

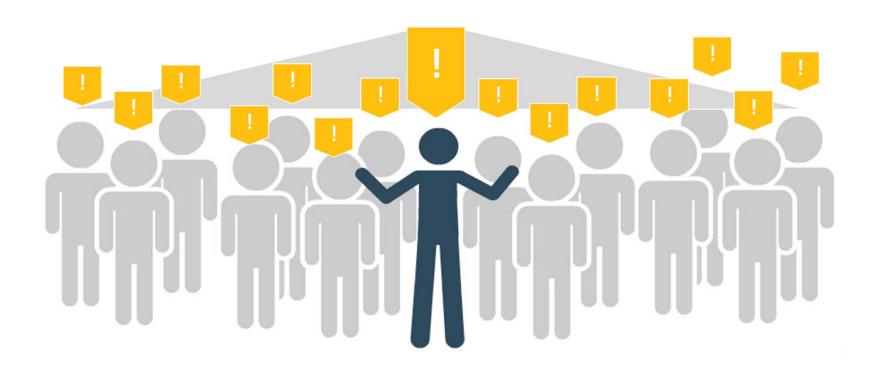
# Agenda

- The Quality Management Market: Drivers, preferences and scope
- 5 things to look for in a QMS
  - Flexibility
  - Traceability
  - Risk-Based Thinking
  - Integration
  - Reporting
- Recommendations in QMS Selection



## Not just about the requirements....

It's the mindset.



There should be a company-wide commitment/leadership around quality



## Not just about the requirements....

### It's the mindset.



### What did we do?

....We asked the market about their mindset on Quality Management...

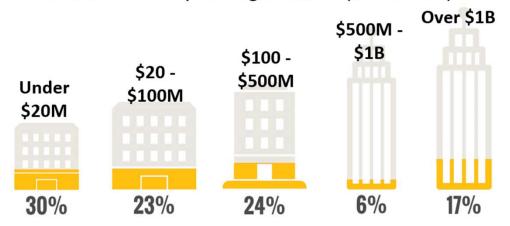
...specifically around who they are, what drives them, and...

...where technology fits into their world.



#### Who did we talk to?

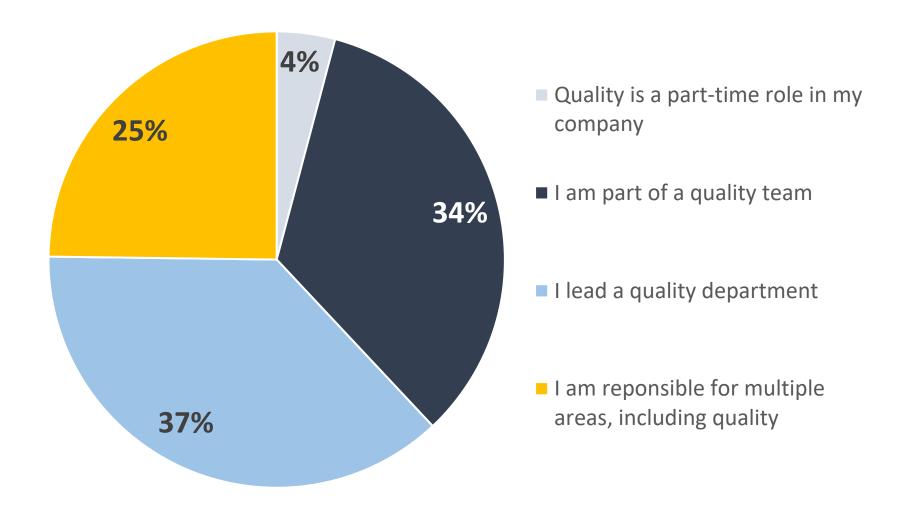
What is the size of your organization (in revenue)?



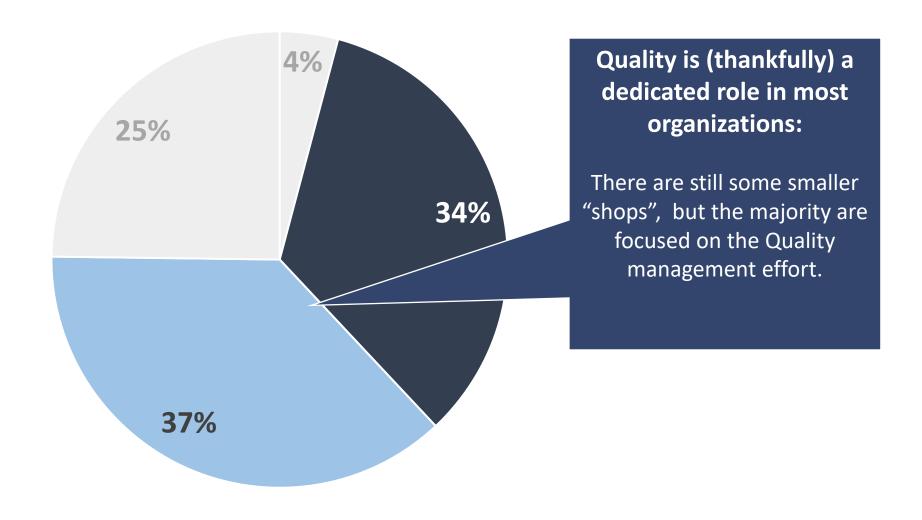




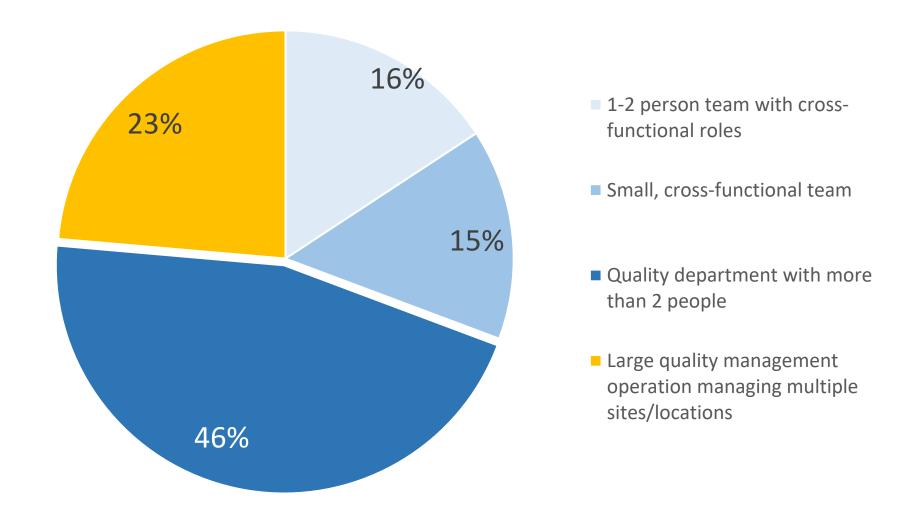
# What does the quality role look like?



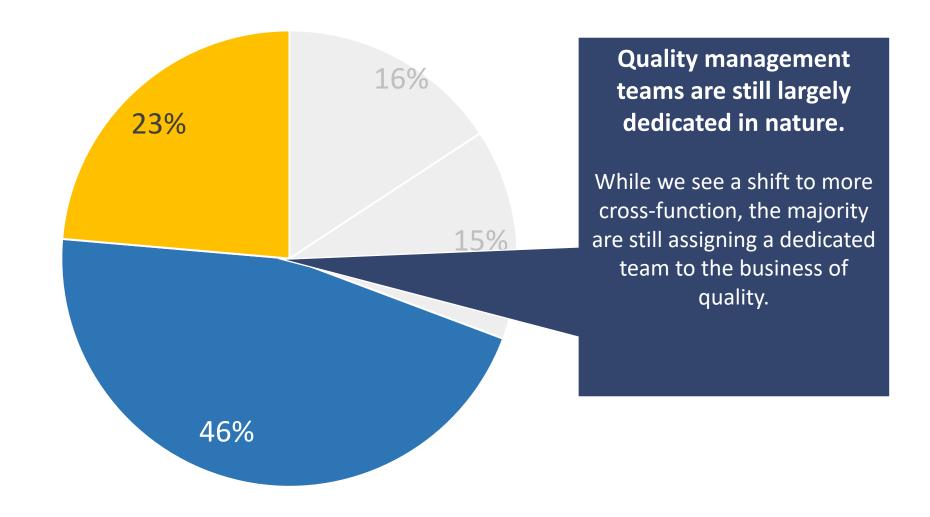
# What does the quality role look like?



### How are quality management teams structured?



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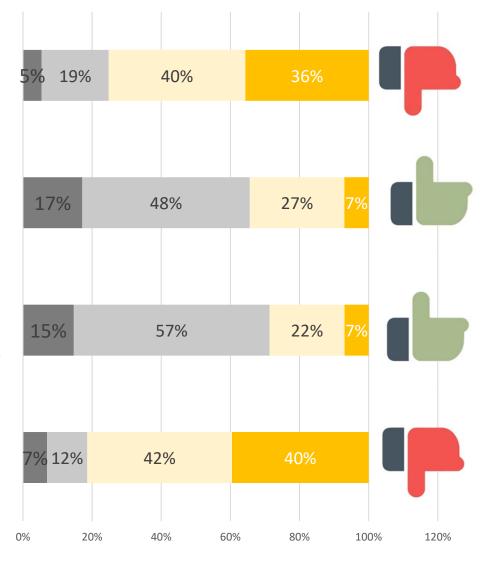
### How are they investing in quality management?

We only invest in quality when there is a serious issue

We continually increase our investment in resources and technology to help automate quality management

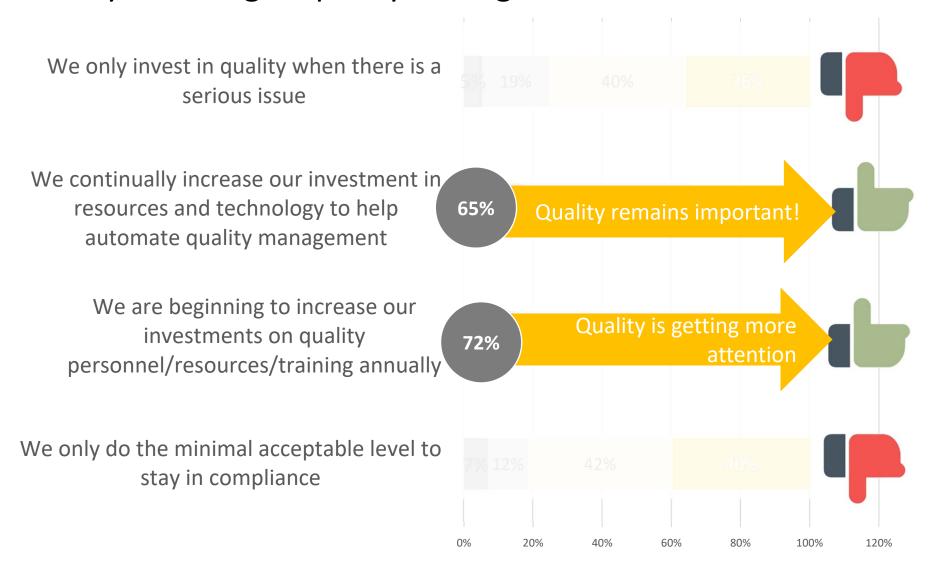
We are beginning to increase our investments on quality personnel/resources/training annually

We only do the minimal acceptable level to stay in compliance



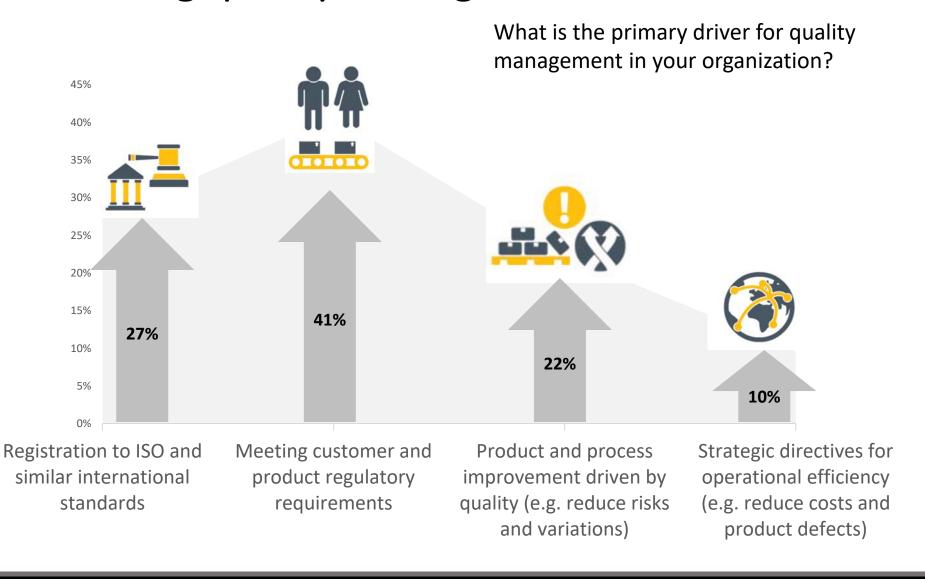


### How are they investing in quality management?





# What's driving quality management?



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## Voice of the market on goals and drivers

"Our goal is around getting everyone in the organization to own the responsibility of product quality."

Supports the mindset shift!

"We are continually looking to improve employee knowledge in quality."

# 1. Flexibility to adapt to your processes

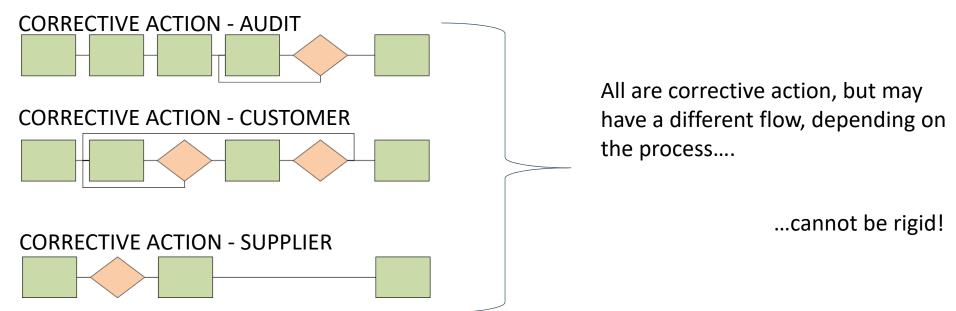
- Needs to adapt to your business processes, not the other way around
- Don't settle for rigid or custom forms that make you change the way you work
- Look for configurability ability to make changes as you see fit:
  - Forms
  - Workflows
  - Reports
  - Business Rules
  - Look and Feel
- A QMS needs to be configurable by the business user

#### Think Flexibility.



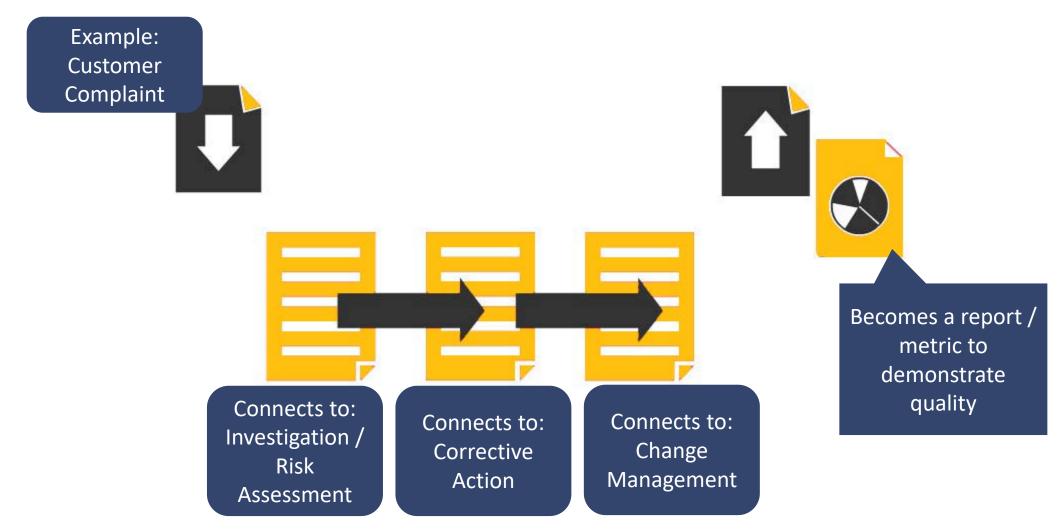
## 1. Flexibility

- Not every business process is the same
  - Variations in sites
  - Variations in processes
  - Variations in requirements
- A QMS should be able to adapt to the various types of processes



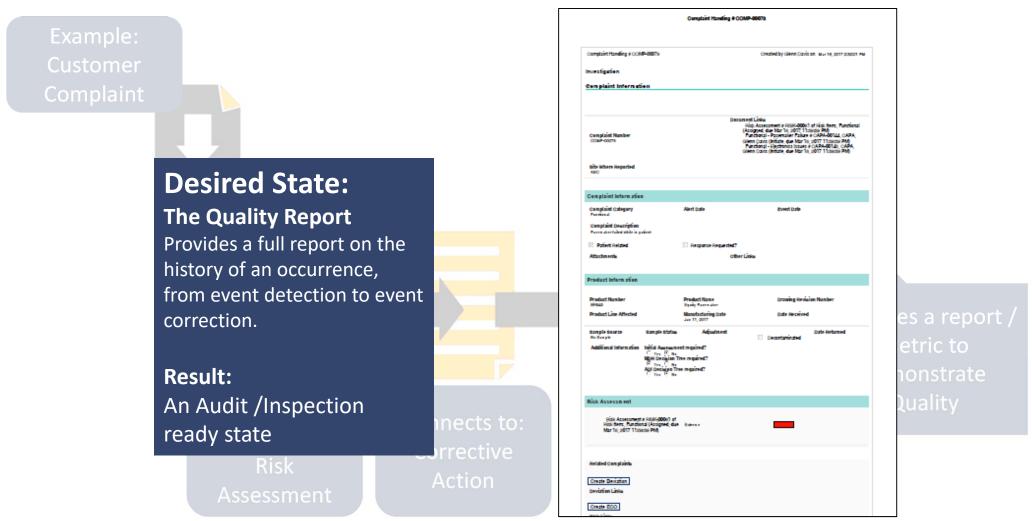
## 2. Traceability

Processes need to connect from one to the next – desired state is a true story from start to finish



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Fostering traceability throughout the process....

## 3. Risk-based thinking approach



#### **Section 5: Leadership**

Provide leadership by encouraging a focus on quality

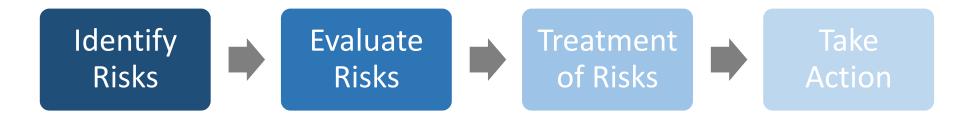
Promote the use of risk-based thinking.

#### **Section 6: Planning**

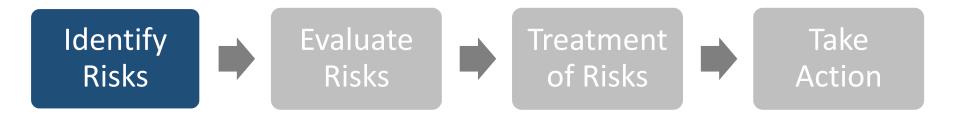
Consider risks and opportunities when you plan your QMS
Plan how you're going to manage risks and opportunities

DISCLAIMER: The ISO view on risk is SIMPLY STATED. "Use Risk-based thinking" to manage and plan...but what does that really mean? Broad and simple—lots of interpretation!

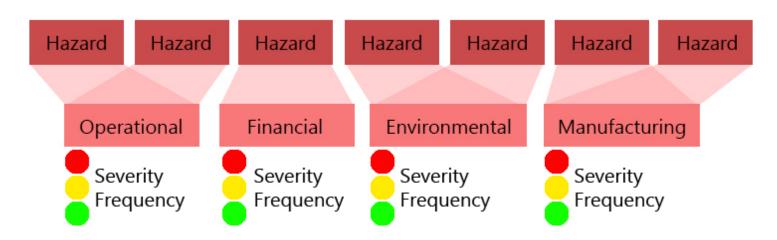


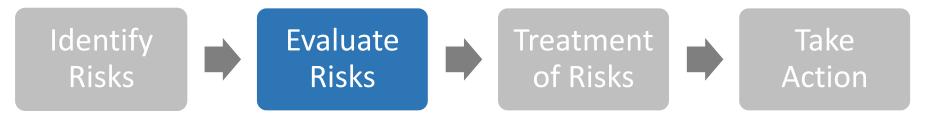


- Identify risks and opportunities to influence QMS performance
- Determine how you're going to measure those risks
- Build risk treatment options
- Define actions to address these risks



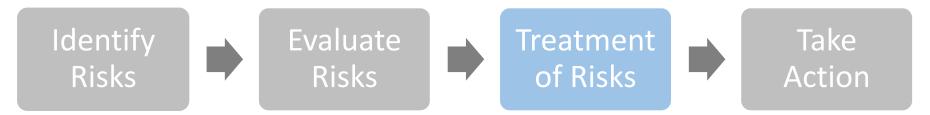
- How to start identifying risks?
  - Survey your operations
  - Audit, survey, collect, analyze



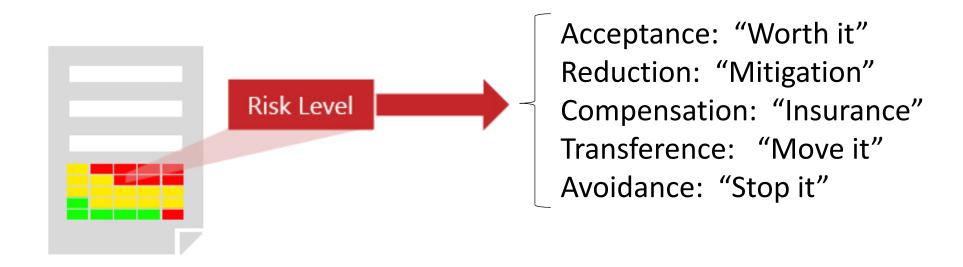


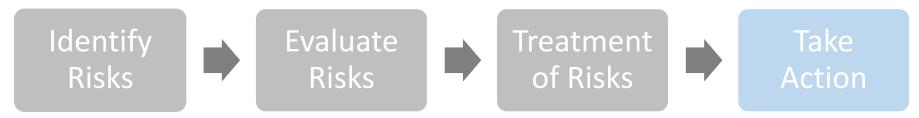
- Evaluate how to handle the risk
- Risk Assessment
  - Should be repeatable, objective
  - Should be backed by REAL-WORLD DATA
- Quantitative means to build a risk assessment





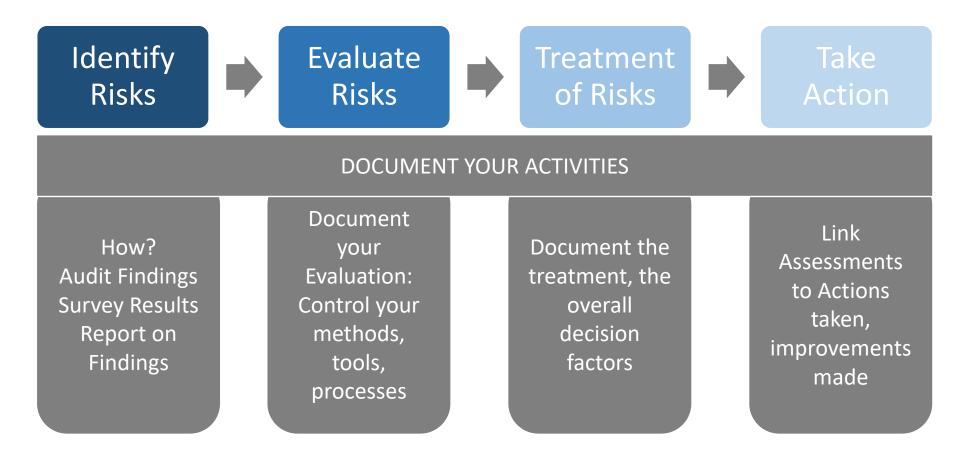
We know the risk....how do we handle it?





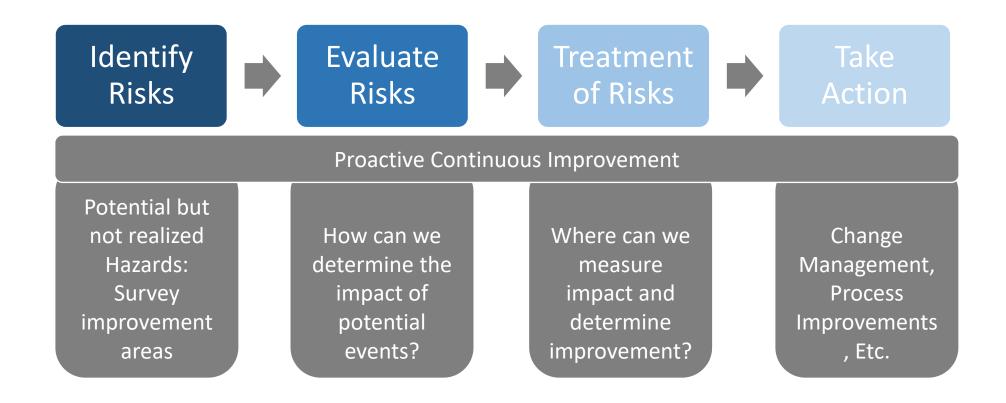
Take Action: Create visibility and control the risk





Document the process in order to have traceability.

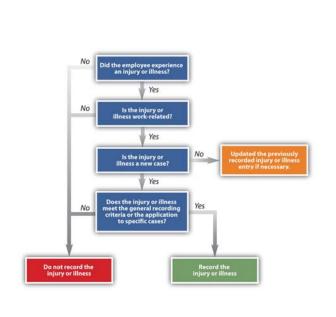


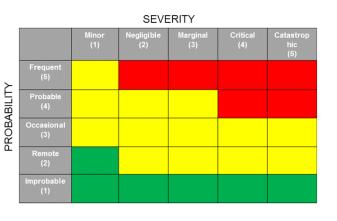


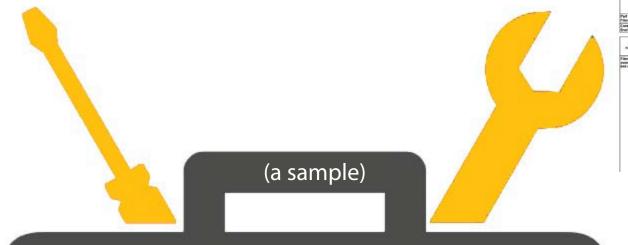
• It's not all for just the risks! Identify opportunities too!



#### Common tools for risk management treatment

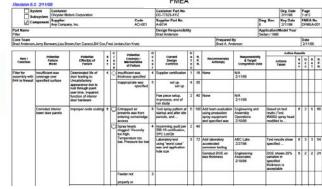








- Decision Tree
- Risk Matrix
- FMEA
- Bowtie
- Risk Register



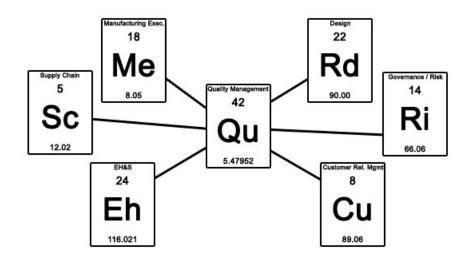






## 4. Integration: internal and external

- We no longer live in information silos business systems need to talk to each other
- Can the system integrate with ERP, MRP, SCM, CRM, PLM....ASAP?
- Look for more than just "basic" integration
  - Lookup data
  - Push data from QMS to other systems
  - Interact with other business systems on an operational level



Can the system integrate with all other business elements?

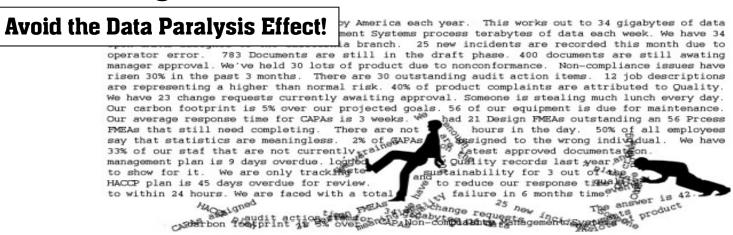


# 4. Integration: internal and external

 Integration means internal and external **SUPPLY-CHAIN** REGSCAN. Salesforce ORACLE'
BUSINESS SYSTEMS INTEGRATION ComplianceWire® **QUALITY MANAGEMENT** 

## 5. Reporting

- QMS software generates an enormous amount of data
- Need to avoid "Data Paralysis"
- Searching and reporting tools are a key component
  - Quickly search for records
  - Run scheduled and ad-hoc reports
  - Have built-in reporting
- Biggest draw in QMS is the ability to pull a report within minutes of when management asks for it

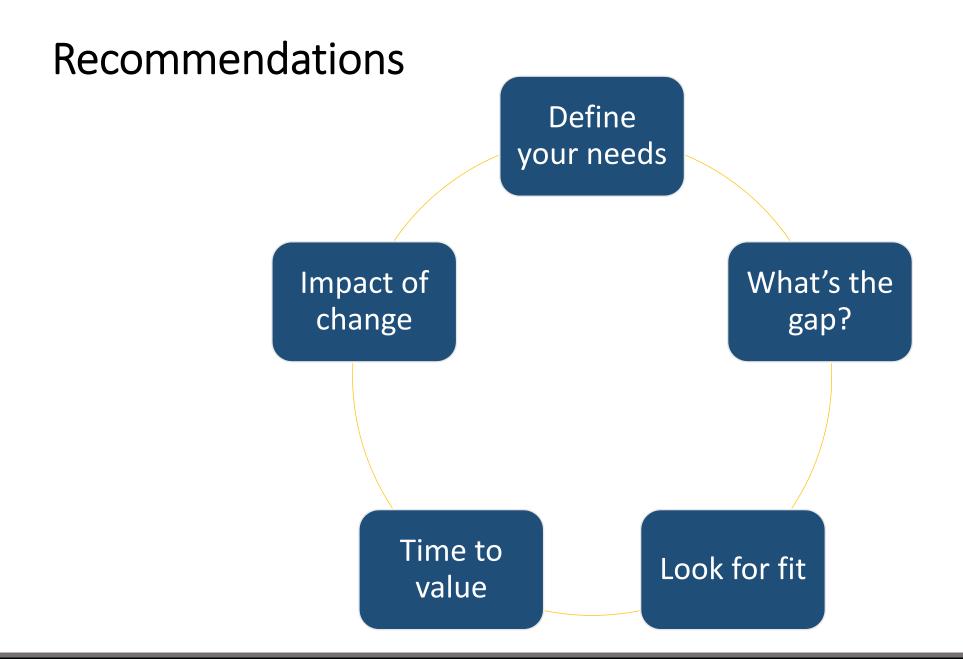




## 5. Reporting

- What to look for:
  - Built-in functionality, as well as integrated functionality
  - Organization of your data
  - Search for exceptions!
  - Scheduled templated reports
  - User-friendly





## Summary

- The market is driving quality as a strategic element
- Companies are looking for ways to streamline to a culture of quality
- There are several areas that make a QMS valuable:
  - Flexibility
  - Traceability
  - Risk Management
  - Integration
  - Reporting
- Do your homework and follow a process for QMS selection



