



Strategic Business Solutions for the LEAN Executive

Executive-Level (3-day) Training

Plan For Action

Vision Identify company competitive priorities
Focus Design a Strategic Transformation Action Plan
Streamline Detail desired future state
Discipline Establish metrics to measure progress towards targeted goals

Leadership Training is the cornerstone for success when implementing a Business Operating System that is based on LEAN thinking.

A LEAN leadership approach reduces risks, provides a process for decision-making, prioritizes goals and action plans, and sets an example for the rest of the organization. MMTC's LEAN Executive workshop provides a company with the business case, costs, challenges, and a transformation plan prioritized to achieve significant and sustainable operational improvements.

LEAN EXECUTIVE AGENDA

What is LEAN Performance

- Create a Future State Vision
- Setting Competitive Priorities
- Aligning Your Goals with those of Your Customer
- Establishing a LEAN Strategy, Value and Foundation
- Developing a Strategic Performance Improvement Plan
- Aligning Opportunities and Resources

How LEAN Performance is Achieved

- Communicate Vision
- Agreeing on Business Priorities and Goals
- Applying LEAN Principles to Business Objectives
- Embracing the Executive's Advocate Role
- Identifying Types of Waste
- Committing and Allocating Resources to Implement LEAN initiatives
- Knowing the Cross-Functional Relationships in a LEAN Environment

Results of LEAN Performance

- Creating a LEAN Culture and Engaged Workforce
- Improving Delivery Performance
- Reducing Product Lead Times
- Reducing Product Costs

"As a company, if we can emulate the passion and discipline presented the last three days in the MMTC LEAN Executive training, MAG will far exceed their key performance metrics."

--Brian Prina, President, MAG Powertrain

Assessment and Benchmarking

Prior to attending the LEAN Executive workshop, each company will take part in a benchmarking process (Transformation Planner), which includes a one and a half on-site assessment as well as assessments addressing leadership personality and behavior, team dynamics, business team knowledge, business team alignment, and workforce engagement. This unbiased assessment process provides each company with a clear understanding of its business and organizational strengths, weaknesses and opportunities for developing a road map for improvement. On the final day of the workshop, each company uses the assessment data and information acquired to develop a strategic transformation plan.

Performance Metric		Current		Proposed		Final Target		Annual Benefit	One-Time Cash Conv.
		Value	Percentile	Value	Percentile	Value	Percentile		
Utilities		\$287,500	36%	\$140,973	61%	\$230,000	43%	\$57,500	
Run Hours as % of Available		68.01%	36%	77.32%	61%	75.00%	50%	\$127,596	
On-Time Deliveries		88.50%	34%	96.08%	59%	92.00%	43%	\$21,088	
Inventory Turns		7.01	31%	11.7	56%	12	58%	\$85,062	\$567,083
Days Receivables		56.02	22%	47.75	47%	45	57%	\$16,233	\$324,658
Premium Freight		\$12,000	40%	\$3,102	65%	\$6,000	53%	\$6,000	
Scrap and Rework		6.16%	11%	3.81%	36%	4.50%	29%	\$157,975	
Employee Turnover		7.50%	79%	0.10%	90%	3.00%	86%	\$19,066	
Schedule Bumping		15.00%	38%	7.40%	63%	12.00%	45%	\$17,513	
Total:								\$508,033	\$891,741

Metric	Percent Contribution
Utilities	~10%
Run Hours	~28%
On-time Delivery	~18%
Inv. Turns	~12%
Receivables	~8%
Freight	~5%
Scrap & Rework	~33%
Turnover	~8%
Bumping	~5%

Workshop Schedule

Prior to participation in this highly popular workshop, MMTC conducts an on-site assessment at your company. This assessment is used to develop a prioritized transformation plan. The assessment is conducted 2-3 weeks prior to the scheduled training dates. Check with your MMTC representative on dates available for the LEAN Executive workshop.

Strategic Business Solutions for the LEAN Executive

Fee: \$10,800/company (with 3 participants)
 Time: 8:00am-5:00pm (all 3 days)
 Days: Tuesday, Wednesday, Thursday

For additional information, contact MMTC West at 616-771-0561 or email at mmtcwest@rightplace.org.