



ADVANCED LEAN

Many companies feel they have already done all they can with "lean". They are looking for something new because they have applied everything they know under the "lean" philosophy but know they still need to achieve much more improvement.

Many businesses focus solely on the shop floor without realising the hidden potential within the office and administration areas, suppliers, marketing and sales...the "entire" value chain instead of just one link. It is extremely rare for a company to have employed every aspect of lean.

In fact, most companies, no matter how forward thinking, have only implemented a small fraction of what could be done.

Who is Advanced Lean for?

Advanced Lean is for those companies:

- i) who have embarked on an improvement of any sort already
- ii) who have found that the rate of improvement is down or falling
- iii) whose results have reached a plateau
- iv) who perceive to have exhausted the capacity of lean

The Potential

How do you know if there is more potential in your business for improvement? You need to ask yourself a few questions about the quality in your business, the cost reduction across the entire organisation, your delivery times, whether your productivity is ongoing, whether your lead times are the quickest in the industry and if your stock could be reduced further.

It is often the case that all these areas could be improved much more than you realise... over and over again!

1. Do you measure your defects in parts per million or are they still so high that you have to measure them in %?
2. Do you consistently achieve your cost reduction targets year on year? Is your on-time delivery greater than 98%?
3. Delivery should NEVER drop below 98% - your target should always be 100% Are you improving productivity by 15-20% year on year?
4. Is your lead-time half the market average...or are you the leader in the marketplace in terms of lead-time?
5. Do you double your stock turnover every 2 years?
6. Does your business grow without adding to your overheads?
7. Have you achieved zero lost time caused by accidents in a year?

Lean Expertise

We start by establishing where your business is by using an extensive lean benchmarking matrix. The matrix works by assessing your progress to date against 17 key business areas and identifying how far you have gone with lean applications. It is calculated on a simple rating of 1-5. Following this quick stepped process, we can decide where you are and clearly show you where the gaps and weaknesses are.

It is then we will be able to see where your key business areas fall between primary and advanced lean. Using this information, we can then integrate the "potential" with your "business needs" to create the "advanced lean" improvement plan.

Why didn't your previous lean program identify all the areas for waste and cost reduction? Lean has to be continuous -- a single program is not "true" lean.

Think of it as the layers of an onion. Remove one layer of waste and then start with the next layer...there are always further opportunities to improve and save thousands or millions of pounds.

The 8 Advanced Applications

What does Advanced Lean do that Standard Lean doesn't?



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There are many applied lean techniques we use, which go far beyond the basic waste elimination approaches adopted by many lean consultants, including these 8 advanced applications:

1. Jidoka/Autonomation
2. Cost Consciousness: This is the advanced stage following "ICR" (Integrated cost reduction)
3. Total System Synchronisation
4. New Product Introduction: The 21 point system
5. 3P (production, product and preparation): This system greatly improves all processes and products
6. Advanced TPM (total product maintenance)
7. Equipment Design: The design of unique equipment, in-house, for a lower investment, shorter lead-time and specific functions to match the exact tasks required to achieve competitive advantage and differentiation
8. Product Launch (and Product Launch Recovery)