



Eli Goldratt's Legacy in the World

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*“An expert is not someone
who gives you the right answer,
it is someone who asks
you the right question.”*

Eli



MAKE TOC THE MAIN WAY

If TOC is so great, why is it not the most popular organisational improvement philosophy?

IN MEMORY of ELI

Rudi Burkhard
Stand: 04.Mai.2021



EVERY HUMAN IS TRAPPED BY THEIR PAST

1. It starts at home and in school – we learn mistakes are bad
2. Mistakes are punished
3. Fear ... no person wants to be blamed for ...
4. ... Errors of commission
5. We prefer errors of omission – they are largely invisible
6. Managers want a ‘cookbook’; want common practice stamp of approval



BUT

Eli always showed us TOC is largely risk free.

To adopt TOC without understanding, will feel, like a huge ...

BIG RISK



SAP did not commit to TOC

Neither did Oracle and
almost all other ERP vendors!

>> only add-ons allowed



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Only allowed >> Add-ons



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“

2018 Paul asked:

“What if we can get **SAP** to adopt and integrate TOC into their ERP system?”

With SAP behind us we have a chance to make TOC popular – a chance to begin to make TOC the Main Way”

”



SOME SIMPLE QUESTIONS

1. Will SAP users adopt such a new module?
2. Will SAP promote the new capability?
3. With the SAP name behind TOC will more and more users adopt TOC?
4. Will it sell: SAP is huge, most of that company is focused on selling the 'standard' S-4 Hana?
5. How can we get the SAP consultant World to support this module?
6. Will TOCPA and TOCICO Worlds sell **"TOC in SAP"** and other TOC software?





Alkyone's Target

TOC in SAP becomes standard
in SAP implementations –
it becomes the common practice

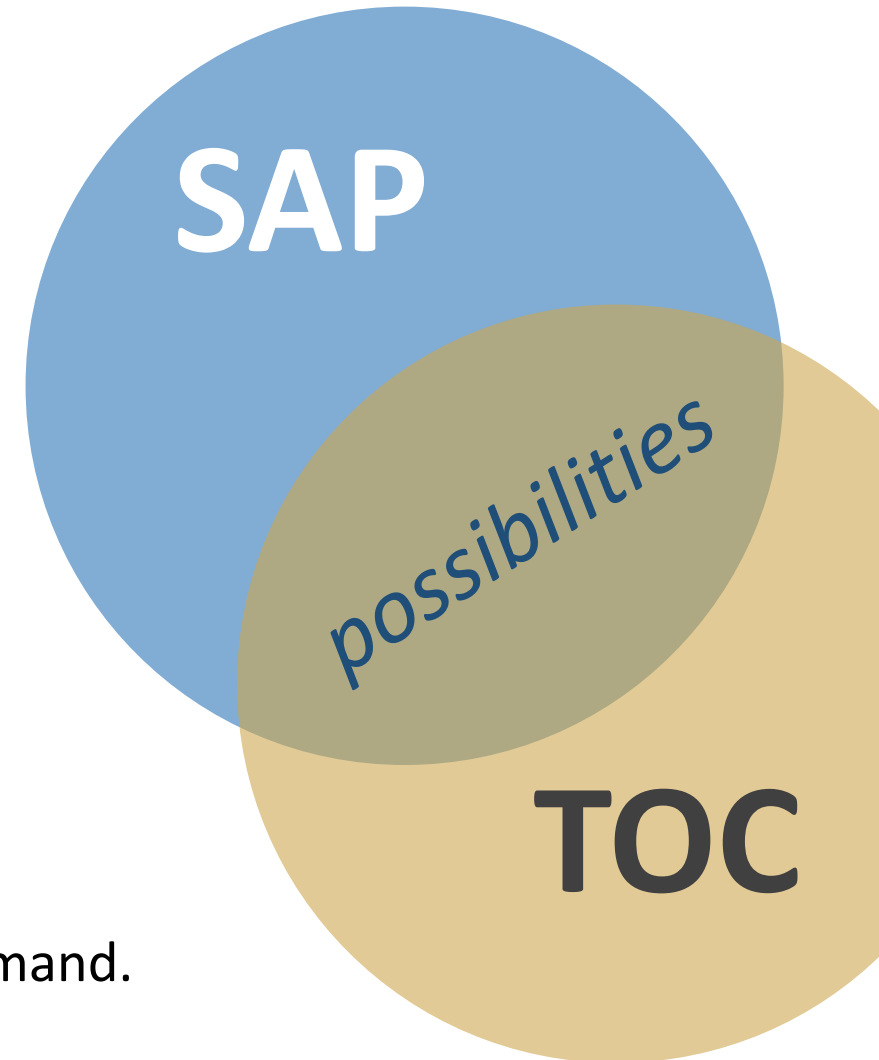


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WHAT CAN YOU DO WITH TOC IN SAP?

1. Recent past load identifies the constraint.
2. Maintain appropriate low WIP levels; balance production flow.
3. Give safe due dates for sales to promise.
4. Identify where to locate stock to meet lead-time requirements.
5. Dynamic inventory management for 'perfect' availability.
6. Manage Full Kit.
7. Automate most of production scheduling.
8. Update daily or on demand.
9. Manage stock and availability along the entire supply chain.
10. Help police adherence to TOC principles.
11. "Advanced MD04" and its pop-up becomes the day-to-day tool.
12. We look not only to the past, but the current and expected demand.





HOW FAR ALONG ARE WE?

- TOC in **SAP** and Simple Planning are functionally identical.
- Functionality and algorithms are the same.
- Simple Planning is implemented many times (DACH).
TOC in SAP once – successfully
> pilot phase is complete
- Working with a second customer (for TOC in SAP).
- Another will switch from Simple Planning.
- TOC in SAP is completed and ready to use,
> and already in the SAP price list ([the price list is here.](#))
- Links to articles on the SAP web pages:
 - [TOC – Manage Bottlenecks with SAP Solutions](#)
 - [Theory of Constraints with SAP](#)
 - [Theory of Constraints \(TOC\)](#)



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SELLING TOC IN SAP

SAP consultants have access to client management.

They see their clients' 'pains'.

They can ask leading and "what if" questions.

These ambassadors can create awareness, interest & desire.

TOC consultants can complete the sale and be part of implementation.

TOC in SAP helps implementations endure.

More and more TOC becomes the main way to manage.

**MAKE TOC
THE MAIN WAY**

**WE HAVE AN
OPPORTUNITY
TO ACHIEVE
ELI'S TARGET!**



Thank
you!

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*“So this is the goal:
To make money by increasing
net profit, while simultaneously
increasing return on investment,
and increasing cash flow.”*

Eli