

## 1: Lean and Six Sigma | Lean Six Sigma - Yellow Belt

*Lean process improvement projects address the Inherent Value piece of this equation. The idea is to reduce the inherent cost of production and delivery of the product or service. A common mistake that teams make is to assume that inherent value issues are not customer driven.*

Projects with the best value proposition will win. So how can you emphasise the value proposition of your project. Here are a few pointers This may seem obvious, but people are not always clear about their requirements. To do so, listen hard, and check your understanding as you go. A common mistake is thinking of, or worse still, developing a solution before the requirements are known. The customer will tell you a lot, some will be relevant to the project, some not. Ensure you record all the requirements, use open questions to delve deeper, and test your understanding by playing back to the customer what you understand their requirements are. They will like the fact you show interest in them and their problems. It will make your eventual solution sound more considered and tailor-made. Make sure you are addressing a genuine business need, otherwise your relationship with them is likely to be short and a casualty of the recession. Go Beyond the Basics Look for ways to improve your offering. Look to address a genuine business need. You could improve your offering by including a Digital Asset Management element to your project, reasoning that it dovetails nicely with the WCMS, thus killing two birds with one stone. This can also get you ongoing work, if pitched right, and may involve little more than implementing extra software modules. Establish Feedback Mechanisms Feedback is an important part of every project. The more you talk with the customer, the more you will find out. Constant contact will give you a valuable insight into what the customer is thinking. Feedback is an important gauge of how satisfied customers are with the delivery of a service or the quality of goods received. When feedback is offered and you respond by taking appropriate action, customers feel cared about. This helps build trust. Building trust and establishing feedback mechanisms can give you more ideas on how to "Go Beyond the Basics ", and how to best address the genuine business need. Look at Projects as Partnerships Supplier selection can be a pain. A poor choice can lead to wasted time, cost and the hurt of having to carry out the process again. They want somebody who is on their side. Look at your customer as a business partner. If they like you, they are unlikely to go back to the market to find somebody else. So make their business, your business. Take this approach and create a win-win situation for you and your customers. Research and understand the industry in a broad sense, not just the part your project covers. You learn about the people, processes, issues, risks and opportunities. Reprinted with permission from Project Smart , a project management resource that helps managers at all levels to improve their performance.

## 2: Value | Lean Six Sigma Value | Lean Thinking & Concepts

*"A value proposition is a clear statement of the tangible results a customer gets from using your products or services. The more specific your value proposition is, the better." Jill Konrath, Author of Selling to Big Companies.*

In a recent investors and analysts meeting hosted by 3m, a new five year plan for the company was created. The five-year plan lists financial objectives, customer objectives and how the company can position itself for the rest of into By pairing leading materials, technology, and expertise in Lean Six Sigma, the overall quality and reliability will be brought to a whole new level for customers. Despite a weakened global economy in Europe and China, Trefis. Less than 60 Indiana workplaces receive VPP status. More important, a subsequent across-the-board list-price increase was fully reflected in the top line for this product. By contrast, other product lines realized less than half the increase. This continuous process improvement will help them to be more effective and efficient in using the resources given in order to conduct tests for their customers. AMRDEC employees contributed a variety of cost efficient benefits including reliability improvements, technology insertion, reduced administrative burden and time deliveries. The company uses Lean Six Sigma at all of its production sites which benefits beverage producers worldwide. Lead times and wastes are reduced while overall quality is improved. This award honors departments that demonstrate diversity and commitment to creating an inclusive workplace. Corporate Recycler of the Year Cummins, a fortune corporation that designs and manufactures power generation equipment and systems has been named the Corporate Recycler of the Year. Synchrono is a leading manufacturing software company that has helped other manufacturers improve flow and dri on-time production with Demand Driven Manufacturing. Even though exchange rates and foreign transactions proved challenging, the teams at Fortress continued improvements at their mills with Lean Six Sigma project teams. Solid operation improvements and growth have been supported by Lean Six Sigma. The company has 6 master black belts , 64 black belts , green belts , lean technicians that enable them to have a consistency of response â€” in other words, everyone has both the tools and knowledge to handle situations. As a result of this continuous improvement mindset, General Cable is expected to drive down costs by several percentage points annually. The negative numbers started a fire in their shoes and although the fire was slow to start, the momentum began picking up in and This was the missing piece at the Germantown facility. The program sets out to get employees engaged at all times with four specific goals in mind. Ingersoll Rand Case Study: As a result of these efforts, defects were reduced dramatically. The process itself is approaching a percent reduction in defects, moving from 0. Customer satisfaction has also improved tremendously. Their application of Lean Six Sigma turned heads and won both internal and external awards. The 16 month program towards process improvement allowed the team to learn and apply DMAIC, develop best practices, and increase team communication. They believe in the power of collaboration and the maximizing of technological benefits. With these ideals in mind, they found Lean principles to be invaluable in achieving their goal. They set-up workshops for their employees to hear their ideas on process improvement, and they reached out to local Lean consultants to aid them in launching their new project-based approach to process improvement. By implementing this new system of process improvement, KushCo will have the ability to controllably scale its rapid growth in this booming industry. Foster While looking to change the market focus for its products, L. B Foster Threaded Products determined that a new manufacturing plant was needed. This new and improved lean -influenced facility allowed the company to eliminate waste while improving productivity and creating a safer work environment. As a result, the company has seen a dramatic improvement in overall productivity and efficiency. Poor working conditions are inevitable across the globe. On the other hand, Lean manufacturing can have a positive impact. Research has shown that Lean manufacturing has improved compliance with labor standards in 11 developing countries. These findings suggest bigger pictures! Robbins is a graduate of the University of North Carolina at Chapel Hill and brings over 30 years of Lean manufacturing and production experience to the new job. With Robbins on board, the company will continue to push efforts to expand the business and stay in a leading position. Louisiana-Pacific Corp Curtis M. Stevens, CEO of Louisiana-Pacific Corp, mentions how Lean Six Sigma assists his company

in being more efficient and effective at its manufacturing facilities, which produce building materials, industrial wood products and pulp. MC Assembly also continued their mission to process improvement, having staff in all three of their training facilities undergo Lean training to help inspire rapid change within the organization. At Masonite, the culture is a Lean Six Sigma one! Since the arrival of Metform President, Dan Cavanagh, in , the company has taken on an amazing lean transformation which has resulted in the entire person workforce completing lean basic training. With their staff now knowledgeable in lean principles, Metform has increased Milling Products Process Innovations: Current upgrades to machinery are on the path to Six Sigma. Real Alloy Real Industry: Real Alloy serves their customers through closed loop recycling operations and Lean Six Sigma. The implementation of Lean Six Sigma helps to expand margins and continue to improve performance. When it comes to manufacturing plants and machine reliability, cleanliness and efficiency start with getting lean. Utilizing lean principles, particularly 5S , to the holistic cleaning of a facility not only results in an organized work environment, it also increases the productivity of the cleaning teams, enhances the company image, improves morale and engagement, makes every dollar count, and protects valuable assets. Santana Textiles Santana Textiles to Train Employees in Lean Practices What could be better than improving product quality, decreasing production costs and eliminating waste? Try doing all three of those things while simultaneously bringing jobs back to the United States. Santana Textiles, located primarily in Brazil and Argentina, will be working with South Texas College to improve business practices at its acre Edinburg, Texas facility. This Fall, employees will be taught in the finer points of Six Sigma, Lean manufacturing, and supply chain management in an effort to reverse the trend of textile jobs being transferred overseas. Seegrid Post-Recession, Manufacturers Utilize Robotics to Stay Lean Robot vision-guided truck builder Seegrid has helped manufacturers stay lean by automating materials handling using Lean manufacturing principles. Spanbild Lean Principles Yield Huge Improvement for Spanbild New Zealand business Spanbild, which designs and builds residential and commercial buildings, has seen impressive improvements in since the beginning of the year by employing lean manufacturing principles. They custom design through construction and after sale support. The two companies of focus, Bertola Machine tools and Mouka Ltd, manufacturing companies whose goals are to begin the process of eliminating unnecessary actions and maximizing the use of existing human and non-human resources. Topper Industrial Lean Leadership and the Topper Industrial Journey Topper Industrial has been a leader in the material handling equipment industry over 20 years. For many of those years, Topper thought they were Lean, but just when they thought all was in line and well, their real Lean journey began. Since then, the entire leadership team has gone through a week of basic Lean training. Universal Machining Industries Inc. Boosting Aerospace Manufacturing Profitability at Universal Machining Industries Aerospace manufacturers from around the world are said to be highly sensitive to Six Sigma. In order to be successful, there is an extreme commitment to efficiency processes. Every employee uses very detailed standard work to eliminate waste and speed up cycle time. Takt time clocks are utilized throughout the facility, breaking down an 8-hour workday or 25, seconds into four periods of 6, seconds each, that countdown to ensure the plant meets its production goals for the day. UTC Aerostructures has found that reducing waste, in the form of time, significantly improves efficiency and allows the plant to continuously improve. She does this through regular kaizen events to increase efficiency and develop best practices. Data shows real results and information.

## 3: Process Excellence Network | Value, Value Streams and Value Propositions

*Project management services specialize in planning, coordinating, and executing projects according to requirements and constraints. They perform some or all of the activities related to project work, from conceptualization to completion.*

What are value streams, and how do you manage them? More importantly, how do you manage them in such a way as to maximize the value delivered to your customers? Conventional wisdom has it that value streams constitute the flow of products or services to customers—and that definition is OK so far as it goes. The problem lies in whose perspective it is that defines the value stream. And, all too often, that perspective is an internal one, driven by an emphasis on cost reductions and efficiencies, rather than focusing on value creation and delivery from a customer perspective. There is certainly nothing wrong with eliminating non-value-adding costs. In fact, most executives would argue that this is precisely the right emphasis in the current economic climate. What is a Value Stream? Value streams begin with a customer need for a product or service and end when the customer has received and paid for that product or service. They consist of the interactions among your people, processes and the products or services that are designed to provide value. Most businesses have only two or three value streams from a market perspective. Order to Delivery of a Primary Product or Service This might be a manufactured product like an automobile or an agricultural tractor, or it might be an insurance policy or even electricity. The customer makes an inquiry whether by phone, fax, Internet or in person. The inquiry moves through the system to the appropriate area, a credit check might be initiated, the product or service is prepped for delivery and shipped. Finally an invoice is sent and payment received. Repair, Servicing or Changes to a Product or Service Automobiles require repairs; computers acquire viruses; beneficiaries of an insurance policy get changed. The customer contacts the provider to request the service, the problem or situation is evaluated or diagnosed, the service is provided, the customer is invoiced and payment is made. Parts Supply for Self-Service Customers choose to service their own equipment but need to order parts. The order is placed, parts are picked and shipped along with an invoice, and the bill is paid. Of course, value streams will differ from one industry to another. And some types of business—such as a nail salon, a barber or a fast food restaurant—may have only one value stream. The point is that each value stream begins and ends with the customer—and that customer is the one who pays the bills! Value Streams and Processes Value streams are typically comprised of many processes, but individual processes are rarely value streams in and of themselves. For example, there may be an interdepartmental transfer process, a process for IT requests or an inventory replenishment process, but none of these are value streams in and of themselves. We have often seen instances where an individual process was made as Lean and efficient as possible, only to have a negative impact on the effectiveness of the overall value stream in delivering value to the customer. Your competitive value proposition is not necessarily the same as a sales proposition or a positioning statement. Rather, your organizations value proposition already exists in the collective mind of the market as a result of its experience with your value streams, and it determines who will win or lose in a dynamic marketplace. Accordingly, this is the one asset that needs to be managed more effectively than any other. And the key to the effective management of your value proposition lies in effectively managing your value streams. Value is defined in terms of the trade-off between quality and price. Market reactions to price are pretty easily measured. The challenge lies in understanding how the market defines the components of quality the CTQs, and in understanding the relative importance of each of those CTQs. The metrics of market value provide the answer to that challenge and will be the subject of future columns. A significant aspect of SSM is that it is not limited to fixing problems i.

## 4: Lean Six Sigma Success Stories in the Manufacturing Industry - [www.enganchecubano.com](http://www.enganchecubano.com)

*Mission, vision, and value statements are nice to have, but they're missing something—customers and owners.*

## 5: Lean/Six Sigma, Quality Consulting, Training, Lean, Lean Six Sigma & Semiconductor

## THE LEAN SIX SIGMA VALUE PROPOSITION pdf

*Research and publish the best content. Get Started for FREE Sign up with Facebook Sign up with Twitter I don't have a Facebook or a Twitter account.*

### 6: Lean und Six Sigma | ATS Global

*Posted by Eric Reidenbach under ASCI, customer satisfaction, Customers, Lean Six Sigma, quality, Six Sigma, value proposition Leave a Comment The conventional wisdom says that a satisfied customer is a profitable customer.*

### 7: Value Proposition vs. Productivity?

*Value Proposition. Based in San Diego, Lean Business Solutions offers Lean Six Sigma business process improvement consulting and training. We take a customer-centric approach to understanding your processes and maximizing the effectiveness of your value delivery system.*

### 8: Lean Six Sigma – Combining Six Sigma Quality with Lean Production Speed | Six Sigma

*Tags: Six Sigma Six Sigma marketing value stream mapping value stream VOB cost reductions value creation CTQs Eric Reidenbach Voice of the Business value propositions Six Sigma Black Belts value DMAIC Market Value Solutions value streams Voice of the Market VOM MVS Reg Goeke Quality.*

### 9: What Is Your Value Proposition? Part 1 :: Lean Six Sigma Experts Community

*Lean and Six Sigma can result in the kinds of changes you're looking for. Value Proposition Lean Six Sigma (LSS) deployment is a companywide strategy to achieve breakthroughs in areas such as productivity improvement, PPM reduction, lead time and cycle time reduction.*

*Man and the Attainment of Immortality Hearsay exception/records of regularly conducted activity business records What does military duty look like? Physics for radiation protection solutions Rousseaus Theory of Freedom (Continuum Studies in Philosophy) Chaucers language and versification. MEAN STREETS (Street Wizards, No 4) Cellular generation, transport, and effects of eicosanoids Influence of Coating on Friction and Wear of Combustion Engine Piston Rings Abdelkader Guennat, Guy Monte Someone like you file Egyptian woodworking and furniture Crowells handbook of Elizabethan and Stuart Literature. The big book of birth Kidnapped (An Irene Kelly Novel) William Morris, his art, his writings, and his public life City and regional highlights Partial differential equations and spectral theory The McEnaneys from the Cataract Human brain quiz with answers Third World women speak out The Monster and the Machine ASE Passing Lane Package P2 (ASE Passing Lane Package) Jeannies Valentine The Prometheus question, a moral and theological perspective on the energy crisis Christ as a historic Person Jim Cairns M.H.R. A catalogue of the Chinese translation of the Buddhist Tripitaka Outline of history, being a plain history of life and mankind Copyright and education Kayla itsines 28 day healthy eating Spiral origami art design Womens Roles in Ancient Civilizations Pt. 1. Introduction to chronic pain Towards justice in health nurses for social responsibility Probability concepts in engineering ang Surviving New Zealand Monster girl encyclopedia seven seas Trapezoid envelope Introduction to the video data bank collections Kate Horsfield Philosophy of John Stuart Mill*