

Collaboration Programs

Collaboration has always been a valuable tool for solidifying relationships, developing business and achieving transformation. Affinity Systems LLC has been involved in both private and public sector programs.

The private sector programs were focused on product development, quality, lead-time reduction, forecasting and fast, structured problem resolution. One collaboration program with Dow Chemical resulted in Marathon Electric receiving the first preferred supplier award, beating out the incumbent giants in the rotating equipment industry. In combination with private research trips, products proposed were oil field grade (chemical duty) electric motors and induction generators for alternate energy, specifically wind generation. International programs included sourcing from China and Mexico. In addition, key customer / supplier programs were developed and implemented. These included relationship building, cooperative planning, and then making the programs successful.

Private sector collaboration programs are addressed in the "Supply Chain Collaboration-Getting Past the Theory" presentation, posted on the CompetitiveAmerica.us website.

Public sector collaboration programs included eleven years invested as a board member of the Marathon County / City of Wausau Data Commission, one year as the Chairman of the Board. This effort preserved the integrity of regional processing by resolving complicated issues between the City and County government. The Board supported a separate system for schools since they have unique information processing requirements. The ability to remain a regional center resulted in significant savings for the governmental customers of the center. They remain one of, if not the last, regional governmental information centers in the State of Wisconsin.

Three years were served on the Board for the Center, Visual Arts located in Wausau, WI. During this period, the center moved into a new facility and greatly expanded the annual Arts in the Park and other programs.

Service extended to the boards of regional professional organizations such as APICS and AITP.

Serving as a member to the Wausau / Marathon County Study Committee to find ways to change governmental organization, improve the effectiveness of government and find ways to cut costs was an enlightening experience in collaboration.

The lessons learned from these programs were useful in the development of presentations and classes. These partially address collaboration and they are normally part of Affinity Systems LLC business products. We have decided, given the urgency of the economy and the needs of the America people, to share these presentations, less the examples reserved for our classes. Our objective is to provide additional tools to those who will bring the needed changes to our society and economy.

We have summarized our research and knowledge into a presentation titled "Regional Collaboration", posted on CompetitiveAmerica.us. Much of this material is applicable to local governments and their entities.

For the last four years, it has been an honor to be a small part of the regional collaboration titled "The New North". We have seen many of the principles applied, especially those requiring leadership. We have included a short presentation to show our appreciation. It is titled "Regional Collaboration Example: The New North".

We hope these presentations will help you achieve your collaboration objectives. Contact us for additional information.

Wayne L. Staley
Affinity Systems LLC
wstaley@affinitysystemsllc.com
www.affinitysystemsllc.com
www.competitiveamerica.us
Copyright © 2009 Wayne L. Staley