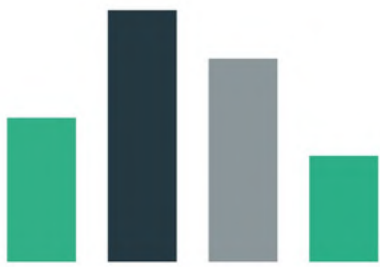


Annual Newsletter

Nov-2021 to Oct-2022

Vol. 3



STAT MODELLER
ROBUST KIT OF SOLUTIONS



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ABOUT STAT MODELLER

Nowadays, data collection and storage are not a big problem as technology has become readily available at affordable prices. In fact, using some automation technologies, humongous data can be captured easily. This improvement comes up with the new big challenge of using this data correctly for decision-making.

This new challenge has brought up the demand for data analytics in the market.

Another big challenge in industries is process improvement. There are so many problems such as rejection, rework, inefficient system, underutilization of machines and manpower, imbalanced processes, excess inventory, quality issues, customer complaints etc... These are the problems where always there is a scope of improvement.

We at Stat Modeller provide training and consultancy services for data analytics, and statistical analysis for industries to convert their data into decision-making and also provide training and consultancy for Operational Excellence.





MESSAGE FROM THE CEO

Wish you a Very Happy Diwali and New Year. I hope you had a peaceful celebration of Diwali with your family and friends.

We have just completed 3 years of Stat Modeller and let me take this opportunity to thank you all for your invaluable support throughout this journey.

This journey wouldn't be so successful without your continuous support and motivation.

The entire team of Stat Modeller would like to express our gratitude to all the clients, suppliers, well-wishers, competitors and everyone who directly or indirectly encouraged us.

We promise to continuously improve and serve you.

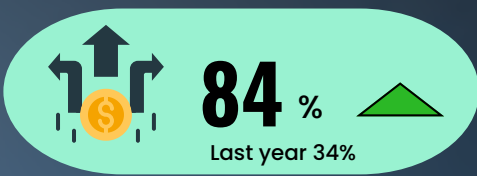
“The key to realizing a dream is to focus not on success but significance, and then even the small steps and little victories along your path will take on greater meaning.”



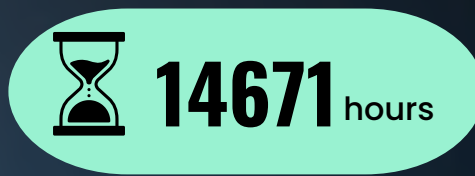
Oprah Winfrey

FACTS AND FIGURES

Here, we would like to share some of the facts and figures as they are witnesses of what we have done and achieved during this journey.



Turnover Growth



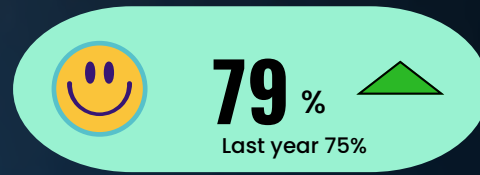
Training Manhours



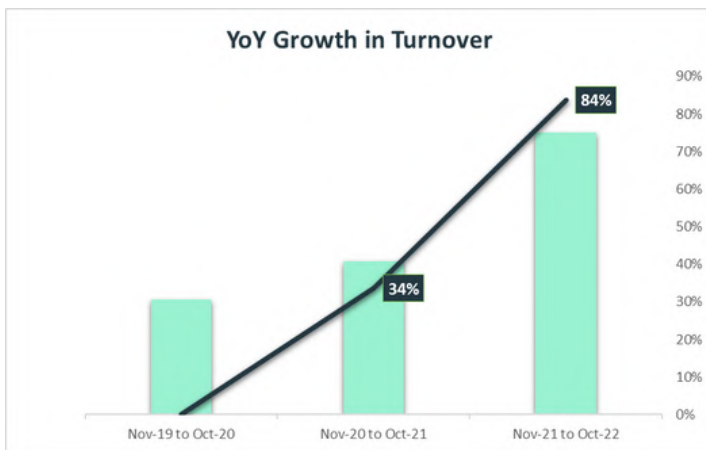
Consulting Projects



Training Hrs per Participant

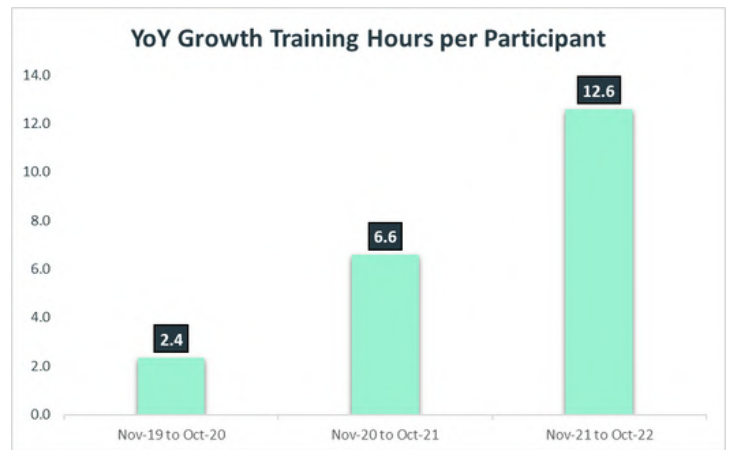


Net Promotor Score (NPS)



Revenue is one of the key measures for any business.

In the second year, we had growth in revenue by 34% and in the third year, we had growth of 84%.



Learning hours are one of the key measures in training. Training hours per participant was 2.4 in the first year which increased to 6.6 in the second year and then it reached 12.6 hours.

SOCIAL MEDIA COMMUNITY

Stat Modeller has a presence on almost all well-known social media platforms. The use of these platforms is to share knowledge, achievements, business updates and promote upcoming events based on the feedback of the user community.





KNOWLEDGE KORNER

#1 Micro tools for enhancing productivity in the data age



Himanshu Shekhar

Hon. Secretary, Indian Society for Training & Development (ISTD), Vadodara Chapter

Continuous improvement enhances one's Productivity & Personal Effectiveness by doing 1% better every day. In another way, the marginal gains can be achieved by focusing more on the activities that generate the most value for our organization while removing as many waste activities as possible in 24 hours cycle.

Make Your Task Leaner

It is one of the Kaizen principles, originated from Japan, which recommends removing the existing waste from the System to make it leaner. Like avoidance of extra travel time, unnecessary movements, waiting time, poor design/layout of workplace, **too much content/information etc.**

The above principle is still valid in this Digital Age, where we spend most of our time & energy on our Laptop/PC/Tablet Screen, navigating the mouse from one folder to another folder & inbox to an outbox. Our task becomes easier if we start storing the RIGHT CONTENTS (Useful & Meaningful) at the RIGHT PLACE, which can be retrieved in lesser time when really needed. If the same practices are carried over across the team for a certain time, definitely it will enhance the individual's & organizational's **PRODUCTIVITY**.

Pareto Principle (80:20 Rule)

The Pareto Principle is one of the tools, that can be utilized for identifying our focus areas. There may be business areas, where we are allocating 80% of the organizational's resources & getting only 20% of expected Business results. In the way around, there could be a business segment, where we are putting only 20% of Resources & able to achieve 80% of total revenue.

Further analysis & validation can be done through Business Analytics Tools for shifting our focus areas.

Judicious uses of Ultradian Performance Rhythms

Ultradian rhythms operate continuously, day and night. It has a powerful effect on our minds & body. During the 90-min. cycles our productivity and performance are high and slowly start to decline as our body enters to ultradian trough.

This period can be identified prudently for completing complex tasks. In this Virtual world, one must know the time zone, and when he/she can perform the Complex Task efficiently as an Individual Performer.

Pomodoro Technique* as Attention Enhancer

One task can be Picked-up & the timer shall be set for 25 minutes, and one should focus on a single task until the timer rings. Using the above tool, certain critical tasks can be performed without any single distraction.

* the Pomodoro Technique is a time management method developed by Francesco Cirillo in the late 1980s



"THE MORE DISCIPLINED YOUR ENVIRONMENT IS, THE LESS DISCIPLINED YOU NEED TO BE"
- JAMES CLEAR

KNOWLEDGE KORNER

#2 What's the other OEE (Overall **EMPLOYEE** Effectiveness)?



Kartik Kamdar
 Management
 Consultant | Change
 Management | 14+
 Years of Experience

The Process Excellence fraternity would surely be aware about Jack Welch. One of his famous quotes is, *“There are only three measurements that tell you nearly everything you need to know about your organization’s overall performance: **employee engagement, customer satisfaction, and cash flow.** It goes without saying that no company, small or large, can win over the long run without energized employees who believe in the mission and understand how to achieve it.”*

There are many metrics for measuring employee performance at the operational level and one such composite metric is Overall Employee Effectiveness (OEE). It deserves a wider application across organizations. The widely used OEE is actually referring to Overall Equipment Effectiveness whereas I'm referring to the other OEE.

The OEE is an integrated metric that measures the level of availability, performance rate and quality rate resulting from an employee. The image below shows the ingredients of OEE measurement.

Let's say an operations team has 10 members and put together their %availability, %performance rate and %quality of transactions for a week are 60%, 80%, 70% respectively then the OEE % of the team would be:

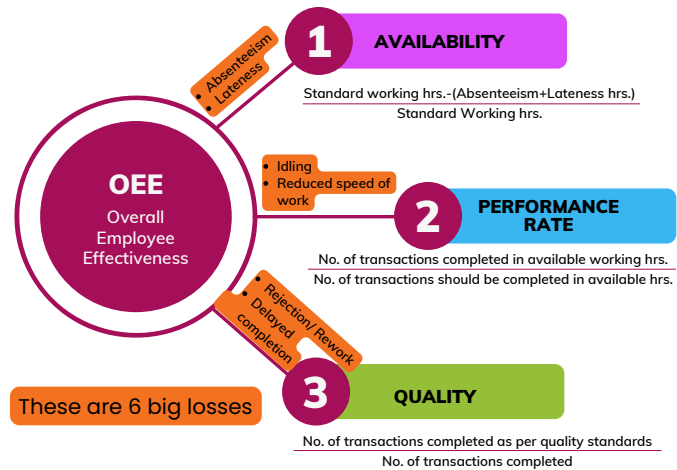
- $OEE = A \times P \times Q = 60\% \times 80\% \times 70\% = 34\%$

After looking at this 34%, the team leader should first look at 60% availability and find out reasons for the gap in availability and then take appropriate actions for improvement.

In this way, OEE measurement helps in assessing the performance of different teams/team members working on the same type of transactions holistically and the areas for improvement can be identified accordingly. During the work-from-home / work-from-anywhere environment, it is altogether more important to measure the other OEE to ensure the effectiveness of the result-oriented team management approach.

Happy reading and keep exploring the world of performance management!

Thank you for your time!





KNOWLEDGE KORNER

#3 TRUST: One of the most required ingredients for building sustainable business



Uday Makwana

Vice President- Sales and Admin
National Foods

As per study conducted by Prof. Sandara Sucher (Harvard Business School), there is a clear co-relation of greater TRUST by the employees in the organization & its leaders with increased profitability.

There are four factors which contribute in building strong foundation of TRUST.

COMPETENCE

Any business must deliver its work as promised and be skilled at navigating in complex business environment

C

WEAKNESSES

Stake holders look for signs that indicate, how business take actions and with intentions. E.g., Prudently applying price hike on account of high input cost scenario & communicate effectively

M

Clients want to know that they will all get same price and there won't be any unfair distribution of advantages.

F

FAIR TREATMENT

People look closely at the secondary effect of company actions, like pollution, environmental degradation, or unsustainable behaviors.

I

OPPORTUNITIES

So, TRUST has multiple dimensions. It is like a car, where you would want all parts, from the engine to the wheels and brakes, to work.

Every company or individual should actively investigate the areas where it is trusted and identify where it needs to do better.

Finally, Trust is the single most essential element to our ability to deliver extraordinary results in an enduring way. As rightly said by Warren Buffett, After some other mistakes, I learned to go into the business whom I like, trust, and admire.

KNOWLEDGE KORNER

#4 How will we move forward as quality professionals?



Mihir Gosalia

Quality Practitioner |
Certified ISO 9001, 45001,
21001 | Six Sigma Black Belt

There has been a shift in the quality function from 20 years ago. There is an increasing demand from CEOs for quality to be considered meaningful or relevant. In emerging industries, quality has vanished entirely, or it is business as usual. Therefore, being a quality professional is unlikely to provide many opportunities for future growth.

Adaptability is imperative for quality personnel, who need to look beyond their domain and perform roles that are beyond quality. In an organization, they should consider themselves Business Improvement Persons, and their work should reach every function. Developing leadership & influencing skills, having an executive presence, engaging the leaders of the organization, and showing how their work impacts the bottom line are the necessary skills required for quality personnel now.



Work on complex problems that have an impact on key metrics, which in turn impact the entire organization. Focus on core processes affecting the metrics the CEO measures. The ability to solve complex problems is also a great way to develop leadership skills.



"QUALITY IS NEVER AN ACCIDENT: IT IS ALWAYS THE RESULT OF HIGH INTENTION, SINCERE EFFORT, INTELLIGENT DIRECTION AND SKILLFUL EXECUTION: IT REPRESENTS THE WISE CHOICE OF MANY ALTERNATIVES."

- WILLIAM A. FOSTER

www.statmodeller.com



KNOWLEDGE KORNER

#5 Effective communication through Storytelling



Deep Shah

Industrial Sales and Marketing Professional

"This is exactly what I am looking for! Let me know when you can deliver this to our plant?"

I was surprised to hear these words from one of my customers' mouths, who used to be the toughest negotiator I have ever come across.

I was also happy from inside that in the process he forgot price negotiation and I will get an order at my offered price. But how this happened?

THE ANSWER IN A SINGLE WORD IS **"STORYTELLING"**!

Though a single word, storytelling is all about the content of the **"STORY"** and how you **"TELL"** it.

In today's era where Data is a new oil, storytelling helps you to communicate your message in an effective way and earns mindspace of customers.

People are getting busier with lots of noise of data, information & fake news. Storytelling helps to lower their guard and create an interest in their mind to pay attention because human always gets attracted to what is unpredictable.

Coming back to my interaction, I shared anecdotes of the success story of one of my customers who had similar challenges and how our solution helped them.

People prefer stories and references against pure technical details.

I also would like to bring to your notice that **storytelling may not work when customers ask you close-ended questions.**

In this scenario, you have to take control and let customers ask more open-ended questions by start asking open-ended questions.

Hope this will help!

Happy Storytelling!





KNOWLEDGE KORNER

#6 "Executive Coaching" – A Guide for Trainers



Dr. Sheetal Nair

Author | TEDx Speaker |
Storyteller | Serial
Entrepreneur |
Restaurateur

Coaching is taking over the erstwhile domain dominated by Trainers, but then what does it entail. Coaching per se used to be restricted to sporting activities although as per Wikipedia, the word “coach” was first used for an instructor in 1830 at Oxford University as slang for someone who helped a student through his examination.

In a way it was a term for someone who could help a person from one stage in their life to another. The first use of the term in sports came in 1861 but it got lost in translation & became associated with sports more than the actual learning process.

The EC Guide:

A Leader acts as the heart & soul of any organization, sometimes the one who leads also needs direction. Due to the VUCA nature of our surroundings the majority of the time, our own perspectives can become our enemies & it is at this time that a guide can re-align our focus to that which is needed in reality. So, the question that props up is then do people need a regular mental coach or something more transcendental in nature?

Team Leaders themselves act as mentors or coaches to the people in the organization so they don't need the run of the mill kind of help, they need to give something more specific & actionable in nature.

That whose ROI can be calculated & ascertained for a surety, hence Executive Coaching is the norm.

What does this cover basically?

The Unlearning Curve

Connecting a new piece of information with the world as we already know it

The Mirroring Hypothesis

The importance of linking communication, geographical collocation to corresponding technical patterns of dependency in the system

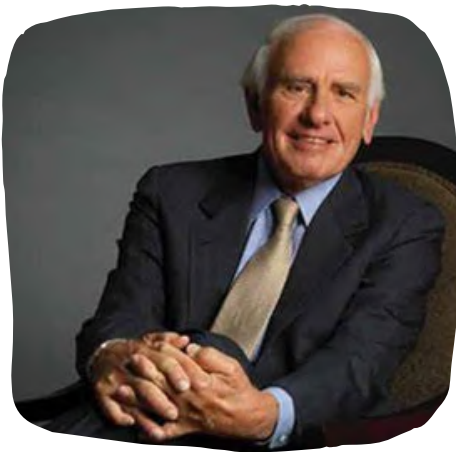
To Re-Identify Potential

There are times when the focus of one's work is misaligned to the actual potential one has.

This is the Trio I focus on when I handle the EC for HR but depending on who your coach is the topics may change but the end result is more or less the same. As I always say it is the Human potential which runs an organization & to drive it to the checkpoint you need your best pilot to direct it & who better than the one who hires them in the first place.



KNOWLEDGE ENHANCEMENT

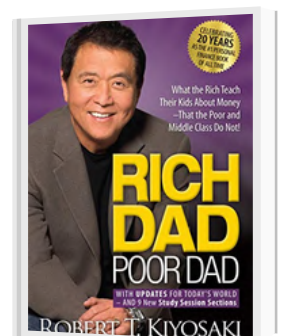
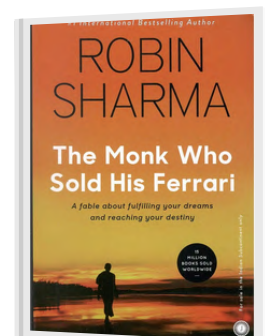
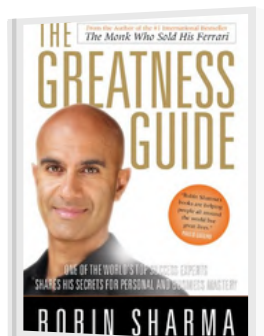
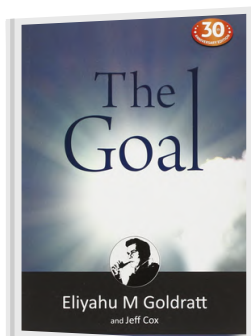
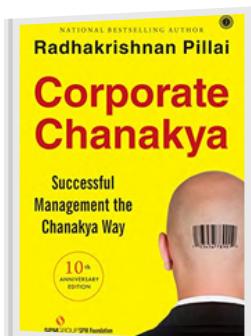


"READING IS ESSENTIAL FOR THOSE WHO SEEK TO RISE ABOVE THE ORDINARY"

-JIM ROHN

It is of utmost importance to upgrade knowledge especially when you are in the field of knowledge transfer. Being in the business of training and consulting, we have to upgrade ourselves with new knowledge which invokes us to think beyond boundaries.

As part of continuous improvement through reading, some of the books were read and recommended. And there are many more in the shelf.





KEY PROJECTS



Dr. Reddy's Laboratories Ltd. hired Stat Modeller to handhold and mentor the Six Sigma journey at one of their plants at Baddi, Himachal Pradesh. It was an exceedingly astonishing journey to work with beneficent people to implement Six Sigma.

Stat Modeller also worked to develop dashboards in Power BI for DRL.

Stat Modeller has been providing training to Larsen & Toubro Teams for the last year continuously. Every month there are certain batches are trained on Power BI, Python, 7 QC Tools etc....



ACG is the world's largest integrated supplier of solid dosage products and services with a presence in 138 countries. Stat Modeller imparted training on Data Visualization using MS Power BI to employees of ACG Groups from various locations.

AM/NS India is one the largest Steel Manufacturer. Stat Modeller provided training on Business Analytics using MS Excel and Power BI. Also, as a part of continuous improvement, Lean Six Sigma Training was conducted for their cross-functional teams including participants from Indonesia.





KEY PROJECTS



Tecso ChargeZone Ltd. is one of the leading EV Charging stations infrastructure providers. They hired Stat Modeller to provide customised training for boosting their motivation and personal productivity. Training was followed by mentoring sessions.

Pharmanza Herbal Pvt. Ltd. invited Stat Modeller to impart training to their employees from R & D, QC/QA, Production and HR to sharpen their skills in PowerPoint presentations. It was loaded with a practical exercise, quiz, assignment etc... to give maximum hands-on experience.

 TOYOINK

Toyo Ink is one of the well-known Japanese MNCs in ink manufacturing. Stat Modeller conducted training on Basic and Advanced Excel for their team from various departments.

APAR Industries Ltd. - one of the leading cable solutions companies - hired Stat Modeller to impart training to the senior team on the "Lean Six Sigma Green Belt". The training was customized to make learning more effective and followed by the mentoring sessions.





KEY PROJECTS



Bloom Seal Containers Pvt. Ltd. is one of the leading manufacturers of container products. They invited Stat Modeller to perform baseline analysis for process revamping.

Stat Modeller had conducted workshops on Python, SAS, Six Sigma, SPSS, Communication Skills through Theatre Techniques etc.... for the students of the Department of Statistics and the Department of Biosciences.



Parul University's Faculty of Management Studies runs MBA in Business Analytics and IT. They invited Stat Modeller to enlighten students with the latest technologies in the field of Data Science. Stat Modeller conducted various programs on Power BI, Jamovi etc...

Stat Modeller provided training to the international business team of Macleods Pharma on Advanced Excel to boost their productivity.





MOUS



Academia and Industry Collaboration!



As a part of our academic division, Stat Modeller joined hands with **Sardar Patel University and T. C. College of Baramati** for Training, Workshops, Certification Courses, FDP, STP etc...



TESTIMONIALS

"Practical and simplified approach to the subject. Very supportive in responding the queries even after the course is over."

Akashkumar Gandhi

Biocon Limited



"Awesome experience. This is my third course with Hiren sir. He teaches very well and clarifies all the doubts even after completion of the course. Thanks for your guidance."



Rohit Mathur

Ernst & Young

"The workshop was totally beyond my expectations. The things I had learn from the session, I had never heard about that but after this learning, it will be very much useful in my routine work."

Hitesh Kanjaria

AM/NS India



TESTIMONIALS

"Very interactive session, learnt the minute details of the Six Sigma"

Aayush Shukla
AM/NS India



"Fantastic learner friendly teaching style, thanks for that."

Jigar Patel
Pharmanza Herbal Pvt Ltd.

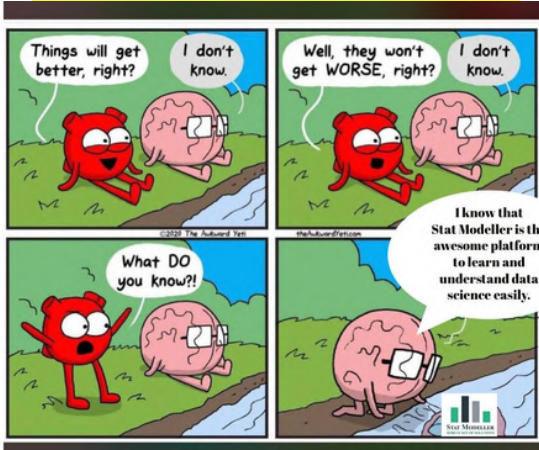
"It was really great exposure to us. Before joining I was not knowing that much about PowerPoint in depth. Personally, I didn't feel bored for these two days as we usually feel bored when we attend any seminar or workshop. Apart from this, the presentation skill that we got to learn was amazing. This will definitely boost our presentation skill."



Dr. Azazahemad A. Kureshi
Pharmanza Herbal Pvt. Ltd.



MEMES CORNER



**Data Science:
I'm not easy to understand**

Me :



I have Stat Modeller

**Data Science can't
scare our students**



Chellam Sir

My employees are facing issues in excel. do you know any good trainer?



Yes...Srikant,

Only one team can help you,
Stat Modeller

IF YOU ARE FACING PROBLEMS ON DATA SCIENCE AND OPERATION EXCELLENCE, THEN CONTACT STAT MODELLER TEAM SO SIMPLE..!



When someone says data science is hard



ME: AEY BHAI KABHI STAT MODELLER SE TRAINING LIA KYA?



GRATITUDE

There are always ups and downs in business and life. And it is a part and parcel of life. However, during that time, there are many people who are always there to support, motivate and encourage you to stay focused towards your goals.

Here, I, Hiren Kakkad, CEO & Founder, would like to take this opportunity to express my gratitude to everyone who supported us directly or indirectly.

- Dr. Reddy's Laboratories Ltd.
- ArcelorMittal Nippon Steel India (AM/NS)
- ACG Worldwide Ltd.
- Larsen & Toubro
- Pharmanza Herbals Pvt. Ltd.
- APAR Industries Ltd.
- Bloom Seal Containers Pvt. Ltd.
- UPL Ltd.
- Toyo Ink
- Envolta Systems Pvt. Ltd.
- Tecso ChargeZone Ltd.
- Pal India Computer Education
- Rich Minds Digital Pvt. Ltd.
- St. Xavier's Non-Formal Education Society
- Vision Excellence

- Sardar Patel University
 - Department of Statistics
 - Department of Biosciences
 - Department of Economics
 - Department of Social Works
 - HRDC
- T. C. College, Baramati
- Dr. Babasaheb Ambedkar Marathwada University
- Parul University

- We are thankful to our clients for the research project - Mr. Neel Talati, Ms. Dhara Desai, Ms. Pooja Ashar, Ms. Shagun Natiyal

There are many other people who are always there to support us. Dr. Dharmesh Raykundaliya, Dr. Jyoti Divecha, Mr. Kartik Kamdar, Dr. Haresh Kaheria, Mr. Bhavesh Kamdar, Mr. Avnish Thakkar, Dr. Kinjal Ahir, Mr. Nital Zaveri, Mr. Arnab Sarkar, Dr. Ashok Shanubhogue, Mr. Lalit Alone, Mr. Harsh Mistry, Dr. S. S. Kalamkar, Mr. Chetan Raykundaliya, Dr. Yogesh Joshi, Mr. Hardik Pandya, Dr. Shiwani Mishra, Dr. M. A. Raffey, Dr. Sameer Rohadia, Mr. Sudeep Mathur, Mr. Rajanikant Ghodasara, Mr. Tabrez Ansari, Mr. Abhijit Nevase, Ms. Kajal Kadam.

We are thankful to Mr. Himanshu Shekhar, Mr. Kartik Kamdar, Mr. Uday Makwana, Mr. Mihir Gosalia, Mr. Deep Shah and Dr. Sheetal Nair for sharing their knowledge articles for their newsletter.

I would like to thank the entire team of Stat Modeller - Mr. Mehul Gandhi, Mr. Kapil Valand and Ms. Krupali Kakkad for continuously supporting and taking Stat Modeller to the next level. Last but not least, I would like to thank my parents, my wife Shreya, my daughter Dhyana, and my brother Nirav to make me free from many family responsibilities so that I can spend time for Stat Modeller.

We help our Clients **GROW!!!**



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