



SIX SIGMA PROJECT CLOSURE FORM

Project Title: Prototype Process and Revenue Recovery

Project Type:

☒ Transactional

☐ Operational

Problem Statement & Defect Definition:

Prototypes are being ordered by Ford and these orders are sent directly into the plant prototype shops. Plants send the parts to the customer, but rarely is there followup to determine if the customer is paying the correct amount for the prototypes.

Project Objective/Goal: Determine and initiate an improved prototype build and delivery process and recover revenue.

Project Results: Recovered \$289,000 revenue on the D219 program for prototypes.

Sigma Level Improvement:

Previously unmeasured. Currently all GPIRS prototype orders are being captured and recorded in a central location and the information is distributed to all affected organizations in order to insure correct prototype pricing is being paid by the customer.

Implementation Costs: Zero.

Recommendations: Continue with regular email to account managers, prototype shop supervisors, and CBU platform managers notifying them of prototype orders by part number so that they may follow up with the Ford customer Buyer and insure correct pricing is paid.

Project Group:

Organization: Product Development

Deployment Director: Ted Kucemba

Deployment Champion: Philippe Pernelet

Project Champion: Todd Gross

Black Belt: Jonathan Hobgood

Financial Analyst: Tim Barron

Team: Large, cross-functional team. Please see attached list of team members.

Replication of project at other locations: This was a global project for all prototypes ordered by the Ford customer

Approval Signatures:

Six Sigma Black Belt

JAN 31, 2002

Date

Project Champion

1/31/02

Date

Org. Deployment Director

Date

Financial Analyst

1/31/02

Date

Send a completed copy of this form to the Organizational Deployment Director

Team Members

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Please note that underlined project team members were strong contributors to the project, regularly attending team meetings and regularly completing assignments contributing to the success of the project.