



Eli Goldratt's Legacy in the World

50th TOCPA European Online Conference

4 June, 2021

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THE FIRST STEPS

- I met Eli in November 1.993 in a Master Class in Santiago de Compostela in a Master in Logistics.
- He spoke about the logistic in the Periferic Countries.
- After that in april 1.994 I atended a one day workshp con Enrique Rey, the partner og AGI in Spain and I decided atended all the TOC events in Spain.
- In the summer I atended Odissey Program in New Haven.
- I come back to Spain in october to go to the army.
- In september 1.995 I enroll in the AGI Academy.
- In april 1.996 I come back to Spain to work like Certified asociated.

THE FIRST IMPLEMENTATIONS

- First client it was in California, USA, Bal Seal Engineering.
- In October 1.996 Bal Seal presented a Success Story in Colorado Springs JUW . Lead time compression from 7 weeks to 7 days, in 30 days and Net Profit Double.
- Eli leaves AGI in March of 1997.
- I asked in the Jonah's Jonah Course: How do you see the future of AGI in year 2.000?
- His answer: I REFUSE TO ANSWER THAT QUESTION.

CREATE CMG CONSULTORES

- In 1.999 I was cofounder CMG Consultores with another two partners.
- Our strategy was work in TOC Operations Solutions with software: Concerto and Resonance. Thruput Tecnologies Software
- Full Solution, methodology and technology.
- Only one of the partnerts had experience with Technology.
- Technology is madatory in a stable solution.
- We need to make more solid the implementations.
- We need incorporate new people to the company.

BUILD A REAL TEAM

- In 2.001 we decide to build a team with young consultants, and train them ourselves.
- We were between 8-10 people in the last 20 years.
- In the first years we focus in Critical Chain and Concerto.
- In 2.012 we decide to became afiliates of the Demand Driven Institute.
- Partner in Spain of Demand Driven Technologies : Implement R+ and DBR+
- In this moment we have more than 100 clients.
- Implementarions of Critical Chain, DDMRP and DBR are our core business.

THE FUTURE

- Demand driven Institute are introducing new competitors.
- Big Software Companies like SAP are supporting DD ideas.
- The big five of consulting are doing the same.
- Accenture and Price waterhouse are here already.
- Big SAP implementers are competing with us already.
- The cake is growing but the competition is growing much more.
- Eli's ideas are more important than ever.

JUW Madrid, June 1.994



Odyssey, July 1.994



Academy Sep 1.995



Philadelphia, Sep 1.995



MSW North Haven, November 1.996



JUW San Antonio, march 1.997



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