



Visual Management Products: **Your Buyer's Guide**

We appreciate getting the right products implemented throughout your factory is important. So we created this guide to help you through the decision-making process

1. Identify the problem

The first thing you should be thinking about before you even reach out to us, is your problems. It is crucial that you really understand why you are wanting to buy a product, and if you have a clear brief in mind.

Disorganised Workspace

Lost or Misplaced Tools

Safety Hazards

Lack of Process Signage

Lack of standardisation

Low Employee Engagement

If you want a quick recommendation, pop us an email at info@clarityvm.com and we will respond within 1 hour. We dare you to test it!

2. Interest

The next step in the buying process is interest. This could sometimes be included in the “Research” stage, however we believe that most people are already aware of a product they like before they start researching. Here are few tips to get started at looking at products that interest you:

Type your problem into Google



Google ranks content based on the relevance of a user’s search. This is the easiest way to find content directly suited to your problem.



Search our Learning Hub

If you think you are already on the right website, but you need help finding the right content, our Learning Hub has a search bar meaning you can find exactly what solution is right for you.

Scroll through our extensive Product pages

Just in need of a bit of inspiration?

We have lots of images of our products in the workplace.

Why not take a look?



SPOTTED ONE

of our products that you like?



Keep on reading...

3. Research

The next step is research. The most crucial part in deciding whether a company is the correct supplier for you to work with. We recommend finding a few options and then finding the answers to these questions:

What **price** will I need to pay?

The prices for each product may differ greatly from company to company. Some will offer exact pricing on their websites, and some will withhold that information. We like to do a bit of both, as some products are bespoke and require more accurate pricing.

What **value** will I get from the project?

Most companies won't tell you about the drawbacks of these either. We aim to give you honest information about why our products are different to others, and the drawbacks of our products so you can make your own informed decision.

What **specifications** are there?

There are lots of different options to choose from and this may seem confusing. Our in-depth articles explain the different between product materials, strengths etc as we understand it is crucial information to have when buying a product.

What **reviews** do their products have?

It is also important to consider the reviews that a product or service has got so you can benchmark it against other solutions. An in depth-understanding is required to make an informed buying decision

Do they offer **bespoke** options?

In a world where there is a massive variety of options, it is important to consider whether you want to have a completely bespoke item, to stand out from the rest of the crowd.



4. Alternatives

How do I choose between all of the options?

It is always important to consider the pros and cons of all of the different options in the market. We have tried our best to compare products and services in our blogs, but that doesn't have to stop you from doing your own research.

Evaluate **Materials & Quality**

One of the biggest reasons that prices differ with these projects is due to the materials used and quality provided. Make sure you are not being taken advantage of.

Consider **Customisation**

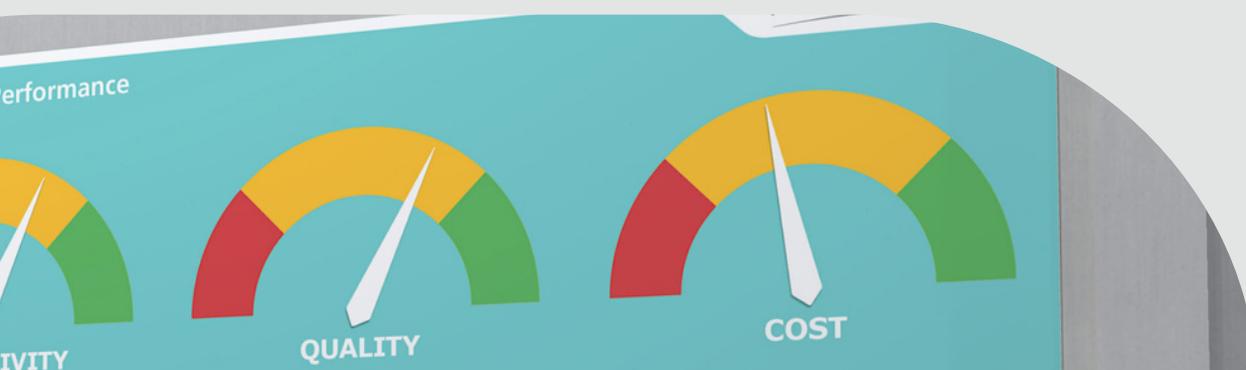
You may be able to order a cheaper product off the shelf, but is it customised to your needs? Bespoke options do usually add to the price tag. It will be important for you to consider how different you want your site to be to everyone else's.

Compare **Pricing**

Pricing is one of the most important factors when considering whether or not to buy something. Consider the overall value gained from the products, rather than just focusing on the overall price.

Review **after-sales support**

Some companies provide you with the product, and then just leave you to figure it out yourself. Make sure the partner you choose to work with has the support and guidance that you are looking for.





5. Purchase

Now this is the **FUN** bit ...

How do I purchase a Product from Clarity?

- 1** **Get in Touch** to receive your quotation
- 2** **Agree** on the price & specification
- 3** **Set up** an account
- 4** **Send** your Purchase Order (PO)
- 5** **Receive** your Product

Our team is always ready to help guide you through this process. Have an enquiry for us? Pop us an email at info@clarityvm.com

*Please note that any new clients will have to place their 1st order on a pro-forma basis



6. Satisfaction?

Assess the **Functionality**

Does your product do what we told you it would do? It is important to find out if your products works correctly, and give us any feedback that you have.



Measure **Employee Satisfaction**

Your employees always know what is going on. They are the best people to ask whether a product has been beneficial. This is also good information to gather for internal reports on employee satisfaction..

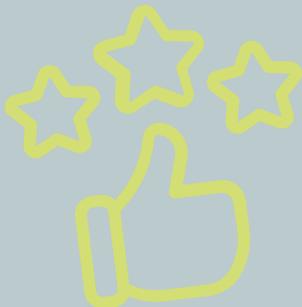
Address **Concerns**

Whilst we hope you don't have any major concerns, sometimes they are inevitable. Please don't be afraid to voice your concerns to us, and we will answer them for you.



Share **Feedback**

We love to hear your feedback, whether it is good or bad. One of our core values is "Continuously Improving" and we cannot grow and change our processes without your input.



Your feedback is always the most important thing for us. We will always send out an email after your product has been delivered, with a link taking you to a quick feedback survey.

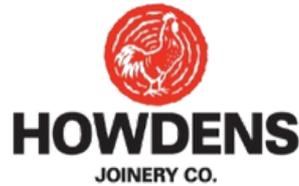
Who we work with



SIEMENS



Sainsbury's





Thank You!

Clarity Visual Management

T 01482 296451

W www.clarityvisualmanagement.com

E info@clarityvm.com

 ClarityVM

 Clarity | Lean and Visual Management



#MakingLeanWork

#LeanIt

#ClarityVM