



Davis M. Woodruff, PE, CMC  
Consultant • Speaker • Author

Management Methods, Inc.  
P.O. Box 1484  
Decatur, AL 35602  
Tel: 256-355-3896

[www.managementmethods.com](http://www.managementmethods.com);  
[www.daviswoodruff.com](http://www.daviswoodruff.com)  
[davisw@managementmethods.com](mailto:davisw@managementmethods.com)

## Consulting Services For CEO's, Executive and Leaders at Every Level

**What to do about Quality?** ISO 9001 is the "ticket to the game" today. When the CEO gets tired of fooling around with "Quality Programs" and is ready for results we will show you how to **get the most benefit from implementing an ISO, AS or IATF based quality management system** by making Quality "The Way We Do the Work." (ISO 9001; 13485; 17025; AS 9100; IATF 16949)). We will guide you through the process while developing your internal resources **without creating a "bureaucratic nightmare"!**

**What about Environmental Management?** ISO 140001 and RC 14001 are internationally recognized standards for Environmental Management. Our experienced professional engineers will show you how to implement a common sense EMS that meets your company's specific needs without cumbersome bureaucracy. **Identifying and minimizing your environmental impacts** is the key; as well as taking a proactive approach to preventing issues and insuring compliance.

**What about Managing Risks?** We will guide your through a systematic approach for identifying risks, mitigating risks and improving business success using a team approach that makes sense for your business. Risk Management can be treated as a process that includes all processes in your business or major projects as well as planning for contingencies in the event of business disruptions.

**Cost Control or High Prices?** Cost reductions go directly to the "Bottom Line." The low cost, high quality producers have a **competitive advantage**. By directing your efforts to identify and eliminate waste using appropriate management tools. Our consultants will show you how to get immediate results. We will focus on the **six categories of waste** in any organization and provide you with ways to eliminate the waste.

**How to Have the Best Customer Service in Your Industry.** In today's high-tech world there must be a "high-touch" approach to Customer Service if you want to retain customers and gain market share. When you're ready for a common sense approach to Customer Service, we'll show you how to have the best customer in your industry and how to **measure customer satisfaction**.

**Energy Management is a key to controlling cost and environmental responsibility.** From the basic energy analysis process to defining ways to minimize energy consumption, we can show you what will really work. As engineers we understand the processes involved and go far beyond the "utility bill" analysis methodology that is so often the only tool utilized.

**Innovation is the path to minimizing the impact of business cycles.** Our process of focusing on *ten essential elements*, identifying those low cost or minimal cost initiatives and implementing them; along with looking for the "singles" as opposed to the "home runs" is the common sense approach to a strategy for driving innovation in your business.

**Planning is critical in today's world.** We will work with your senior management team to develop a plan **using our "strategy to results" format** that has worked for scores of organizations. From identifying strategy to implementing operational plans with specific targets and objectives, the process works.

**Producing Product with Predictable Uniformity** is a challenge for manufacturers. Using **simple statistical methods that yield results**; we will show you how to quantify and reduce variation in your products.

**Creating Successful Leaders and Managers from the Technical Staff** is an obstacle faced by most companies in the high-tech workplace of today. Identifying the **barriers to success** and implementing a process to overcome those barriers is your cost effective way to success.

We utilize our **proprietary "10 Essentials" process** that is based on a **common sense** approach to managing and leading a business without the academic and often bureaucratic approaches found in many consulting assignments.

*Showing companies how to be the low cost, high quality, environmentally responsible and safety conscious leader in their industry since 1984.*

*Serving clients since 1984*

*-"blessed is he who trusts in the Lord." Proverbs 16:20*