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# Quantum Leap: In Speed To Market



## Synopsis

A new business strategy, moves companies from scheduled manufacturing to flow manufacturing based upon the Demand Flow Technology. This revolutionary business strategy allows manufacturers to adjust product volume and mix of actual sales.

## Book Information

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## Customer Reviews

Wow! "The Quantum Leap" opened my eyes to a great new way of manufacturing and doing business. John Costanza's book is a comprehensive blue print and guide to manufacturing which relies on customer demand - rather than guess work - to get the job done in record time. The one word to describe what John Costanza teaches throughout this book is QUALITY. One learns how to design quality into the process and the product from the very start, reducing rework by a huge amount. John Constanza's Demand Flow Technology is very straight forward, after reading this book I was left wondering "why haven't we been doing it this way all along? it makes perfect sense." I have recommend "The Quantum Leap" to all my colleagues.

Overall, I was very disappointed with this book. I agree with the general concept of Costanza's philosophy, but he left out the chapter on how to actually deploy his methodology. Platitude after platitude, I read about the results I could expect, but was left empty handed when it came to implementation. In addition, I felt that I have already read about this concept while reading about the Toyota Production System and Goldratt's Theory of Constraints among other mathematically based

technologies. It appears that all Costanza has done is packaged and marketed existing manufacturing methodologies into a "new" technology.

A great foundation for anyone looking to understand Demand Flow Technology (DFT), constant improvement, pareto, and total quality control at the point where work is being performed. For some manufacturers it stands control systems and accounting on its head and redirects the cost accountant's efforts to activity that is more productive telling management what accounting sees in the rearview mirror. DFT is a means to put flexibility on the shop floor, engage the workforce, lower inventory cost, improve quality, and manufacture what is being purchased rather than building inventory in hopes of a future sale. Written in 1996 it is not the last word or the most recent. It is a road map to being a world class manufacturer and provides a means to maintain and expand market share by competing on high quality at lowest cost. Converting a plant to DFT is no snap. It requires a total management commitment, time and money. If your objective is to be a world class manufacturer this is an excellent place to start.

I have read many books on "Manufacturing" & its many methods & how various people claim to be able to "Slash" this , "Reduce" that, and yet, to date, none have left me in a position post read, to be able to communicate a consistent message to my colleagues, as they were all based around your interpretation of the text & fancy graphs, that never relate to my business! Thank you John Costanza! - Finally, I now have the "tools" to point to, rather than try and convince my team to change things, just because I say so. Using the Demand Flow Technology tools, you can let the data you gather & calculate, start to drive the then obvious direction needed. Reading a book is easy, shifting my Companies Culture was not, believe me!, but with DFT, you can let what has no voice, start to talk, because its your real data, your real issues, your very real & unique people + DFT, not my opinion, not theirs, just "OURS", dont work for an average Company, this I promise you, can make both YOU & YOUR COMPANY NUMBER ONE!

After reading W. Edwards Deming, Eli Goldratt, Lean Thinking, this book was given to me as a gift. I read 3/4 of this book and quit. It is full of buzz statements and phrases to conclude that John merely took the opportunity to cash in on the Quality, Waste Reduction craze that was sweeping across the US landscape. He obviously doesn't understand the relationship between managing material, processes, work balancing, and, data conversion to information. He centers his teaching around build only what's needed when needed (pull system). Kan-bans can't control all material flows. But

John figures if he blast enough buzz words and phrases at the reader, you think his talk is golden. His examples are awful then says you can do it to. Really! Can't build an aircraft like a piece of furniture, or an iPad. Examples are not like one shoe fits all.

After reading lots of books on the subject of modern-day manufacturing, Mr. Costanza's book had one thing that the others didn't. It strongly focuses on the practical deployment of Flow and Lean Manufacturing - most others merely describe the subject from a philosophical perspective. The book contains what you need to know about the subject. It enables you go out and start improving your business. Our company actually gained substantial benefits from implementing the tools described. It's a pure career booster!

Self promotion 100%. Look at the dates on the 5 star reviews. All within one week of one another, and several the same day. Who is this man Costanza? A self promoter. Save your money and buy Lean Thinking.

Flow technology was once used at our organization but has been replaced by the traditional Lean and Six-Sigma tools and initiatives. Please make note the some formulas and definitions used in DFT are significantly different than standard Lean items and will cause confusion and some resistance if you try to mix them. Cycle time, takt time and kanban sizing are some examples. I purchased my book for a reference in addressing such issues.

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