

## Bob Sproull's Training and Consulting Rates

February 23, 2020

### Consulting Rates:

**Short Term Rate: \$250/hour with minimum of 1 week (5 days, 8 hours/day) = \$10,000 + Travel Expenses**

**Long Term Rate: \$200/hour with minimum of 1 month (20 days, 8 hours/day) = \$32,000 + Travel Expenses**

### Training Rates:

**Problem-Solving, Problem-Prevention, & Decision-Making.** In this training I present how best to solve problems, prevent future problems, and make decisions while using a structured approach to complete all three. I will provide detailed roadmaps for all three segments.

**Time/Rate: 8 hours - \$200/student with minimum of \$2,000 + Travel Expenses**

**Integrated Theory of Constraints, Lean and Six Sigma improvement methodology.** In this training, which I do at your site to reduce traveling expenses, I offer 1-day, 2-day, or 5-day training depending upon the level you, the client wants. **1 day = \$3,000, 2-day = \$5,000, 5-day = \$10,000 + Travel Expenses**

**Systems Analysis.** In this training I teach your organization how to look at your organization from a system perspective. So many times, I have encountered organizations that are simply not focusing their improvement efforts on the key leverage point to maximize profitability. I will demonstrate why a good systems analysis is a prerequisite to true and lasting improvement.

**Time/Rate: 8 hours - \$200/student with minimum of \$3,000. + Travel Expenses**

**The Theory of Constraints Thinking Process.** In this training I will teach your organization how to assess your current reality and develop ways to improve your future. And while I offer training on all of TOC's logic tools, what makes our training unique, is the introduction of tools such as the Goal Tree, Interference Diagram, and the combined ID/Goal Tree. No other consulting effort offers this unique set of tools. I offer this training as either 1 or 2-week sessions. **1 week = \$8,000 2 weeks = \$15,000 + Travel Expenses**

**Throughput Accounting (TA).** In this training I start by comparing traditional Cost Accounting (CA) to Throughput Accounting (TA) and demonstrate why TA is a superior method for real time financial decision-making. I will show you why CA based metrics like manpower efficiency and/or equipment utilization leads companies down the wrong pathway to profitability. **1, 8-hour session = \$5,000 + Travel Expenses**

**Theory of Constraints Replenishment System.** In this training I will demonstrate how simple it is to reduce your total on-hand inventory by 40-50% while virtually eliminating parts stock-outs. This training is typically a 1-day event. **1, 8-hour session = \$5,000 + Travel Expenses**

**Critical Chain Project Management.** In this training you will learn why the traditional Critical Path Method (CPM) is no longer the best method for completing projects. Instead I offer a new way referred to as Critical Chain Project Management (CCPM) which will jettison your project's on-time, on-scope and on-budget completion rates to over 95%. **1, 8-hour session = \$6,000 + Travel Expenses**

**Drum Buffer Rope (DBR).** This training will demonstrate a very simple scheduling methods that will propel your on-time deliveries to record levels without the need for expensive software or additional resources. **1, 8-hour session = \$6,000 + Travel Expenses**

**Goal Tree Analysis.** This training demonstrates how to create a strategic improvement plan and then use it to assess your organization's current state against the developed plan and all can be done in a single day. While most strategic plans take days to develop, all of this happens in one short day-long session! The Goal Tree Analysis has been one of our most popular sessions. **1, 8-hour session = \$10,000 + Travel Expenses**