



# Quality Control in Mail Center Operations

Presented to:  
National Association of College and University Mail Services  
(NACUMS)

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## Overview

- What is Quality Control
- Why implement Quality Control
- Quality Control Team
- Establishing a Quality Control Program
- Quality Control and Quality Assurance
- Quality Control Tools
- Measuring Success
- TQM, Six Sigma and ISO 9000
- Roadblocks and Barriers
- Innovation and Quality Control



## Quality Control: What is it?

- Process to review production
- Review includes:
  - Controls
  - Job Management
  - Performance
  - Integrity
  - Records



## Why Quality is Important

- “Good enough” isn’t good enough
- Meet customers’ expectations
- Help employees improve performance



## Goals of Quality Control

- Ensure products or services meet standards
- Requirements are reviewed for:
  - Dependability
  - Acceptability
  - Fiscal responsibility



## Goals of Quality Control Team

- Identify products or services that don't meet standards
- Additional responsibilities:
  - Halt production
  - Notify management
  - Notify customer



## Quality Control Team Members

- Choose from multiple levels  
(e.g., line, management)
- Choose from multiple disciplines  
(e.g., operations, customer service)
- Have desire and aptitude for improvement



## Quality Control Program Parameters

- Can't test everything
- Identify key standards
  - Past errors
  - Customer complaints
  - Automated tests



## Correcting Errors

- **NOT** the responsibility of the QC team!
- Different levels to be corrected:
  - Immediate error – Operator
  - Training error – Supervisor
  - Systematic error - Management



## Establishing a Quality Control Program

- Document the existing process
- Identify specific objectives of the program
- Establish policies and procedures
- Map out and validate the QC process



## Quality Control and Quality Assurance

- Quality Control – identify and detect errors
- Quality Assurance – evaluate and improve process
- Important that management team understands the difference



## Quality Control Tools

- Standard Operating Procedures (SOPs)
- Process maps
- Checklists
- Quality Control and Change Control documentation
- Reporting system



## Documenting Quality Control Results

- Measurements:
  - Number and percentage of errors
  - Operator productivity
  - Costs
- Periodic Reviews



## Quality Control – What's Acceptable

- 100% - Must be the goal
- Weigh goals, costs and results
- Risk and probability of "worst case"



## Quality Control and Testing

- Establish standards and specifications
- Develop test cases of probable errors
- Test production process
- Test quality control process and results



## TQM, Six Sigma and ISO 9000

- Total Quality Management – TQM. Management philosophy on continuous improvement.
- Six Sigma – TQM, with additional emphasis on project management.
- ISO 9000 – standards and guidelines for quality systems as set by International Organization for Standardization





## Six Sigma, Projects and DMAIC

- **D**efine – Your project
- **M**easure – Your current process
- **A**nalyze – Gather data for determining causes
- **I**mprove – Address and eliminate root causes
- **C**ontrol – Develop ongoing monitoring program



## Implementing Quality Control

- Plan
- Execute
- Evaluate
- Measure and Monitor
- Adjust



## Quality Control: Only for Production?

- Quality Control works anytime
  - that there is a process
  - that there is a measurable result
  - that there is opportunity for error



## Quality Control Roadblocks

- “Error-free isn’t possible, so why try?”
- “Quality Control costs too much.”
- “Quality Controls slows down production.”
- “Nobody really cares.”



## Overcoming Roadblocks

- Explain competitive environment.
- Demonstrate true costs of errors.
- Measure “re-work” times.
- Share feedback from customers.



## Quality Control & Innovation

- Quality Control is based on consistent output through consistent practices
- Innovation is based on improving output by changing practices
- Both are critical to long-term success



## Quality Control & Innovation

- Promote innovative ideas at all levels
- Control changes through testing outside production
- Document changes and train all employees
- Celebrate successes!



## Questions?

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# Workflow Management and Process Mapping

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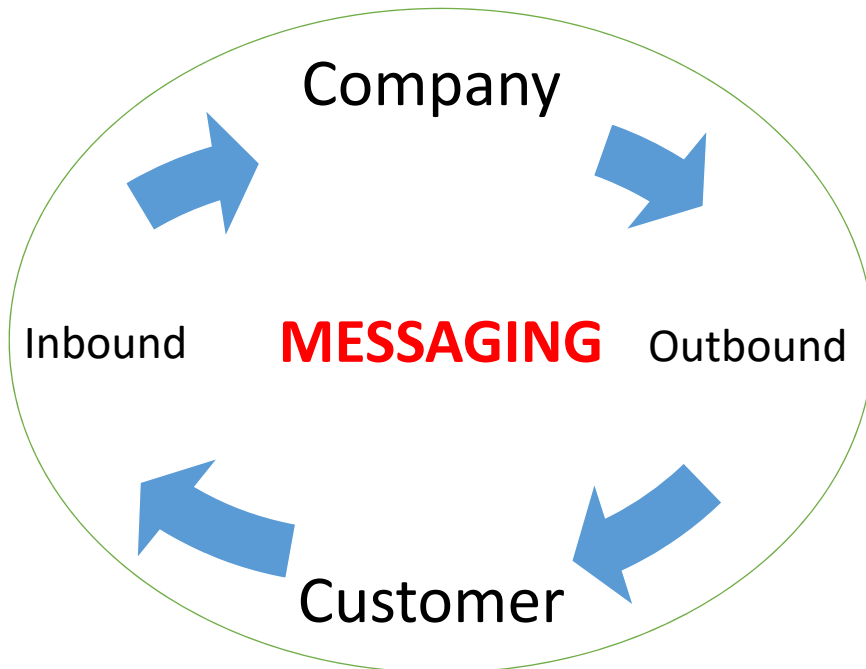
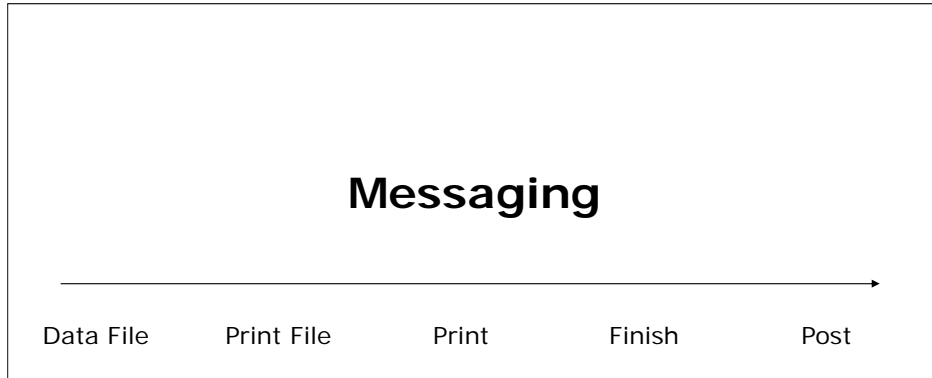
What is “workflow management”?



What is “process mapping”?



Thinking outside the box and  
inside the loop.





Who do you need to involve?



What information you need?





How do you get the information you need?



Ask the right questions:

- What?
- Who?
- When?
- How?
- Where?

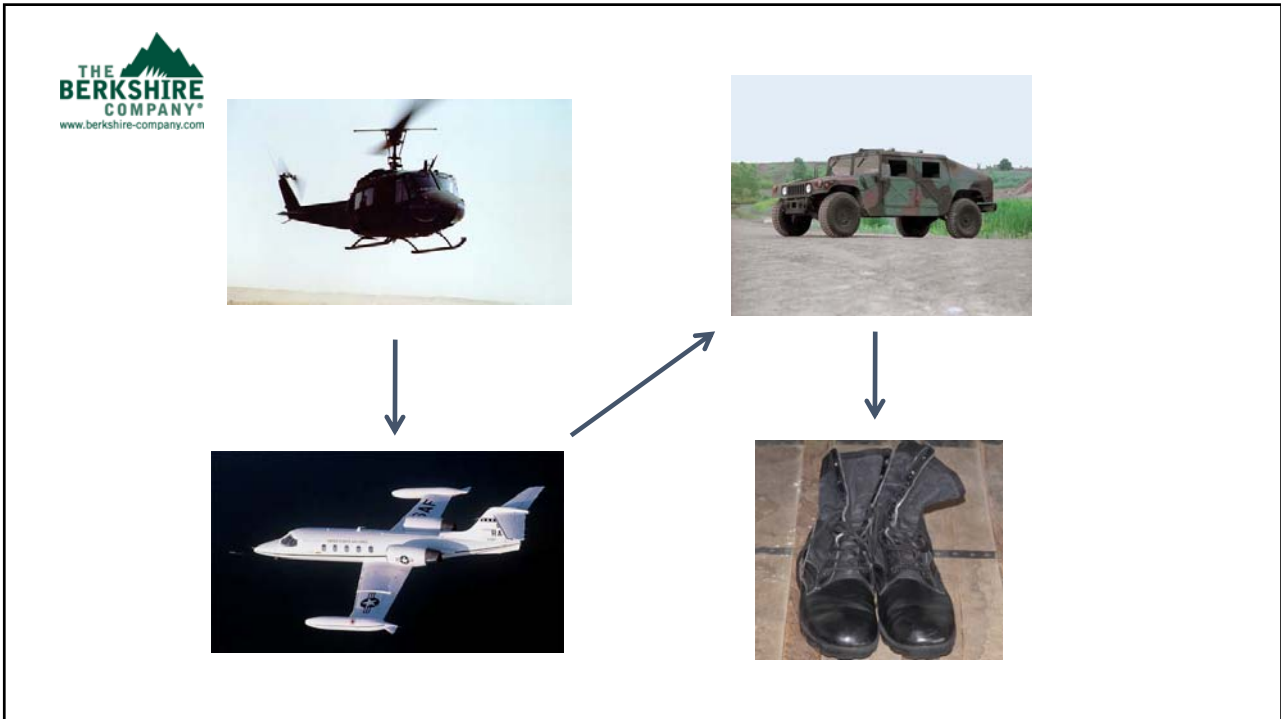
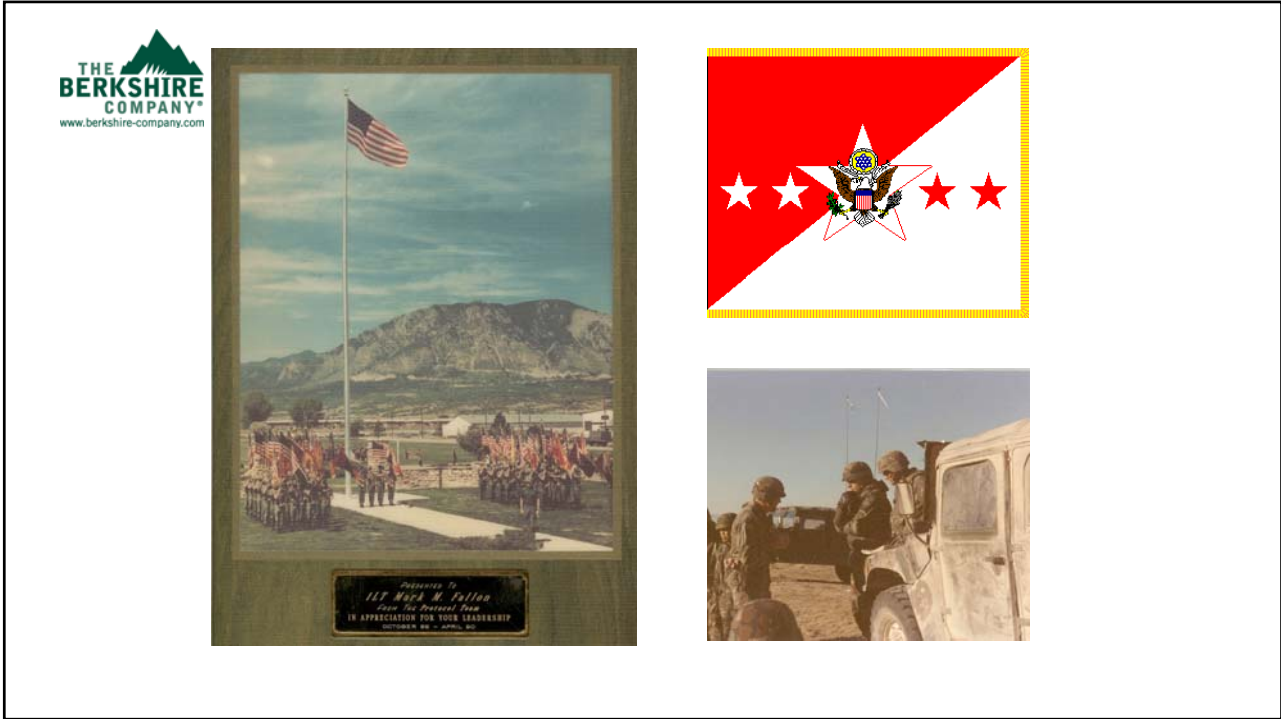


The wrong question:



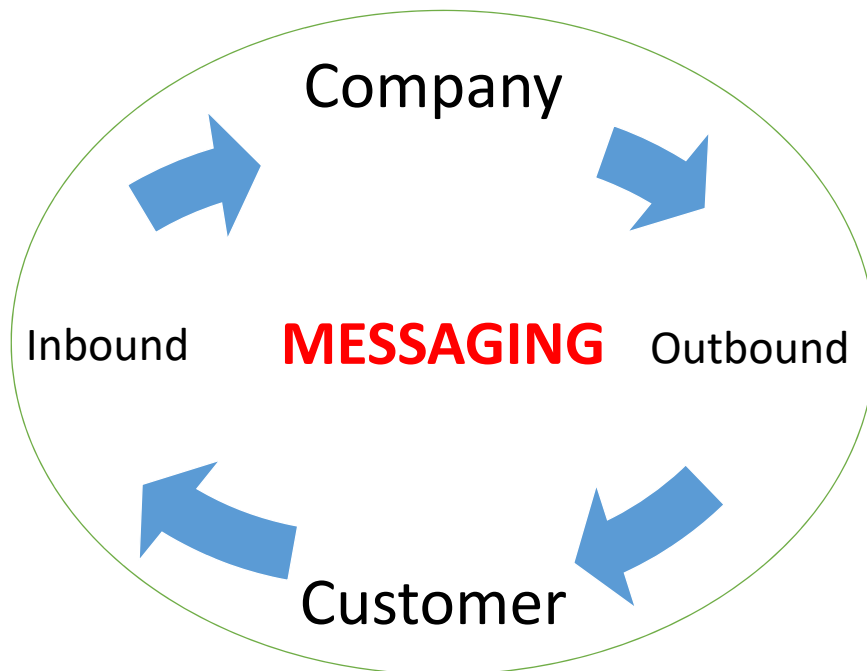
A really good question:

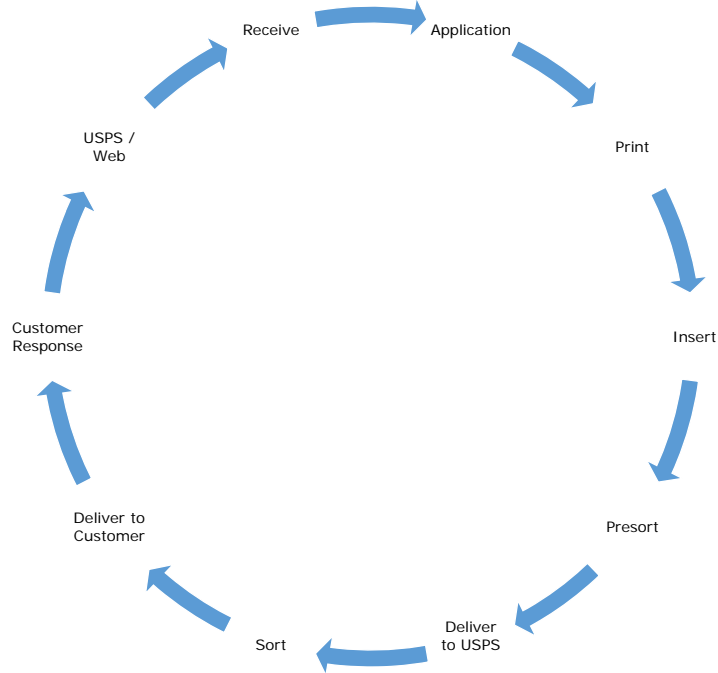
What if?





How do you map out the process?





## Examples: Definitions of Shapes



This shape means a process.



This shape means a predefined process.



This shape means a decision point.



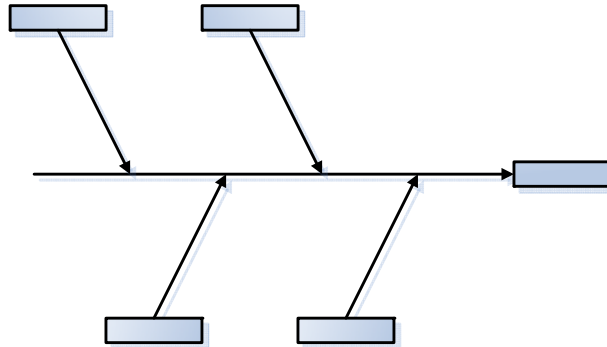
This shape means a preparation.



This shape means a manual operation.



This shape means a document.



Cause and Effect Flowchart

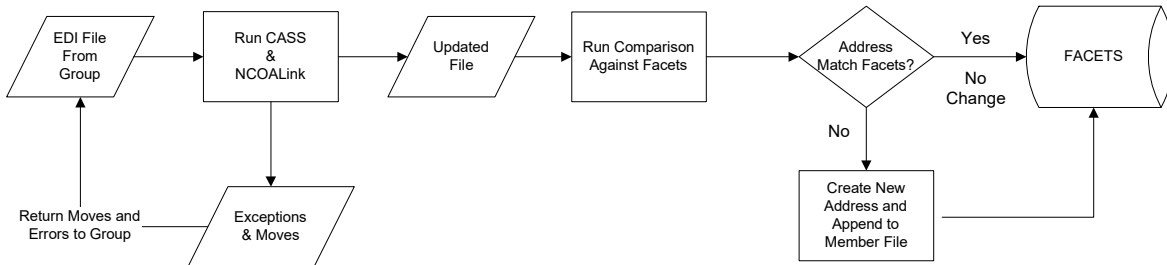


<Process Name>	
<Function>	
<Function>	
<Function>	
<Function>	
<Function>	

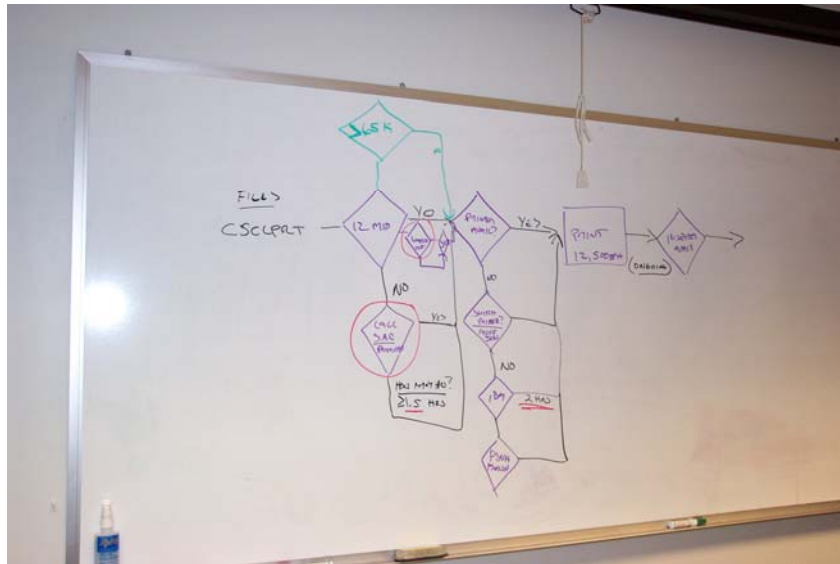
Cross-Functional Flowchart (Swim Lane)



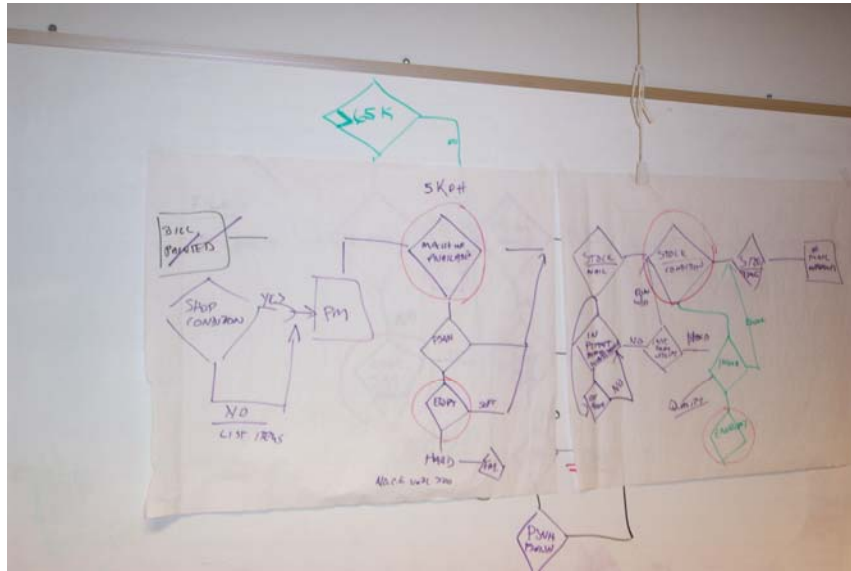
### Basic Flowchart



### Examples

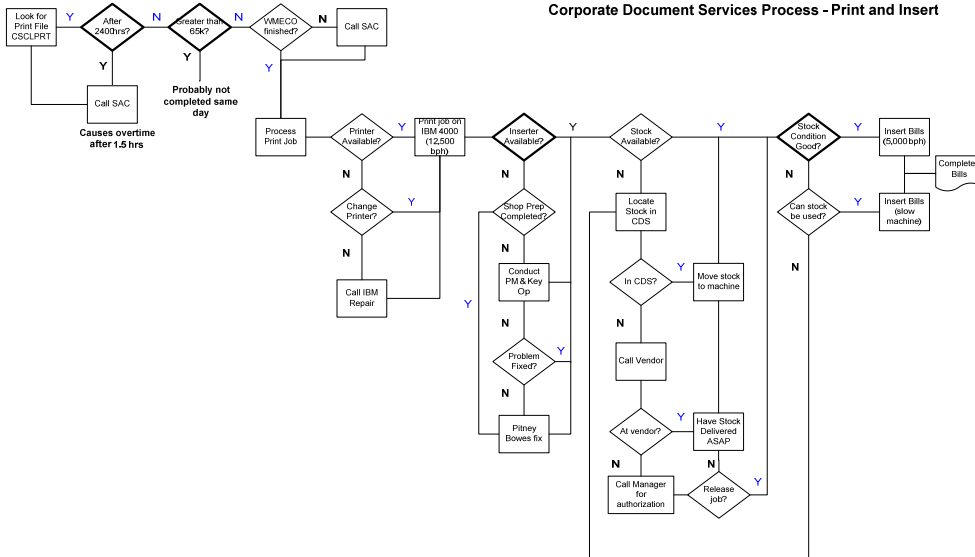


# Examples



# Examples

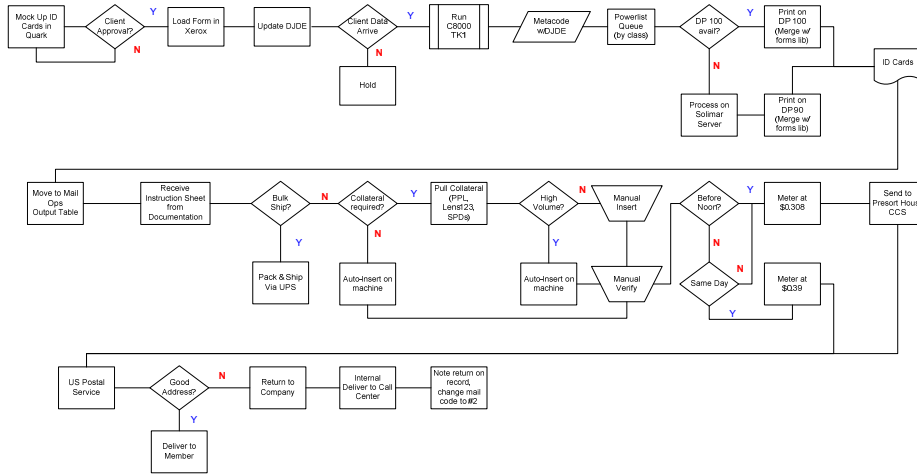
Corporate Document Services Process - Print and Insert





# Examples

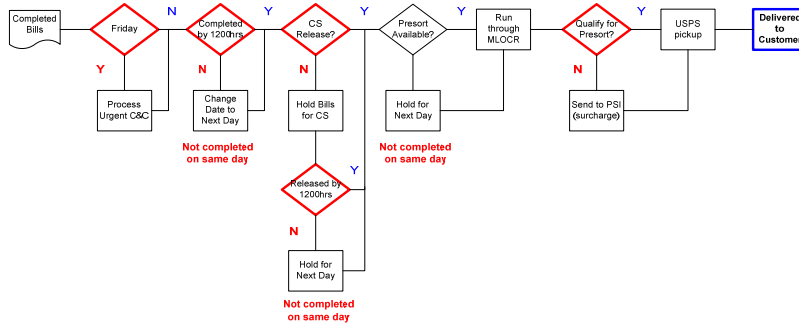
ID Cards Processing – New Group



What do you do next?

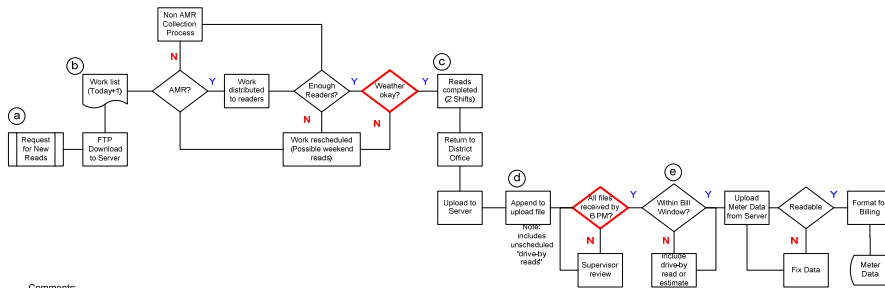
# What Next?

## Corporate Document Services Process - Presort



# What Next?

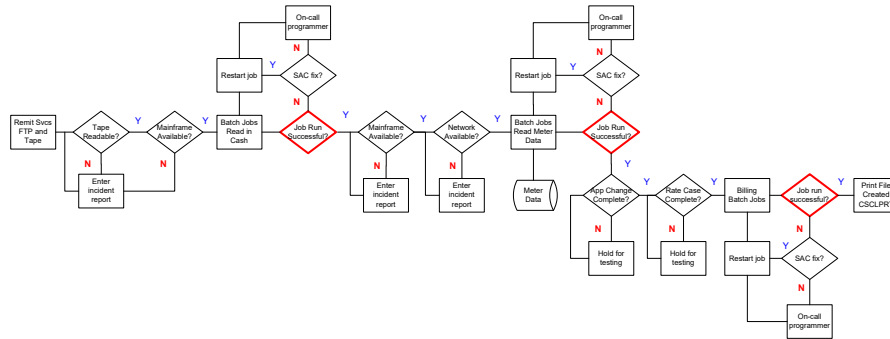
## Meter Read / Customer Service



- Comments:
- a. There are 20 billing cycles per month.
  - b. Last 2 cycles may end on same day, causing double volume.
  - c. Meters may be read on Saturdays to make up for lost days.
  - d. AMR meters are read whenever a receiver drives by regardless of schedule.
  - e. A bill must be created within 9 days of the initial read request.

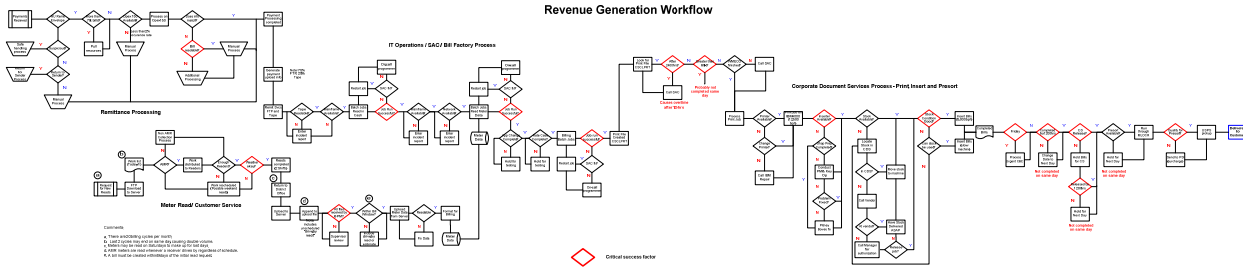
# What Next?

IT Operations / SAC / Bill Factory Process



# What Next?

Revenue Generation Workflow





## Critical Factors for Success

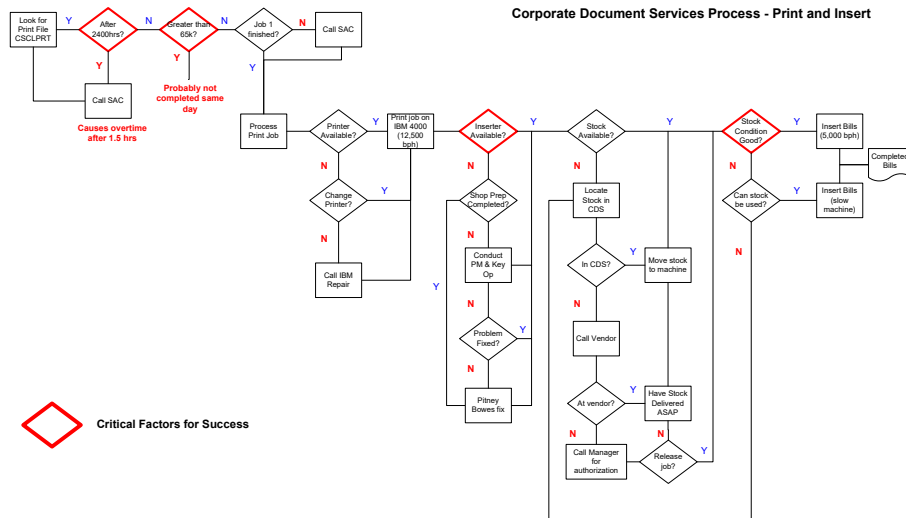


<Process Name>	
<Function>	
<Function>	
<Function>	
<Function>	
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Cross-Functional Flowchart  
(Swim Lane)



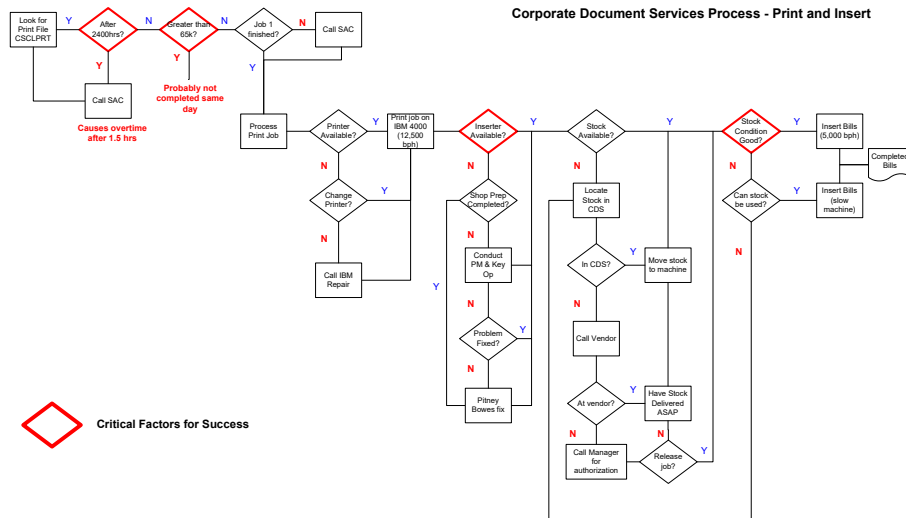
# Critical Factors for Success





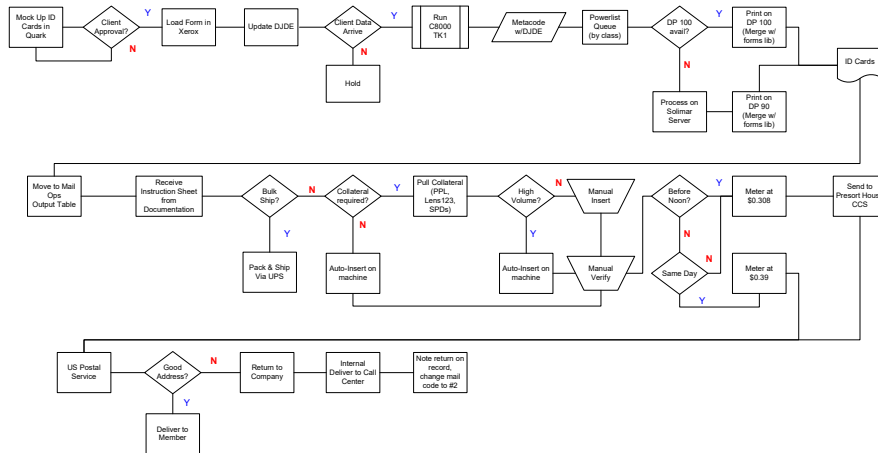
# Communication during the process.

# Communication



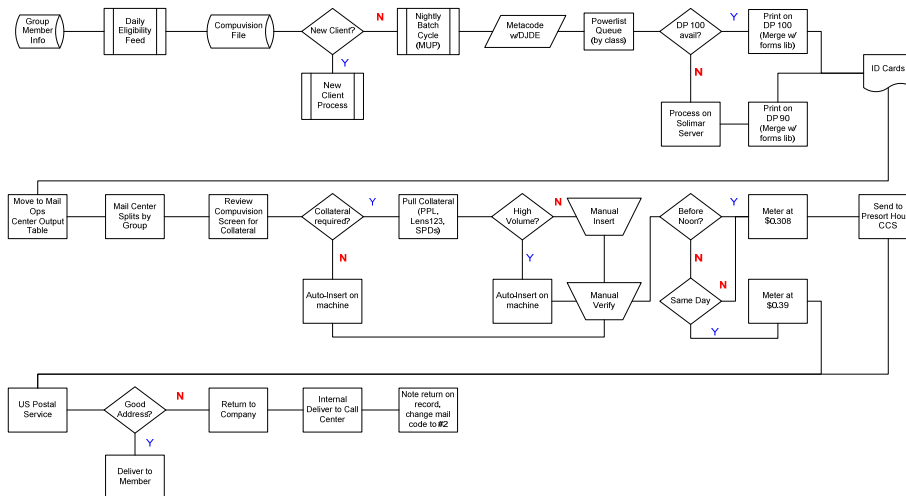
# Why?

## ID Cards Processing – New Group



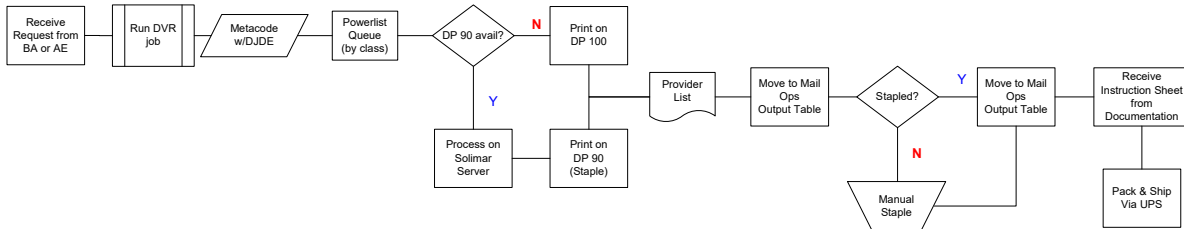
# Why?

## ID Cards Processing – Nightly Batch



# Why?

## Provider List – Non-Personalized



# Why?







## Overcoming Barriers to Success



## What Now?



## Workflow

- Outside the box and inside the loop.
- Ask the right questions to the right people.



- What if?
- Critical factors for Success.
- Communication during the process.



## Questions?

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# About The Berkshire Company

An independent management consulting firm, The Berkshire Company specializes in improving your business process, including analyzing your operation, developing and selecting solutions, and providing project management.

The Berkshire Company has helped more than 75 organizations improve their operations with:

- Process Evaluations & Improvements
- Strategy Development
- Project Management
- Outsource vs. Insource
- Mail Center Security
- New Technology

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