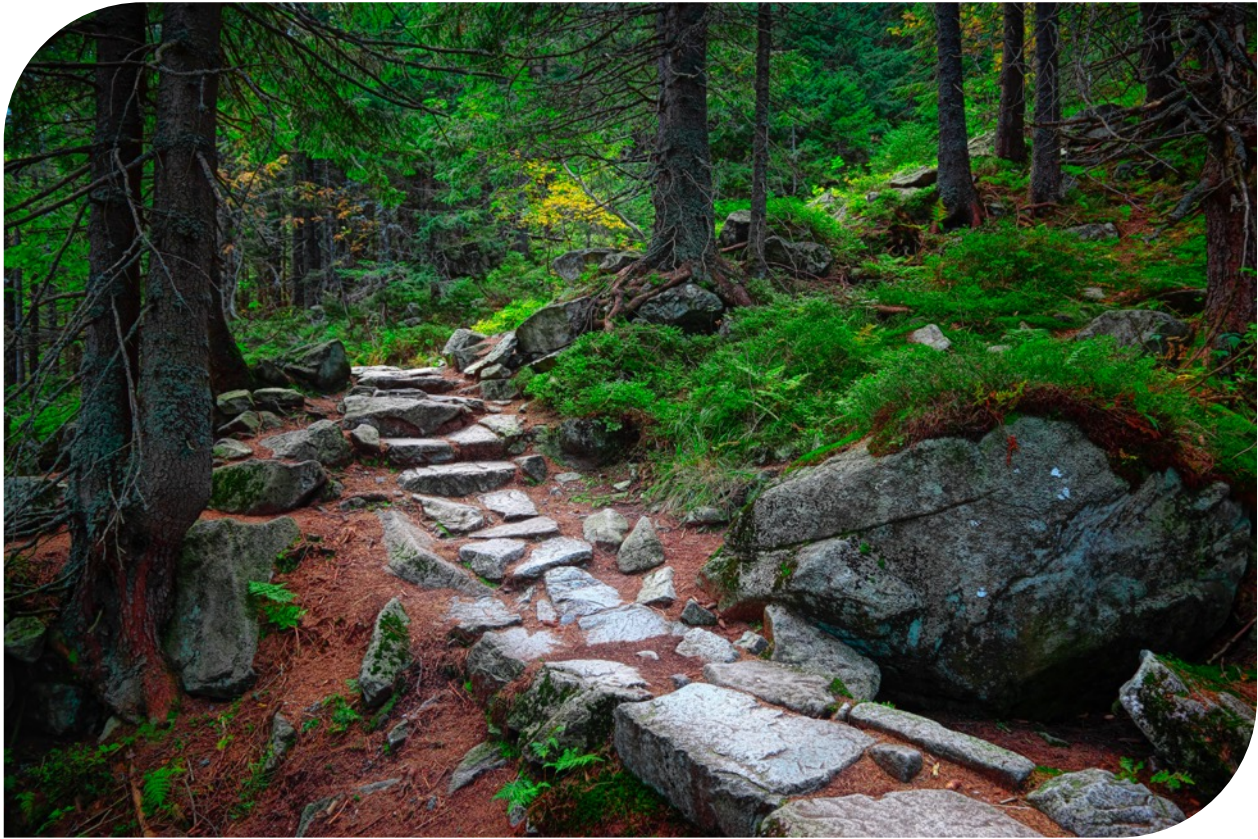




Lean2 Business Consulting LLC

The Next Generation of Problem Solving



Aware of the Need for Change

Brief Overview

Businesses face an increasing set of opportunities and challenges. They must address change to stay competitive. The ever-changing market place requires business to:

- Respond quickly to customer requirements
- Produce a return on their investment
- Offer a superior value proposition to their customers

Organizations often approach the delivery of value in a silo. Their response is immediate and situational. It does little to solve the root cause for customer complaints or high operational costs, inviting issues to reoccur. Quick resolution may not tie to any strategy. It may be ad-hoc. In contrast, to be robust, an organization must consider the enterprise, the process and the people. The two are intertwined and exist to serve the market. The true solution lies in the balance that combines process and people in a well-balanced and efficient solution.



Why Lean2 Business Consulting

The Lean2 model is built from 41 years of business experience. The model incorporates the most important factors in business improvement, the process, and the people who make the process work. I believe people come to work every day wanting to do a good job and know how important their contribution is to long-term prosperity. This passion is not enough however. The challenge is that your business is under constant pressure to respond quickly, reduce cost, and offer a superior value proposition, all at the same time. Every business has the same levers and this introduces an opportunity that is truly dynamic.

What do industry trends reveal? Data shows that typical business processes, excluding continuous flow, operate at typical efficiency levels of 5 to 15%. That leaves an 85 to 95% opportunity. In truth the baseline of most operations is less. What's more astounding is that most businesses never recognize that opportunity. They build in complexity over time and never go back to basics and insist on simplicity. Working hard is not always working smart.

Process Type	Typical Efficiency (%)	World Class Efficiency (%)
Machining	1	20
Fabrication	10	25
Assembly	15	35
Continuous	30	80
Transactional	10	50
Creative	5	25

(ref: Lean Six Sigma, by M. George, 2002, McGraw Hill)

Lean2 uses industry standard data to set the bar, and then define a path to a solution, working with your experts to achieve results that are sustainable. Lean2 ensures that by engaging your team the solution is owned by the business, ratified by the stakeholders, and deployed into a culture of continuous improvement.

3 PART APPROACH: Talent Mapping / Process Integration / Change Management

Most process improvement practitioner's dive immediately into tools and miss the most important drivers, the team, the experts, and a change management plan. Successful improvement, that which is permanent, requires a blend of the right talent, an appropriate level of process analysis, and change adoption. Lean2 works with your business to define the blend that is appropriate for your situation.

Talent Mapping

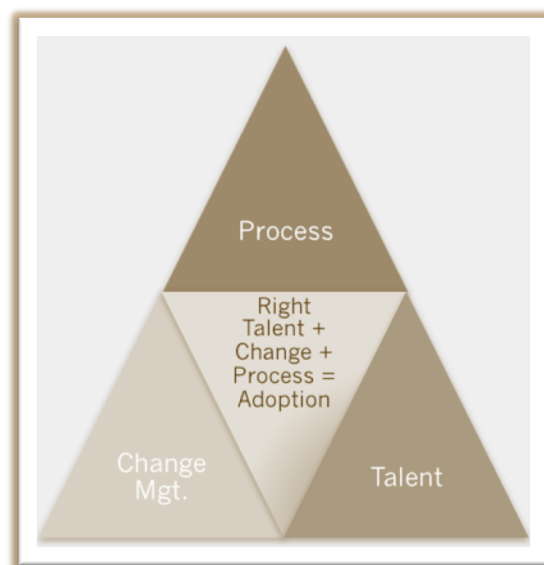
Your talent pool / teams are there and ready, and with Lean2 Team Composite Mapping, alignment by strengths brings a new synergy, enabling a balancing and rewarding environment where your professionals can and will succeed with greater ease and greater efficiency. Your most valuable asset, the team, is engaged and formed

Process Integration

The second is process-based. Its been said, 'A problem well stated is a problem half-solved' Where most seem to recoil, Lean2 directly engages your team – those who know – to frame the what is – the map that leads to success. They know it. They own it.

Change Management

This is the Lean2 differentiator. Talent Mapping is combined with Process expertise and Change management becomes the spark that drives the change, enables the change and ensures that change is sustained. Leveraging methodologies and Lean2 coaching, the how is illuminated – the path appears. Momentum is created.



Needs Analysis: The Reason for Change

What does the customer require? What does the business expect? How do the people fold into the solution? These needs are often overlooked or rushed and success is put at risk. I have seen as many as 50% of all projects accelerated to a solution by having a robust discussion of needs at the onset of the project. It grounds the team in the true requirements, the scope, and the complexity. It's prepares you for what is to come.

I believe that collective knowledge leads to a robust solution, one that successfully serves the customer. Therefore identifying the needs early in a project provides synergy and connectivity between the customer and the business, the people and the process.

The Lean2 model builds a community of collaboration to leverage skills. An early exchange of ideas creates ownership. It transitions and builds expertise into the final solution. It ensures that change is sustainable and draws out vital behaviors that make change natural.

We ask for ownership and partnership.

- Do you have good feelings about your environment today?
- Can you plan for success in your environment today?
- How do you prioritize initiatives to enable success in your environment today?
- Do you have the right skills and resources to execute the prioritized initiatives?
- What are the measures and indicators that validate the success of the initiative

Services and Benefits

Lean2 Business Consulting delivers solutions that meet the needs with a broad array of service offerings.

Portfolio
Identification and
Strategy
Development

Working on the right set of deliverables is your key to success. Lean2 utilizes its experience to build your strategy and align resources to the most important and measured deliverables.

Change Agenda is
more than a guess

Most businesses don't plan change the "institute" it. Lean2 builds change through engagement. Your team will own and embrace the solution they design.

Business Operations
Analysis and
Optimization

A process that doesn't improve stagnates. Engaging your experts we implement improvements that reduce cost, increase throughput, and improve customer satisfaction.

Resources are always
in short supply

Your employees have a lot of responsibility and their expertise is used planfully.

Skill/Curriculum
Development and
Instruction

We deliver improvement but also the skills that you will utilize in the future. We use industry standard techniques to build skills and then coach people to a higher level of problem solving proficiency.

Coaching

I believe that transferring experience and skill is the greatest contribution that one can make. I work conscientiously to share my technical knowledge and personal experiences for your benefit.

Lean2 Business Consulting comes to the table with experience, depth of knowledge, and the desire to make your change agenda successful.

Call for a meeting at which time we can discuss how I can help you achieve your goals.



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About Richard Manca

Richard leverages his years of professional and personal experiences to provide a unique approach that goes beyond the what and enables the how.

With over 40 years of business experience, ranging from product design and development, Manufacturing Business Operations, Supply Chain, Time to Market Governance, as well as a pioneer in bringing forth the corporate adoption of Lean Six Sigma, Richard offers a broad and deep understanding of business challenges and pathways to achieving success despite the challenges.