

Subscribe

Share ▼

Past Issues

Transl

Lean Efforts Serve up Big Benefits

[View this email in your browser](#)



EXCEEDA
consulting, inc.



Lean Efforts Serve Up Big Benefits

Second Quarter 2015

Lean principles, originally developed in manufacturing operations, are now being adopted by non-manufacturing organizations. In any sector, the goal is the same: to improve organizational performance to make a competitive difference by improving the customer experience. The key to successful adaptation is to know which tools, techniques and principles to use and how to apply them. Unexpected lean efforts can deliver big benefits to organizations.



**Our True North...
Protecting jobs in
America by helping
companies stay
competitive**

Case Study at Atrion Networking

Today's Quote:

*"Excellence is never an accident."
-- Aristotle*

The first area of concern is a lack of alignment of strategic initiatives between leadership and employees doing the work. We often see an absence of measures and goals at the organizational, process and activity level to drive strategy. Organizations often suffer from cultures where strategic objectives are not communicated, tracked or driven at the level where the work gets done. Here's a simplistic example of how it should work: The leadership identifies a strategic objective of "Improvement in Workplace Safety" by reducing OSHA recordable rate from 7 to 5.5 by year end. It is communicated to the employees and a cross-functional team is assigned to implement. They design safety awareness training, conduct safety risk analysis and design a safety incentive program while tracking OSHA Recordable Incident Rate weekly using metric-based dashboards and reporting on it.

Leadership must be active in the improvements by leading, supporting and sponsoring the system. This is accomplished by establishing the strategic vision and cascading goals to provide a clear business case for improvement initiatives. The benefit of Lean is that it provides a structured method for communicating and establishing agreement on a proposed plan for the business at all levels.

How does that translate into an IT organization? Michelle Pope, COO of Atrion Networking, explained how Atrion has been successful in aligning strategic objectives and initiatives with Atrion employees using Lean.

"Business unit leaders are instrumental in helping to establish the strategic initiatives at the Business Unit level and ensuring alignment with the higher-



Funding Links

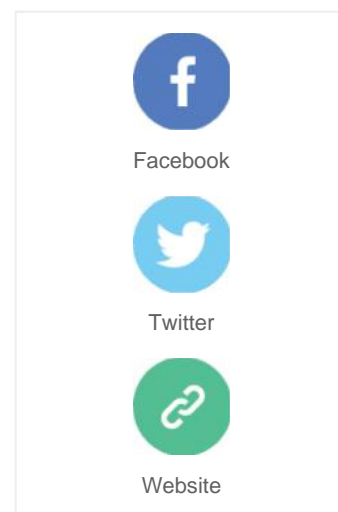
[Massachusetts Workforce Training](#)

[RI Workforce Training Board](#)

[New England Trade Adjustment Assistance Center](#)

[CT Department of Labor](#)

Follow Us...



level strategic goals," Pope said. "At Atrion, there are three high-level organizational strategies and each business unit's strategic initiative align with one-to-two of these strategies. Each department in the business unit then works as a team to create one-to-two measurable strategic goals that drive performance of the business unit and subsequently the organizational strategic goals."

The second area of concern is when organizations undertake improvement initiatives that aren't supportive of the business demands and linked to the strategic objectives, Pope said. How do you know your employees are improving the right indicator? Lean provides a method for systematically identifying waste and its elimination using a hypothesis-based improvement approach connected directly to business value.

As more organizations look to implement a Lean strategy, it will become less of a differentiator. The true differentiator will be how they are implemented and adopted.

About Us

Exceeda trains and helps companies identify and remove waste from business processes to improve efficiency and productivity. We are experts in implementing Lean and Lean Sigma tools, techniques and methodologies. We improve the financial results and operational performance of our clients by eliminating waste in all business processes and creating a culture to support sustainable results.

508-557-1803

info@exceeda.net

Copyright © 2015 Exceeda Consulting, Inc., All rights reserved.

[unsubscribe from this list](#) [update subscription preferences](#)

