

# LEAN IMPLEMENTATION TRAINING AND CONSULTING



THE THREE MOST IMPORTANT  
DRIVERS OF LEAN MUST BE ...

**BUSINESS VALUE!**  
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# IMPLEMENTING LEAN FOR BUSINESS VALUE



## HMC IMPLEMENTATION SUPPORT SOLUTIONS

- Training
- Coaching
- Project Planning
- Executive Advocacy
- Peer Review
- Project Acceleration
- Risk Management
- Executive Reporting
- Tools and Surveys

## PERSON-TO-PERSON TRAINING THAT IS GUARANTEED TO WORK

You will learn **critical actions required** for the successful Implementation of Lean.

1. How to prepare your organization for Lean
2. How to get Senior Management on Board for Lean
3. How to find specific Managers who will work with you to make Lean happen in their areas of responsibility.
4. How to build a Project Plan for the implementation of Lean ... both at the Project and Enterprise Levels.
5. How to build the Business Case for Lean
6. How to build the Implementation Organization to make Lean happen while the organization is already busy.
7. How to form and charter Lean Teams and Task Forces
8. How and what to train about Lean implementation in addition to Lean tools, methods and philosophy
9. How to keep Lean continuously on-the-radar of the CEO and the Executive Team.
10. How to get and keep Middle Managers on board for Lean

You will Learn **politics and attitudes** for the successful Implementation of Lean.

11. How to have the CEO and the Executive Team “say the right words at the right time” to add energy to Lean
12. How to use Peer Reviews to improve Lean success
13. How to publicize Lean successes and failures
14. How to arrange compensation for Lean players
15. How to work Lean projects that involve complex systems implementations
16. How to deal with difficult Managers ... just in case!
17. How to design and field the three kinds of training needed for successful Lean implementation
18. How to prepare your Lean implementation Follow-up and Feedback systems
19. How to manage the risks of a Lean implementation
20. How to select and use Lean Consultants and Advisors
21. How to “grow with Lean” ... not ... “risk your career!”

# LEAN IMPLEMENTATION TRAINING THAT WORKS LIKE 1 - 2 - 3



## 1. IMPLEMENTING FOR BUSINESS VALUE

"We have just completed a pilot of our Lean solution for the Payables Department. Using Lean techniques we found process waste and inefficiency ... and we designed and piloted the Leaned processes in one part of the Department. It worked!"

So, why do we need to learn implementation? We have already done that!"

Developing a Lean solution and "piloting it" is not implementation. Your Lean project will not be complete until the entire Department/ Division has been using the Lean solution in day-to-day operations for at least one reporting period ... long enough to show factual business value from Lean.

## 2. IMPLEMENTING AT THE PROJECT LEVEL

Lean solutions don't just implement themselves. It takes a lot of work, even using our practical implementation formula, to put the organizational and people pieces together so that the Lean solution will become the day-to-day way the unit or department operates.

Our copyrighted method of implementation called Engineering Organizational Change lays out the five critical actions that will lead to implementation success. You will work from the original textbook and the latest, improved versions to our proven method.

Obtaining Business Value from each Lean project is absolutely necessary for implementation of the Lean Enterprise.

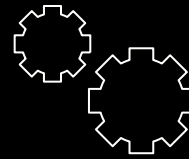
## 3. IMPLEMENTING AT THE ENTERPRISE LEVEL

Implementing Lean across an Enterprise is a special challenge for all levels of Management who must be able to play their parts in this complex organizational maneuver.

Leaders of Lean must first take their enterprise through an Awareness and Education Phase to ready the organization and build a business case for Lean.

The Trial and Pilot Phase of Lean implementation will depend on successful Lean projects that have demonstrated real Value.

The Final Integration Phase of Lean implementation will not happen until Lean is a proven business investment for the company. Executive Leadership must then provide an Enterprise Vision for the use of Lean thinking, tools and culture. Organizational processes and tools must be altered to support Lean. And the assignments and compensation of Managers and Employees alike must be re-shaped to encourage and enable the continuous use of Lean in the day- to-day work of the Enterprise.



## PRACTICAL SOLUTIONS

We don't train on theory or use fancy buzz words. We train on action steps that have been proven over two decades to lead to concrete Business Value.

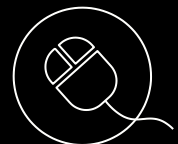
Our training contains the "baked in" implementation solutions that have worked in more than 100 successful implementations!



## REAL WORLD CASES

We use real-world cases and illustrations that show our practical action steps at work. You will see both good ways to do things and bad ways to do things. You will see the assumptions we all carry that will make the difference between success and failure in your Lean initiatives.

## VALUE-ADDED EXERCISES



Your people will leave this training with value for your company. They will leave with both a project plan and a roadmap for Lean implementation. In addition they will leave with suggested solutions to the Lean implementation problems they bring to the training.

# HOLLAND MANAGEMENT CONSULTING

## ADVISORY SERVICES AND CONSULTING SUPPORT

**Who wants to take on a new and difficult maneuver all alone?** Why tackle a high stakes implementation like Lean without getting the *advice and support from subject matter experts* who “have been there and done that ... and done it well?”

**Why put company objectives and your own career at risk** by “trial and error” or “learning as you go?” Could you be successful with trial and error ... maybe yes and maybe no ... but why take the risk for your organization or for yourself?

Holland Management Consulting (HMC) offers **advisory services** that have been proven in the trenches. Our advice, books, and tools have worked for many other clients ... *and they can work for you!*

HMC also provides on the ground, arm-in-arm **consulting support** ... joining your team, looking over your shoulder, adding experience, skill, energy, support, and confidence in your work.



## TRAINING FOR IMPLEMENTING LEAN FOR BUSINESS VALUE

## TRAINING SERVICES FOR IMPLEMENTING LEAN

We provide training at your facility of choice for teams of up to 20 participants.

- Real world training from instructors who have been there and done that!
- Competitive Rates ... Superior Value!
- Your satisfaction guaranteed!

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