

PROJECT PAPER REPORT

LEAN SIX SIGMA TOOLS TO IMPROVE BUSINESS  
RESULT AT PHN INDUSTRY SMD BHD

SABARUDDIN BIN ABU  
M60101150016  
SCHOOL MANAGEMENT

MASTER OF BUSINESS ADMINISTRATION

ASIA E UNIVERSITY  
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**LEAN SIX SIGMA TOOLS TO IMPROVE BUSINESS RESULT AT PHN  
INDUSTRY SDN BHD**

**SABARUDDIN BIN ABU  
M60101150016**

**A research project submitted in partial fulfillment of the requirement  
for the  
Master of Business Administration**

**Asia e University  
JULY 2016**

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# CHAPTER 1: INTRODUCTION

## 1.0 Background Study

This project paper is a case study conducted at PHN Industry Sdn Bhd, a company jointly owned by DRB-HICOM Berhad and PROTON Holdings Sdn Bhd. It produces automotive components for major Original Equipment Manufacturers (OEMs), namely, PROTON, PERODUA and HONDA. The company specializes in the metal stamping, components assembly, roll forming and dies manufacturing. However, cost efficiency is a recurring issue; the management has consistently been searching for solutions to reduce increasing cost of metal components and to eliminate wastes in production processes. Also, business profits have been challenged by increasing competition in an increasing saturated automotive market.

## 1.1 Statement of the Problem

The problem in this study involves measuring business performances vis-a-vis cost of sale and revenue for the past three fiscal years. In this regard, the percentage cost of sale versus revenue was recorded in between 85% to 87%, and four major contributors have been identified and included in the improvement program such as consumable usage, labor, utilities usage and local part supply. The issue about the improvement programs is to bring down 2% cost of sale and bring up the profit.

## 1.2 Conceptual Definition

### 1.2.1. Cost of Sales

“The cost of sales for a manufacturer is the cost of finished goods in its beginning inventory plus the cost of goods manufactured minus the cost of finished goods in ending inventory”, (<http://www.accountingcoach.com>)

Cost of sales define in the analysis of project paper are includes imported parts, local parts, steel coil, labor cost, dies making consumable, repair and maintenance, sub-contract, consumables and others

### 1.2.2. Lean – waste elimination

John Bicheno (2000) identified some traditional waste captured in manufacturing system such as;

- (a) Untapped Human Potential – Not empowering people to push the envelope with change to improve a process or product.  
Empowerment requires clear communication, commitment, support, and a culture of trust and mutual respect.
- (b) Inappropriate Systems – Using the incorrect system for the process, making the process more time consuming or cumbersome than it needs to be.
- (c) Energy and Water – Eliminate the wasteful usage of energy and water.
- (d) Materials – Get rid of wasteful usage of materials from the design to manufacturing.
- (e) Service and Office – Do away with wastes created in the offices and services provided to customers.



### 1.2.3. Six Sigma

To eliminate the defects and follow structure process, in order for organization achieves the goals of business excellence, "Lean will focus on Plan - Do - Check - Action (PDCA) philosophy, whereby Six Sigma follow the Define - Measure - Analysis - Improve - Control (DMAIC) philosophy. It is interesting to note that both philosophies are similar, but each step of the DMAIC process utilizes the PDCA cycle", (Nash et al.,2006).

### 1.2.4. Lean Six Sigma

Lean Six Sigma is hybrid approach of Lean which eliminate waste and Six Sigma to reduce variation. "The focus is to use the knowledge of the workers with the proper tools to design, improve, and control the key processes of the product manufactured", (Schutta, 2006). "In order to achieve the goal, management should provide the business process consisting planning and strategic thinking". (Schutta, 2006)

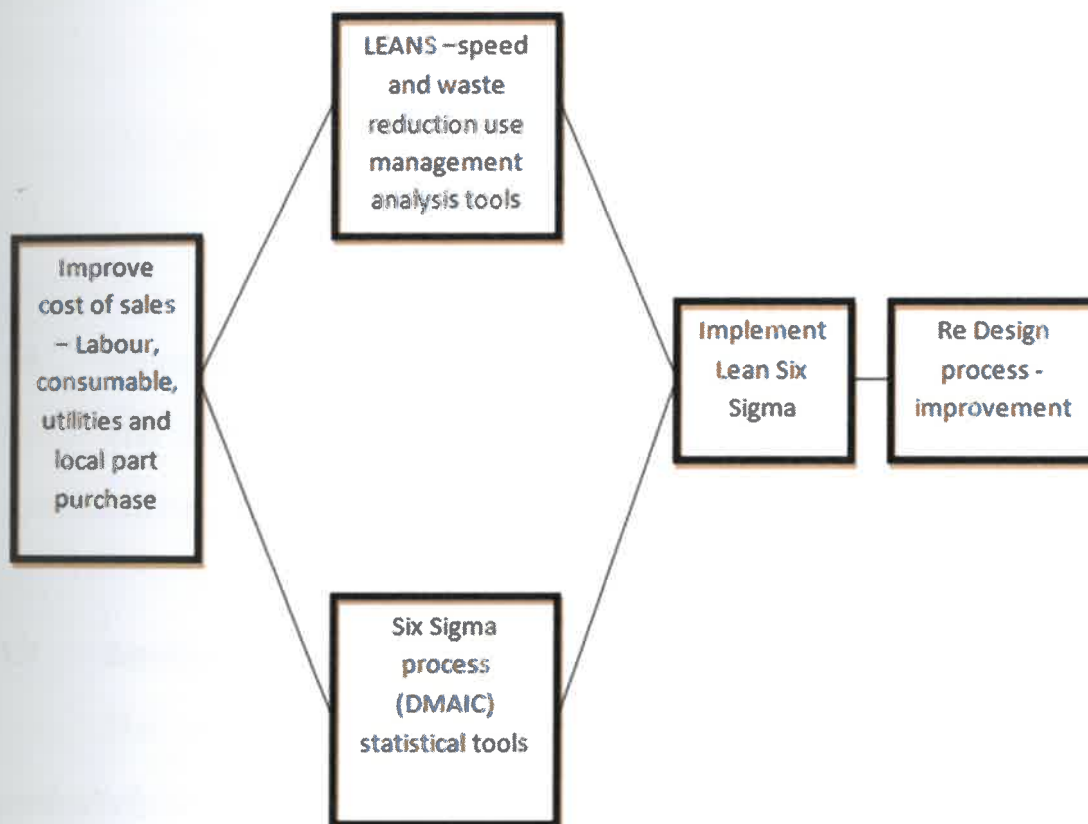
## 1.3 Objective of the Study

The objective of the project paper is to implement Total Quality Management through Lean Six Sigma Tools application in PHN Industry Sdn Bhd to enhance business results by increase the profits and make the business more competitive among the competitors.

#### 1.4 Conceptual Framework

Figure 1 illustrate a conceptual framework of this research with the purpose to find out the cost of sales improvement by eliminate the waste through implementing Lean Six Sigma Process DMAIC and statistical tools.

Figure 1 – Conceptual Framework



#### 1.5 Research Questions

##### (a) Primary Question

- i. How to improve business performance using TQM Lean Six Sigma application?

##### (b) Secondary Questions

- i. What is business performance?
- ii. What the factors influencing business performance?
- iii. How to reduce the variable costs?
- iv. What are the Lean Six Sigma tools to be used to improve business performances?
- v. How to define the opportunity for improvement?
- vi. How to get data to measure of solution matrix to determine the critical factors?
- vii. How to get data to analyze cost benefit for determine the impact of the project?

#### 1.6 Scope of the Study

The scope of study limited to the business performance in the automotive industry at PHN Industry Sdn Bhd.

#### 1.7 Significance of the Research:

The results will allow future researchers to further improve on the productivity and quality of the PHN Industry Sdn Bhd operations which were not included in this study.

#### 1.8 Research Methodology

(a) Theory: Lean Six Sigma and TQM (including Project Charter)

(b) Methods:

- i. Root Cause Analysis (RCA)
- ii. Action Plan for improvement

- iii. Cost Benefit Analysis
- iv. FMEA
- v. Solution implement Plan
- vi. Determination of Vital Few X's – Potential Factors
- vii. Graphical & Statistical Analysis – Regression

## 1.9 Chapter Layout

### Chapter 1: Introduction

This chapter covers a general background on the research topic, problem statements, research questions and objectives. Other subjects covered include conceptual framework, significance and limitation of the study.

### Chapter 2: Review of Literature.

This chapter discovered the methodology review of both Lean and Six Sigma. How the both methodologies complement each other when hybrid to Lean Six Sigma? The main characteristic when both methodologies hybrid become Lean Six Sigma is Lean's speed and waste reduction, also integrates tools for Six Sigma statistical decision making.

### Chapter 3: Methodology

This chapter will further discuss on the methodology to conduct the research for the Lean Six Sigma Project Paper. The five phases of Lean Six Sigma Methodology present in this project are Define, Measure, Analyse, Improve and Control. (DMAIC)

In this chapter, the details of methodology used to conduct research are discussed, which cover the research method or design, data collection and data analysis techniques.

#### Chapter 4: Finding and Analysis

Implement Lean and Six Sigma hybrid methodology DMAIC phases and respective statistics analysis tools and metric solution tools to identify and define the project decision making,

#### Chapter 5: Summary, Recommendation and Conclusion

This chapter provides a summary of the research based on the findings and outcome of the analysis using the methodology discussed earlier. Conclusion will be drawn based on the analysis of the findings. Any possible implications and recommendations of the findings are also discussed in this chapter.

## CHAPTER 2: REVIEW OF LITERATURE

### 2.0 Introduction

The project paper has discovered the methodology review of both Lean and Six Sigma. How the both methodologies complement each other when hybrid to Lean Six Sigma? The main characteristic when both methodologies hybrid become Lean Six Sigma is Lean's speed and waste reduction, also integrates tools for Six Sigma statistical decision making.

### 2.1 Lean Philosophy

According Womack and Jones (1996), lean thinking is invented from Toyota Production System (TPS). The approach adapted to manufacturing after World War 2 by Taiichi Ohno. Due to shortage capital and material, Eiji Toyoda (Toyota Owner) has instructed and forced the employees to eliminate all waste in production system. Waste was defined as "anything other than the minimum amount of equipment, materials, parts, space and time which are absolutely essential to add value to the product" (Russell and Taylor, 2000, p. 737). TPS became dominant production model at the time and adapted by most of European motor companies and US motor companies.

According Holweg (2007), Lean manufacturing is the continuity from the TPS. The fundamental of lean thinking is focused on individual product by identifying value added and non-value added activities; and eliminate all respective waste at entire function of the system. "The concept is based on kaizen, continuous improvement, and elimination of waste" (McCarty et al., 2005, p. 152).

### 2.1.1. Waste identification

John Bicheno (2000) identified some traditional waste captured in manufacturing system such as;

- (f) Untapped Human Potential – Not empowering people to push the envelope with change to improve a process or product. Empowerment requires clear communication, commitment, support, and a culture of trust and mutual respect.
- (g) Inappropriate Systems – Using the incorrect system for the process, making the process more time consuming or cumbersome than it needs to be.
- (h) Energy and Water – Eliminate the wasteful usage of energy and water.
- (i) Materials – Get rid of wasteful usage of materials from the design to manufacturing.
- (j) Service and Office – Do away with wastes created in the offices and services provided to customers.

“Type of waste creates no value to the process, but can be immediately eliminated from the process”, (Womack & Jones, 1996).

The waste can easily eliminate, if the root cause successfully identify through observe the activities relate in process and understanding all the respective elements interact with others. “Understanding the entire process, (Womack & Jones, 1996). Once understanding can achieve the desire level, “the team can challenge the actions that do not collectively create value for the customer”, (Womack & Jones, 1996).

### 2.1.2. Waste Elimination

According to Nash (2006), there are four steps to eliminate waste such as;

- (a) Identify the opportunity - The process required employee involvement to implement the changes. As mentioned by previous researcher, "buy-in and continued involvement of the employees is an invaluable asset to the project team and the company as a whole" (Nash, Poling, and Ward, 2006). In order to achieve the organization goal, the Lean's awareness and training should be spread out in organization as a culture. No matter the employees from which section or department, they should be able to see the opportunity for lean implementation
- (b) Design the solution for the waste – The solutions designed for current and future prediction; and documented in system. The solutions can realize through implementations of Value Stream Mapping and 5S. "Value stream mapping documents all actions required to make or implement a specific product or process" (Womack & Jones, 1996, 38). The actions are placed into one of the three categories (Womack & Jones, 1996, 38).
  - Value add tasks as perceived by the customer
  - Non-value add tasks that are required to the process and cannot be eliminated
  - Non-value adds tasks that do not create value and can be eliminated immediately).

"5S deployment eliminates clutter and promotes order", (Nash et al., 2006).