



Leanovations, LLC Lean Newsletter May 2016 Issue



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Did You Know Funding Is Available for Leanovations to Help You Compete Worldwide

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Do you need to rejuvenate your manufacturing capabilities to compete? Do you find it harder and harder to enjoy profitable growth opportunities? Did you know implementing a Lean-ISO integrated manufacturing process will help you compete worldwide and create profitable growth?

If you could get some financial funding support to implement Lean-ISO training and consulting services to improve your manufacturing processes or other energy efficient opportunities for your facility, would you be interested?



Do you know about the Energize Connecticut energy efficiency solutions called PRIME, BSC or EUA that may provide funding for Lean-ISO training and other energy efficient opportunities?

Did you know Leanovations is contracted with and authorized by Eversource and The United Illuminating Holdings Company (UII) to provide a variety of Energize Connecticut energy efficiency solutions that have funding support?



Do you know the State of Connecticut General Assembly established Regional Workforce Investment Boards (WIBs) through CTWorks to assess training needs and priorities, and

coordinate programs that address those needs that may provide funding for up to 50% of total training costs? Did you know Leanovations is an authorized service provider with Connecticut Department of Labor and CTWorks assisting employers in the potential dollar for dollar match for the Lean-ISO training?

Do you know about the New England Trade Adjustment Assistance Center Inc. (NETAAC) that is a government funded non-profit corporation, which offers cost shared assistance for import-injured manufacturers through a grant from the U.S. Department of Commerce?



Did you know Leanovations is an authorized service provider with NETAAC for a variety of business training needs such as Leadership and Lean-ISO training designed to help manufacturers improve their competitive position?



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Did you know Leanovations has worked with over 300 manufacturing teams who have benefitted from funding support from Energize Connecticut, CTWorks/DOL and/or NETAAC? Did you know about Fred Shamburg, President of Leanovations was recognized as a "National Shingo Prize Board



Upcoming Leanovations Workshops

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Examiner" by the board of governors in 2007? Did you know Leanovations is a Certified Small Business Entity in CT and a Veteran Owned Company?

Leanovations is authorized through Energize Connecticut energy efficiency solutions, Regional Workforce Investment Boards (WIBs), State of Connecticut Department of Labor and New England Trade Adjustment Assistance Center (NETAAC) to provide consulting services and training to help Connecticut manufacturers to compete worldwide and create profitable growth. Through Leanovations' training and consulting services designed to help companies improve their competitive position and team building approach, businesses become empowered to make smart production, energy, and sustainability choices. **The overall goal is to help organizations to reduce process and energy costs and enjoy a greater impact on what we call the 3P's. Having a positive impact on the people, planet and profits.**

Manufacturers looking for a competitive edge need to take a Lean-ISO systematic approach to evaluating and identifying inefficiencies and waste in their operations. **These programs, Energize Connecticut, CT Workforce Investment Boards and NETAAC, provide businesses with training from Leanovations to streamline product flow, eliminate or reduce waste, improve production efficiency, minimize environmental impact, and reduce energy consumption, all through engaging and empowering the employees.**



So, would you be interested in some financial/funding support to rejuvenate your manufacturing Lean-ISO capabilities or incorporate energy efficiency and environmental responsibility into your business?

Please contact Leanovations to see if your company qualifies for any of these grants and funding opportunities at (860) 479-0293, e-mail us at info@leanovations.com or visit www.leanovations.com for more information. We look forward to discussing how Leanovations may help you in developing a culture to compete worldwide creating profitable growth.



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→ Leanovations Surpasses Government Milestone Teaching and Coaching Lean and Innovations to Over 250 Government Teams

Leanovations has a proven record for success with State and Federal Government Agencies in achieving both short and long-term process improvements and fostering a culture of continuous improvement within government organizations. Leanovations has extensive experience working with multiple government agencies. **We have now worked with over 250 Teams from over 30 different agencies in 6 different states with Lean plus Innovations (which is what Leanovations stands for).** Leanovations has trained over 2,000 Government employees in "Lean Basics Awareness", plus over 150 Government employees have completed Leanovations Lean Leadership workshop. In summary, Leanovations has enjoyed 10 different contracts in support of Lean Government Methodologies and Services over the years, **utilizing the "Value Stream Mapping Process" through a Kaizen team building event.**



Leanovations teaches government agencies to utilize the Lean Kaizen team building approach with the Value Stream Mapping process to



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engage and empower the employees. From the Value Stream Map, teams identify and develop a plan to eliminate wastes to create new capacity and employee skills to grow the organization's capabilities and services. The teams are challenged to develop a future state with a vision and plan to accomplish a **"Good and Great" state** to better meet their customer needs. **Lean government requires not only engaging employees, but also the regulated community and the public in continual improvements and solutions that emphasize rapid implementation rather than lengthy planning.**



Federal Government Team Event with Current, Good and Great State Maps

Leanovations follows Toyota's five (5) Day Kaizen Team building event and honors Toyota's multiple team participation during the event, to create friendly competition, and for successful Lean learning and sharing by all team members. This approach allows all teams to go through what is called the "4 - Ormings" of team building; Forming, Storming, Norming and Performing, which is critical for team building and fully embracing ownership to implement improvements by the end of the week's event. Conducting the event through 5-Days is called "Honoring the Kaizen Process" where the five days represent:

Day 1: Fact Finding Day: Lean Training is conducted and the teams conduct fact finding to begin the Value Stream Mapping Process (VSM)

Day 2: Day of Discovery: The teams begin developing the Current State Value Stream Map and what we call "Learning to See" the waste and opportunities to improve

Day 3: Just Do It Day: The team presents what they have learned to other stakeholders and what their vision is for the future state Good & Great

Day 4: Judgement Day: Team finalizes the Future State Maps and develops the Implementation Plan and Key Performance Indicators (KPIs) to measure their success

Day 5: Presentation and Celebration Day: Finalize the Future State Good & Great Implementation Plan and develop the final presentation to present to Leadership/Peers and Celebrate the journey they about to go on together.

With the current economic realities of the government; all Local, State and Federal Government agencies must begin to move at the speed of business; and Lean is a process to get government closer to this goal.

"Lean" is a set of principles and practices where employees improve their own processes, by identifying and eliminating wastes. Lean creates better job satisfaction, better service for customers, and more efficient, hassle-free processes for everyone.

Lean Government is about creating a win-win environment, by implementing what we call the 3-T's, teamwork, training and technology.

Involving employees through kaizen team events, training them on utilizing lean tools and techniques and implementing smart technology and innovations to optimize value delivered to the public and regulated community.



If you are interested in learning more about Lean Government please visit our website at: www.leanovations.com or if you are interested in discussing how Leanovations can assist in your own Lean success story, please do not hesitate to contact us at (860) 479-0293 or e-mail at: info@leanovations.com.





Lean is a Growth Strategy Not a Cut and Slice Process

When Lean is applied properly it creates a culture of teamwork focused on profitable growth opportunities for a company. Lean is a dynamic and constantly improving process dependent on the understanding, involvement and engagement of all the company's employees.



At Leanovations we teach, coach and promote Lean as a "Growth Strategy", not a "Cut and Slice" cost reduction process. We

help organizations develop a culture that wants to create new capacities and skills to grow profitably. In order to create new capacities and skills we teach organizations how to identify and eliminate waste from the total value stream.

By doing so we promote the revenue generating opportunities a company has created by eliminating wastes, and we do not make the focus on cost reductions. Those companies, who are utilizing Lean as a cost reduction program and not a revenue generating opportunity, just do not understand Lean and will quickly lose the employee involvement required to create a Lean learning culture.



We believe for a successful implementation of a Lean Learning Culture, it requires that all employees be trained to identify and eliminate wastes from their day to day work processes at all levels in the organization. **The best way for individuals to learn how to eliminate waste is through participating on a "Kaizen Team", which emphasizes employee participation on a cross functional team focused on a single subject/area. Through a Kaizen Team event participants learn by doing, developing a culture of teamwork while achieving greater productivity.** At Leanovations, we believe that to enjoy continuous improvements at your company, you must apply "Constant Gentle Pressure" to a "Plan, Do, Check, Act" process through Lean Kaizen Workshops.

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Repeatedly, Lean demonstrates it works, as many companies that embrace a Lean learning culture can gain 15%+ year after year growth, while the US GDP increases at a rate of 3-5% year after year. Lean is about understanding what your customer values and changing principles and attacking waste in your value streams. **It means totally changing the way you look at things, but once you learn how to see waste, you can eliminate it and become more competitive.**

Economic cycles will always mean there will be difficulties and we will always be at the mercy of economic forces. However, those companies that are running Lean have an extra insurance policy. In a rough economy or recession, companies that are Lean will fare better than those companies who are not. Leanovations can share a number of compelling cases from companies who have developed what we call a "Partnership for Success" with us and how the Lean initiatives we have taught them have really paid off. **The majority of the companies Leanovations has and currently are working with increased employment and sales through organic growth and now find themselves in a position to create new growth through acquisitions.** Their ability to stay strong through economic downturns with Lean as a growth strategy has placed them in a position to acquire weaker competitors.



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When properly applied, Lean helps to bring products to market faster which allows companies to capture more of a market share and it results in better asset velocity, which drives cash flow, and we know that in all business cycles, "cash is king."

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Essentially, the role of Leanovations should be to teach, coach and challenge an organization as a whole to attain higher improvement goals, and to be a resource for further learning. If you are interested in learning how Leanovations can assist your company, please contact us at info@leanovations.com, call us at (860) 479-0293, or visit our website to learn more at www.leanovations.com.

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Leanovations May 23-26, 2016 Lean Leadership Certification Class - SOLD OUT Next Class October 3-6, 2016

Leanovations conducts a 4 Day Lean Leadership Certification (LLC) class for manufacturers three times per year, to support the individual growth of Lean Leaders allowing them an opportunity to learn new Lean techniques and tools, network and benchmark with other leaders and companies. Our May 23-26, 2016 is **SOLD OUT**, but we are already reserving slots for our next class scheduled for October 3-6, 2016 (Monday - Thursday).

In today's fast paced world everything changes all the time. We believe a key part of Leanovations mission is teaching and coaching companies how to effectively address issues they face today and will face in the future, we call this "Transforming Tomorrow Today"!!! Addressing change and improving the current state to a future state 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.



January 2016
Lean Leadership Class

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/absorb new wisdoms, techniques and experiences from others that you will be able to draw upon as you lead, teach and mentor. Lean Leaders must appreciate there is always something you can learn, through networking and benchmarking, to be able to share and pass on to others.

Since 2008 when we started offering our Lean Leadership Certification (LLC) Workshops we have had over 900 individuals attend and graduate from our LLC workshops from manufacturing, government and service organizations. We have enjoyed a very diverse group of attendees, with graduates from over 70 organizations, from 20 different states and 3 European countries.



The LLC Workshop is a fast-paced intense program with practical hands-on simulations. Participants visit World-Class Lean manufacturing companies each afternoon to hear from top management and the employees about the Lean journey, and tour the factories to see first-hand what it takes to become Lean.

If you are interested in attending the October 3-6, 2016 LLC or a future Leanovations Lean Leadership Certification Program, please contact us at: info@leanovations.com or call us at: (860) 479-0293 or visit our website at www.leanovations.com