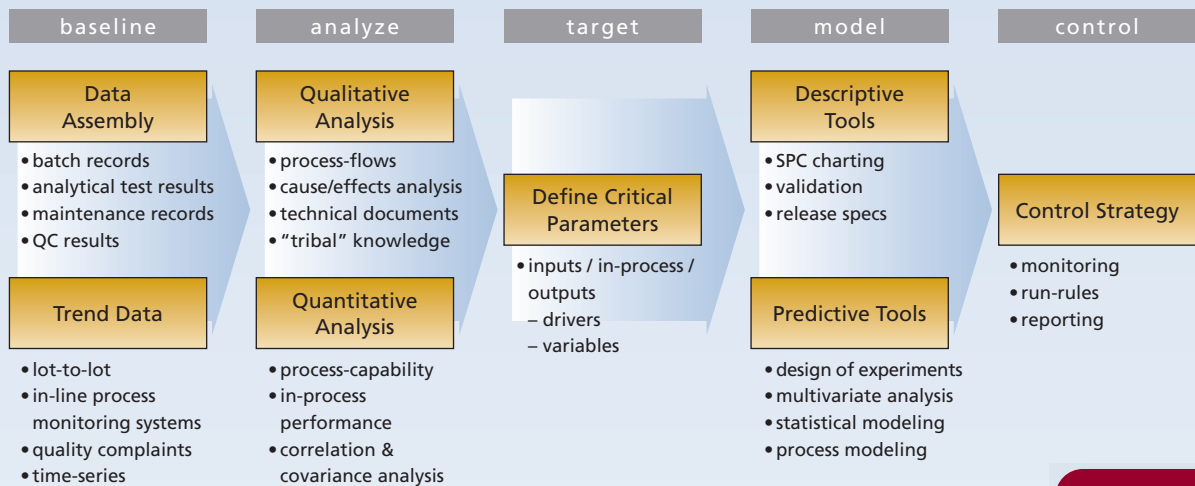
knowledge partnership...

Do you focus on cost & service?

Internal/external supplier partnerships require common knowledge & goals:

- align & share objectives
- share data & information flow
- make process knowledge 2-way/seamless
- work & make decisions using facts
- reward timely improvements
- transfer & embed control strategy
- plan strategies & performance together

characterization transforms & integrates knowledge...



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