



The Performance & Efficiency Experts

# The Leader in Business Transformation

*GOOD FINANCIAL HEALTH, STARTS WITH LEAN*

## *It's all about Performance*

*After 20 years in the Performance and Efficiency Management, we decided to alter direction. Now, we share our passion by helping others. Our ramp up process is designed to empower your team and outfit them with the tools they need to succeed.*

*Our team members are specialized and well known professionals with solid experience in Finance, Business Development, Performance Management, Operations Excellency, Continuous Improvement, Human Resources Management and Supply Chain. Performance management is the key for a healthy growth; it is the solid base for the profitability and the business development. Performance optimization is the key factor for the people motivation.*

*At LEANINDUSTRIAL, Based on the 5 principles of the LEAN Manufacturing we developed advanced methods with perfect tools to help our partners to better manage their companies, increase profitability and build the best team:*

*Specify Value as perceived by the Customer*

*Identify the Value Stream*

*Make the Value Flow through the Value Stream*

*Pull the Value from the Value Stream,*

*Strive for Perfection and Root Cause Problem Solving*

*The more you invest in your performance the higher your customer's satisfaction will be.*

*Talk to us today about how we can support your growth, limit your turnover, and put you on a solid track to success and profit.*

*Georges Barbari*

*Founder & Managing Director*





## Our Mission

**Business mentors are key— When it comes to performance improvement, profitability improvement and team building our expertise and services based on the 5 modules will help you to implement the improvements changes efficiently with a high team motivation environment.**

**That's why when it comes to client selection, we're choosy. We want to give each of you the time and guidance you deserve. Whether you're seeking a strategic alliance with the right partner or a special skill set or tool, call us today. Together we'll create and refine your plan for success. We didn't get there alone. And neither will you.**



# Our Approach

Our service includes a comprehensive consult to help identify gaps and opportunities, a comprehensive report that includes a project plan with timelines and milestones, a cost analysis, and a schedule. We also offer a suite of quality products that will help you get there quickly and smoothly. That's how we ensure your success:

- Custom Made Solution adapted to the Client Environment
- Total Transformation & Profitability enhancement systems
- Managerial & Human Capital Talents skills building
- Restructuring & Operations Efficiency Systems Coaching & Implementation
- Active Management Coaching Skills and Tools implementation
- Efficient VSM approach
- Problem Solving Culture



## Advanced Improvement Modules

- VSM | Processes Optimization - Future State
- QMS | Quality Management System
- TPM | Total Preventive Maintenance
- PMS | Performance Management System - HR
- SCM | Supply Chain Management
- FIS | Financial Improvement System

# Performance



### VSM | Processes Optimization | Future State



- Process Mapping
- Future State Mapping
- Efficiency | OEE Increase
- Operational & Organizational GAP Analysis
- Restructuring | Roles & Responsibilities
- Human Capital Skills Improvement
- Lean Manufacturing Tools application - JIT | SMED | PULL flow

- ISO Standards Implementation
- TQM | Total Quality Management system Implementation - Control Check Lists | QC Procedures | AQL
- QC Stop & Fix | Start, Frequent check and Last Piece Control
- SOP's building
- CAPA System | Root Cause Analysis
- Lean Manufacturing Tools application-JIDOKA | Poka Yoke | Andon

### QMS | Quality Management System



## TPM | Total Preventive Maintenance



- Spare Parts Life Table
- Run to Fail Impact analysis on OEE
- Cleaning SOP's
- Preventive Maintenance Plan-Heijunka
- Spare Parts Inventory management
- Lean Manufacturing Tools application - 5S | KAIZEN | 7 Deadly Waste

## PMS | Performance Management System | HR

- Executive Management Monitoring System
- Key Performance Indicators Coaching and Building - KPI's | KBI's
- Team Building Coaching - Leadership | Negotiation | Active Listening | Time Management | Stress Management
- Talents Management System - Evaluation | Training | Career Development | Intensive & Motivation | Integration System
- Active Supervision Coaching
- Communication system - Meeting structure | Reporting | Escalation
- Auditing Systems - Team Building | Auditing Schedule | Continuous Improvement



### FIS | Financial Improvement System



- Key Financial Indicators Coaching and Building - KFI's
- CASH is King Methods & Tools - Cash to Cash cycle
- Profitability at it's Best Methods & Tools - Cost Cutting | Cost Analysis
- NWC | Net Working Capital Optimization Systems

- Centralized Purchase systems Coaching and Implementation
- Suppliers Certification System Coaching and Building - 19 Key Element | 10CS |
- Warehousing Management System | 5S | FIFO | LIFO
- Inbound & Outbound Optimization - Procedures | Quality Control | Hand Over

### SCM | Supply Chain Management





## Personal Coaching

- Leadership Skills
- Team Management
- Strategy Tools
- Problem Solving
- Decision Making
- Project Management
- Time Management
- Stress Management
- Communication Skills
- Creativity Tools
- Learning Skills
- Career Skills
- Supervision Skills
- Lean Manufacturing Fundamentals
- CI toolkit ( Kaizen, 5S, SMED, TPM.....)



## Improvements After Implementation

**Improve the Performance** | VSM | Future State | Operations Excellency programs | Suppliers evaluation | Change Management

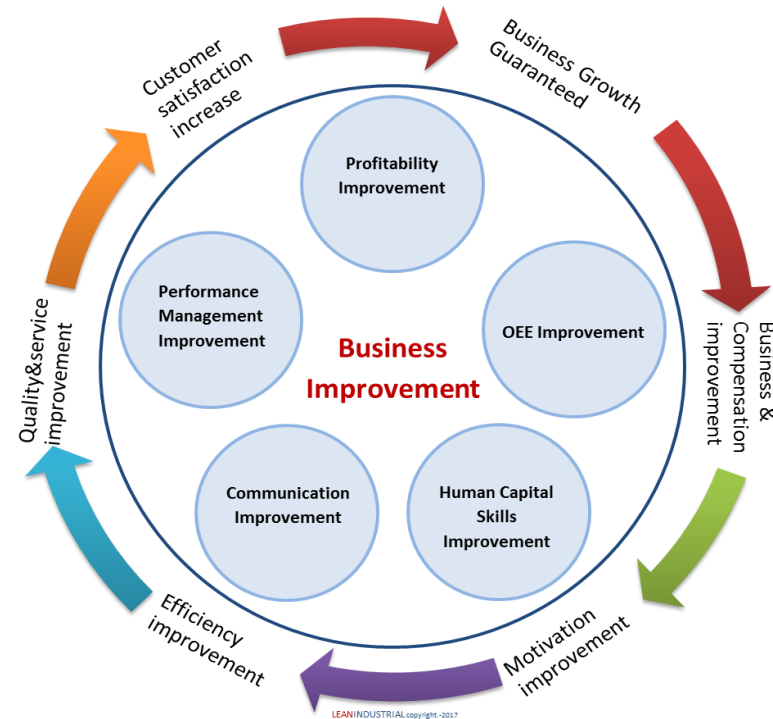
**Increase the Profitability** | Cash to Cash cycle | Cost analysis | KFI's | Cost Reduction | Contribution Sales Strategy

**Optimize the Processes** | Lean Manufacturing | Kaizen | 5S | OEE | TPM | Active Supervision | JIT | JIDOKA | Kanban

**Implement Executive Management Systems** | PMS | QMS | SOP's | Communication | ISO | KBI's | KPI's

**Fostering a culture of Continuous Improvement** | Human Capital skills | Root Cause Analysis | GAP Analysis | Roles & Responsibilities | Integration & Evaluation

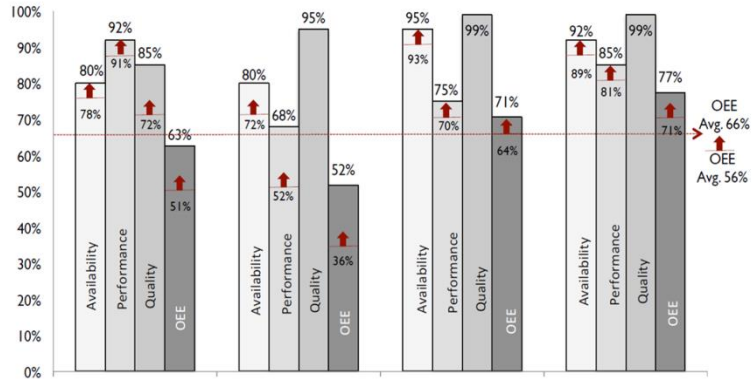
**Personal Coaching** | Leadership | Team Management | Strategy tool | Decision Making | Communication



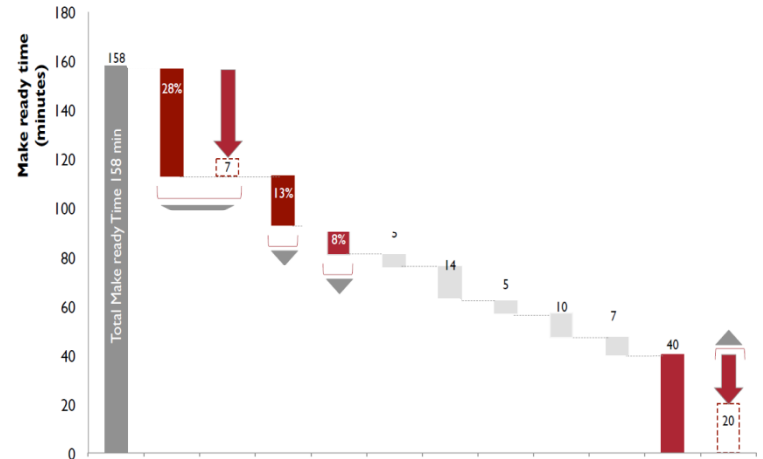
# Real Projects Results

## OEE / 12% Improvement

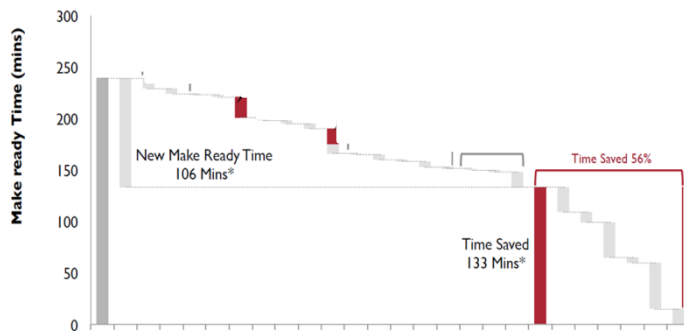
Target OEE By Product Type



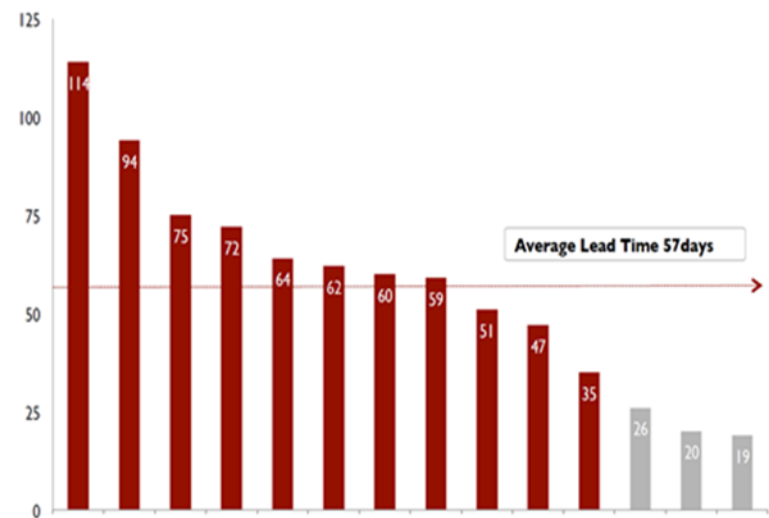
## Machine Performance / 57% Improvement



## Machine Availability / 56% Improvement



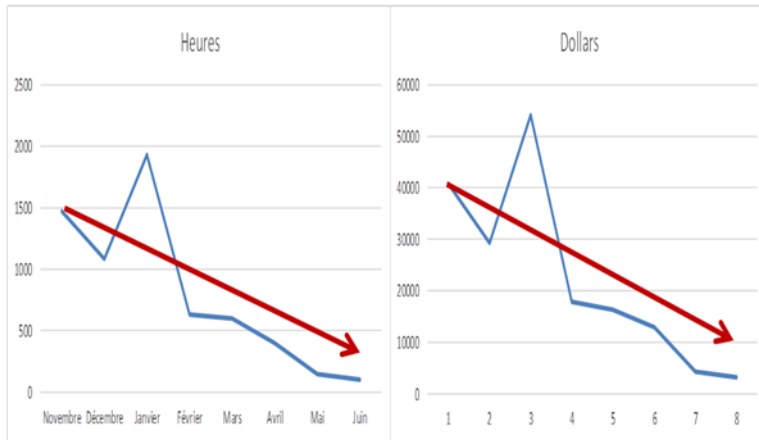
## Lead Time / 83 % Improvement



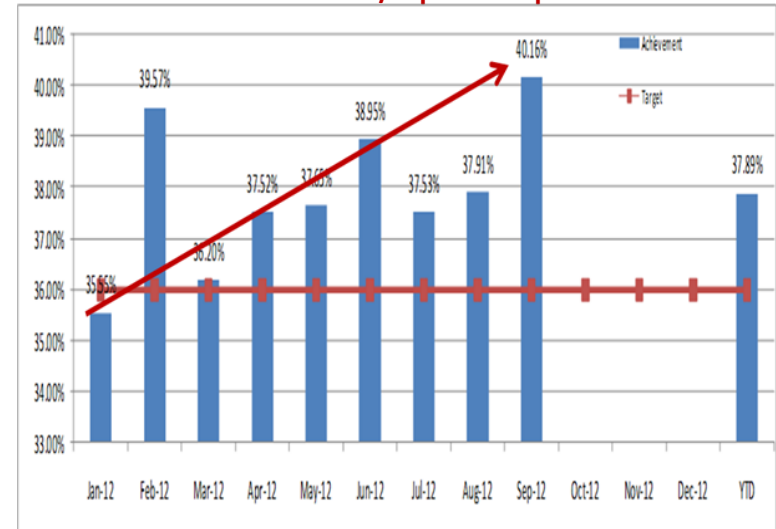
# Real Projects Results

## Over Time / 80% Improvement

TEMPS SUPPLÉMENTAIRE OT



## Profitability / 18% Improvement Profit & Loss/ 6 points Improvement



## Supervision Behavior – Better Operations Management / 86% Improvement

CATEGORIES	BEFORE	END-PROJECT
Active Supervision	5 %	56 %
Administration	51 %	18 %
Team Coaching	6 %	16 %
Manual Work	6 %	2 %
Passive Supervision	32 %	8 %

## Executive Performance Management System – Better Business KPI's deviation Control / 72% Improvement





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