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THE "MILES AWARD" TO JAPANESE COMPANIES

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I am happy to tell you about the "MILES AWARDS". In the United States the award is made to any Value Engineer who makes an exceptionally useful addition to the VE methodology. Since its start, 5 years ago, only once has it been earned. That was by Charles Bytheway for the development of the tremendously useful FUNCTION ANALYSIS SYSTEMS TECHNIQUE called "FAST".

In Japan, the "MILES AWARD" is to be made to Companies. I do not yet know the exact criteria which have been set up to select this year's winner, but I will list some items which are benefits of full company adoption of the Value Engineering System, which are typical results of company involvement and which might produce winners for other years.

1. A company which has achieved increased productivity from all employees whose job it was to think, by use of the VE system, and, as a result, has secured some tangible competitive results.
2. A company which is securing large benefits by the use of the step-by-step method of problem setting and solving.
3. A company which recognizes VE methodology as the profitable way-of-life throughout, has kept records of VE costs and VE yields, and reports large return on the investment.
4. A company in certain industries, perhaps the construction industry, which fully recognizes the need for acceptable innovation, uses VE to produce it, and reports unusually successful results.
5. A company with a good means for measuring productivity of thinking people, which has brought in VE to increase it, perhaps 25%, and can report such results.
6. A company which had a large severe problem, selected VE methodology to solve it, taught many people to use the VE system, and had great success.

Remarkable results are coming in some small to medium sized companies by including all management and employees in the use of the VE system.

The presidents of a few large companies now see the possibilities, and are starting efforts which they hope will grow into general involvement of all of their employees.

When this company-wide usage can be developed, one remarkable benefit seems to emerge. Much pettiness, jealousy and misunderstanding seem to disappear, and peoples enthusiasm seems to build up, to help them on their jobs. Perhaps this is because all thoughts and conversation related to any item of cost takes the form of, "What, really, is the function we get for that cost?", and peoples minds are at once encouraged to bring forth other means for securing it for less cost. More employees feel more that they are an important part.

I wish you success.