



# Leanovations, LLC Lean Newsletter June 2017



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## NETAAC Funding Exist for Leanovations Training and Services

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New England Trade Adjustment Assistance Center, Inc. (NETAAC) is a government funded non-profit organization that offers cost-shared assistance for import-impacted manufacturers through a grant from the U.S. Department of Commerce. NETAAC (<https://www.netaac.org/>) was formed to aid manufacturing companies in Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont that have been negatively impacted by import trade.

Qualifying businesses receive financial assistance through a cost-sharing model that helps to fund business-building consulting projects. These projects can include lean manufacturing implementation, ISO compliance and registration initiatives, strategic planning and deployment, marketing and e-commerce, plus other innovative ways to provide a competitive advantage.

A detailed list of qualifying assistance is included on NETAAC's site; please use this link to learn more:

<https://www.netaac.org/assistance/manufacturing-assistance>



Assistance available through NETAAC goes to co-fund custom-designed programs that Leanovations provides creating a competitive edge



through improved manufacturing, quality, management/leadership, marketing, and information technology. As a grant recipient, you retain control over implementing these programs, including

selecting and utilizing the skills of a private-sector consulting firm/trainer that meets NETAAC approval such as Leanovations. After the Department of Commerce has approved the Adjustment Proposal, grant funds are allocated to pay for a percentage of the projects depending on the total amount being granted. **Examples of potential funding opportunities are:**

- NETAAC pays 75% of grants totaling up to \$30,000
- NETAAC pays 50% of grants totaling over \$30,000 up to \$150,000

By now you might be asking yourself, does my business qualify for NETAAC assistance? **Answer "yes" to any of the three questions below and you probably can rediscover success within your organization utilizing NETAAC funding for training and consulting services by Leanovations.**



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- Is your industry affected by import trade?
- Has your business experienced declines in sales and/or production?
- Have you reduced-or anticipate a reduction in-your workforce?

**If you answered "yes" to any of the above questions, please visit the NETAAC application page to begin the process to rediscover success.**  
<https://www.netaac.org/application-approval/application-approval-overview>

For over 30 years, NETAAC has been providing cost-share grant assistance to New England manufacturers that were negatively affected by import trade and **Leanovations has been working with the great team at NETAAC since 2010 to help New England manufacturers increase profitability and retain employees while competing with imported products.**



For additional information on how Leanovations may assist your company with NETAAC support please contact us at: [info@leanovations.com](mailto:info@leanovations.com) or call us at: (860) 479-0293. Visit Leanovations website at: [www.leanovations.com](http://www.leanovations.com).

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## Leanovations to Present at the August 10 & 11, 2017 Lean System Summit in Portland Maine

Back by popular demand, Leanovations was invited to present at the Continuous Improvement Lean Collaborative (CICL) & Lean Systems Summit on August 10 & 11, 2017 in Portland Maine; where **Government, Services, and Manufacturing meet.** This will be Leanovations third time in the last five years supporting CICL and presenting at the Lean Systems Summit conference.

### 2017 Lean Systems Summit

August 10-11, 2017

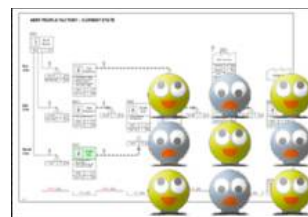
Portland, Maine

Collaboration, Innovation, and Use of Continuous Improvement in  
Achieving Organizational Excellence

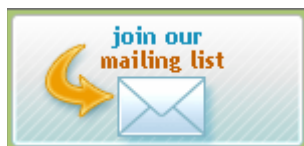
**The Continuous Improvement Lean Collaborative (CILC) is a multi-state volunteer network of public and private individuals, organizations, and companies interested and involved in continuous improvement.**

Its goal is to provide a forum for practitioner and organizational learning -- encouraging active collaboration and sharing of knowledge, experience, and resources across all sectors.

**On August 10th Fred Shamburg, President and Kimberly Cunningham,**



**Vice-President, will present the famous "Nerf Ball Factory", a 4 hour very hands-on interactive simulation called " Learning Lean Systems with Nerf Balls".** This seminar provides an experiential simulation, through Leanovations famous Nerf Ball Factory, for an ideal introduction to a Lean Business and the Toyota Production System principles that can be applied in any enterprise (Manufacturing, Healthcare, Government, Services, etc.).



The workshop will present basic Lean management principles, elements, and techniques and how they interact. **No matter what your Lean experience, knowledge, or practice level is (beginner or experienced practitioner), this is a "don't miss" workshop!!! It will be an experiential "eye opener" for**

**even the most experienced Lean practitioner- all that's needed is a mind open to new ideas and learning new concepts.** Everyone who attends will leave with an abundance of new Lean learning and witness through simulations a high-performance workplace, where the employees are engaged and empowered to pursue continuous improvement.

To learn more about the conference and sign up please use this link:

<http://events.constantcontact.com/register/event?llr=lofddvxab&oeidk=a07edwciejeda6e10df>

The Leanovations team hopes to see you at the Lean Summit Conference in Portland, Maine on August 10 & 11, 2017.



## → Eight critical requirements for a successful Lean-ISO Integration

In today's business environment, it is more important than ever for companies to explore continuous improvement and deploy Lean-ISO Integrated operational excellence. Companies must be able to recognize the problems they face, and have the mindset that they really are just "opportunities to improve". This mindset is critical for a successful Lean-ISO Transformation and sustainable growth for any organization. Knowing where and how to recognize the "Opportunities" and to begin the cultural transformation can be challenging.

The Leanovations team helps organizations adopt a Lean-ISO culture, because we believe and teach that the Lean and ISO principles are the same as identified in Mike Mickelwright's book Lean ISO 9001. They are:

- Customer focus
- Leadership
- Involvement of people
- Process approach
- System approach to management
- Continual improvement
- Factual approach to decision making
- Mutually beneficial supplier relationships

Leanovations has successfully worked with many organizations to implement a Lean-ISO transformation. **A Lean-ISO transformation means an organization becomes efficient and effective by managing its way of doing things through systemizing its process. Implementing a Lean-ISO culture ensures that nothing important is left out and that everyone is clear about who is responsible for doing what, when, how, why and where.**

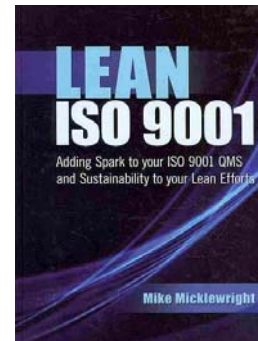
Leanovations utilizes the Kaizen Team approach where employees are engaged and empowered to implement "Lean-ISO" processes that meet the customer's quality requirements and applicable regulatory requirements while ensuring the company enjoys profitable growth. **Establishing a Lean-ISO culture of establishing standard work, where the outcome in time and quality can be predicted is a foundation that supports the systemized Lean-ISO process.**



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Leanovations Recommends Mike Mickelwright's Lean ISO book in every Leadership Library



**Leanovations focuses on what we call the 3 T's, of Teamwork, Training and Technology for a successful Lean-ISO transformation. Many of our "Lean Partners for Success", which is how we refer to a client/customer, have been recognized for their accomplishments adopting a Lean-ISO approach such as:**

- Five businesses being named "Family business of the Year in CT"
- Three being named "CT Business Champions"
- Three being named "Best Places to Work" in CT
- Three being named "Fastest CT Companies in Growth"
- Two received ISO 9001-2015 Certification and Three in process for certification in the near future
- Four being awarded the CQIA Award (Connecticut Quality Improvement Award)
- Six being recognized by CT Dept. of Energy and Environmental Protection (DEEP) Green Circle Award

**Here are Leanovations eight critical requirements to prepare for successful Lean-ISO Integration:**

#### **#1: Develop clear business goals**

The first step of any Lean-ISO transformation must be a clear definition and thorough understanding of the specific issues the organization will address. Conducting a SWOT Analysis (Strengths, Weaknesses, Opportunities and Threats) is an excellent way to identify specific issues/opportunities to address. Once this is established, the implementation plan must set a realistic timeline for the accomplishment of these objectives and provide the proper tools, skills and support required to be successful. Utilizing cross-functional Teams is necessary for Lean-ISO cultural change.

#### **#2: Develop a Lean-ISO Leadership role**

One key ingredient in companies that have successfully sustained a Lean-ISO culture throughout their organizations was creating a Leadership position within the organization. Having a Lean-ISO Leader helps an organization stay focused on delivering positive results and makes sure that the investments in Lean and ISO provide a proper R.O.I. (return on investment) along with meeting their strategic objectives.

#### **#3: Engage and empower the employees**

Sustained and lasting improvements in Lean-ISO performance requires the full commitment and involvement of everyone in the organization, especially the employees on the shop floor who are a source of considerable expertise. The level of employee involvement must be sincere and comprehensive. Employees must feel that they can make a difference and should be involved in the decision-making process.

#### **#4: Develop real-time visibility into business performance**

Lean-ISO companies need real-time and visible metrics with simple analytical tools enabling employees, supervisors and managers to identify quickly root causes and take corrective actions (RCCA) with problems. By providing employees real-time visibility into business performance, it can ensure that the right people are able to take the right actions at the right time while also adding intelligence to the solutions.

#### **#5: Provide information to take action quickly**

A decision not followed by action, is not really a decision. While real-time visibility is essential for Lean-ISO success, visibility without action is futile. Providing employees with information about how they are performing not only reduces anxiety, but it also delivers the needed incentive to take appropriate



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and timely action. It is vital that the action for change is quick and in a manner, that supports visible accountability with senior management. Organizations must also empower employees to take actions that are within their immediate sphere of influence.

#### **#6: Executive sponsorship must be a daily focus**

Securing executive sponsorship is essential to the success of any Lean-ISO transformation. Executive sponsorship helps reinforce corporate vision and creates unity across cultural lines. A committed executive can set the standard for Lean and ISO project success. He or she has the authority to allocate resources, remove obstacles, handle contingencies and drive key decisions that ensure a successful implementation. The commitment must go beyond the initial stages of a Lean-ISO implementation. It must continue throughout the transformation and must become an everyday focus.

#### **#7: Employ a practical, simple implementation process**

Facing relentless pressure to improve business performance, it is common for companies to set high expectations for their Lean-ISO transformation. Organizations that have successfully embarked on their journey, however, should not try to do too much, too quickly. It is important to remember it is a journey not a destination.

#### **#8: Maintain and sustain the momentum and commitment**

Sustaining Lean-ISO transformation strategy requires that the people involved maintain their momentum and commitment to the goals. Organizations that utilize team events are the most successful. Many initiatives start well and then quickly decline as teams become lost in other resource drains. By having Lean-ISO teams focusing on quick wins, and building upon success that supports the business, a foundation for delivering a broad scale transformation is established. A sustainable Lean-ISO transformation is created through an "Evolution" not a "Revolution".

To learn more about Leanovations go to: [www.leanovations.com](http://www.leanovations.com) or to discuss how we may be able to assist your organization contact us at [info@leanovations.com](mailto:info@leanovations.com) or call (860) 479-0293.

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### **Leanovations Announces October 2017 Lean Leadership Certification (LLC) Class and the 2018 Schedule**

**Leanovations conducts our 4 Day Lean Leadership Certification (LLC) program three times per year**, to support the individual growth of Lean Leaders and allow them the opportunity to become a student, network and benchmark with other leaders and companies. **Our next class will be held on October 2-5, 2017 (Monday - Thursday).**

**Our 2018 Lean Leadership Certification (LLC) schedule was just announced, so mark your calendars now as the classes sell out early. The 2018 LLC dates are:**

- **January 8-11, 2018**
- **May 21-24, 2018**
- **October 1-4, 2018**

In today's fast, paced world everything changes all the time. Ask any successful Lean Leader, and they will tell you being a Lean Leader is not merely a job - it is a lifestyle choice. **We believe a key part of Leanovations mission is**

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**teaching and coaching organizations how to effectively address issues they currently are facing and will face in the future, we call this "Transforming Tomorrow Today"!!!**

Addressing change and improving the current state to a future state Good to Great is an ongoing process, and having a Lean Leader focused on a structured engagement of the organization's employees at all levels is key to any successful Lean transformation. **A Lean Leader is responsible for teaching and leading the organization in developing a Lean culture, knowing it is not just about the tools - it is about the people, and having all employees, at all levels, becoming engaged in Lean.**

**A Lean Leader understands to become a good teacher/leader, you first must be a great student. You must become a sponge looking to soak up and absorb new "Golden Nuggets" of wisdoms, techniques and experiences from others that you will be able to draw upon as you lead, teach and mentor others. Lean Leaders must appreciate there is always something you can learn, through networking and benchmarking.**



**May 2017 Graduating Class**

Since 2008, when we started offering our Lean Leadership Certification (LLC) Workshops, **we have had over 1,000 individuals, from manufacturing, government, healthcare and service industries attend and graduate from our LLC workshops. We have enjoyed a diverse group of attendees from all levels to include; Business Owners/CEOs, CFOs and COOs to Machinists, Assemblers, Material Handlers and Office Support such as Sales, Human Resource and Procurement. Graduates have come from over 80 organizations, 22 different states and 3 European countries.**

All graduates participate in a fast-paced intense workshop program. The workshop includes visiting Lean manufacturing companies each day to hear from top management and the employees about the Lean journey they are on and touring the factories to see first-hand what it takes to become Lean.

**If you are interested in attending or having members of your organization attend Leanovations Lean Leadership Certification Program, please contact us at: [info@leanovations.com](mailto:info@leanovations.com) or call us at: (860) 479-0293 or visit our website at [www.leanovations.com](http://www.leanovations.com).**



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