



ProSep

Expert Series

With Rafael Ramirez, Sr. Project Manager



What is your current role, how long have you been here and what do you like about most about ProSep?

As Sr. Project Manager my role is to lead to completion high efficiency mixers and clean water technology projects that are strategically aligned with ProSep's values. I've been part of ProSep's team for more than eight years .

The most satisfying part of being at ProSep, is having the pleasure to collaborate with great, talented colleagues who have: diverse backgrounds; common goals; and creativity to enhance our great products. Not to mention, the possibility of interacting with different professionals around the globe.

In 2022 we are hearing a lot about supply chain issues globally, are you seeing it in your role?

Absolutely, technological improvement may have reshaped manufacturing on many fronts, but production and logistics still rely heavily on people working in these plants and of course moving goods from point A to point B. .

How challenging has it been?

It has been challenging in several aspects of our business landscape, and I'd like to mention at least three of them:

First, the arrival of omicron variant has provided a timely reminder of the unpredictability of this pandemic. Our suppliers (especially in Europe and Middle East), are having to navigate through these new restrictions of staff shortages.

How challenging has it been? (cont.)

Second, manufactures are keeping inventories to a bare minimum to reduce costs.

And lastly, lead times for raw materials or finished products are as twice as long today than before the pandemic.

How have you been able to deal with it?

I have been able to deal with these challenges by working with suppliers in different regions to remove the bottleneck from critical activities within the supply chain. In other cases, we've made product changes or found alternative products. More importantly, we keep our stakeholders informed about what they can expect.

While no one likes to deliver bad news about back orders or delayed shipping times, it is better to keep your client updated and informed... they actually help you overcome these obstacles!

Give me a specific example of supply chain issue you recently faced and how you overcame it?

We recently faced a major delay with a manufacturer located in North of Italy; this supplier makes most of the forged parts for our High Efficiency Mixers. After visiting them, I soon realized that most of the delays came from their own machine shops. The department was working around the clock, fulfilling orders for several customers, without enough machine operators due to an increase in cases of COVID in this part of the country.

So, we immediately informed our client that they needed to outsource all machining work of these parts to remove the bottleneck from this critical operation. After great cooperation from our supplier and client, our team qualified a new machine shop in the area which was able to complete this order three weeks ahead of the original plan.

As an experienced project manager what are your top 2-3 must-do items to ensure a project is delivered on time and on budget?

1 - Compelling scope of supply and understanding of client's requirements. These two combined, create a road map that reduces scope creep and guide a project towards success.

2 - Communicating to stakeholders effectively, frequently and with clarity. Effective communications help monitor and adjust expectations.

And finally,

3 - Good key performance indicators (KPIs). Continuously monitoring KPIs determines how well our team is achieving their goals.

What type of projects are your favorite to work on, and why?

I particularly enjoy leading fast track projects, or projects with short life cycles; because, while it is always great to complete a project on time and within budget, it is also important to mention that the main purpose of our projects, or products, is maximizing value to stakeholders, and ultimately contributing to much cleaner environment. This is what our team does at ProSep - our technology provided great benefits to our clients!

Thank you to Rafael for sharing his thoughts on the global supply chain.

Keep up-to-date with the rest of the series and hear more from our experts at www.prosep.com