

# Develop a Relentless Improvement Culture for Competitive Advantage



Lean, Leadership – Competitive Advantage

*ERRR...*

*CAN'T STOP.  
TOO BUSY!!*



TOO BUSY TO IMPROVE?

Too often our teams get mired in fire fighting and 'business as usual'. This inertia allows waste to eat away at time, energy and profits.

We use proven techniques from Toyota, the military and MBA programmes to develop great leaders and teams who can **relentlessly improve and deliver**.

This is not cutting staff or big bang consultant ideas, but empowering teams to deliver massive benefits – to the customer and business; creating unbeatable competitive advantage.

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# Services

## How we can help you:



### Training:

- Level 2 Lean Practitioner (1 day)
- Level 3 Lean Leader (3-5 day)
- Tools and method training, eg Process Map, Last Planner.
- Highly interactive



### Facilitation:

- Problem Solving workshops
- Root Cause Analysis
- Process Improvement
- Planning (eg Last Planner)
- Wargaming



### Coaching:

- Construction weekly planning
- Lean Leader certification (aka Greenbelt)
- Improvement Project delivery



### Strategy Planning:

- Competitive strategy planning using competitive military analysis techniques
- Organisational Lean Deployment



### Digital Enablement:

- Integration of dispersed teams through cloud software – simple, visual, robust and cost efficient.

# Why go Lean? – Triple Productivity with Takt



How Lean thinking could change your life -



**Thomas Alexander**

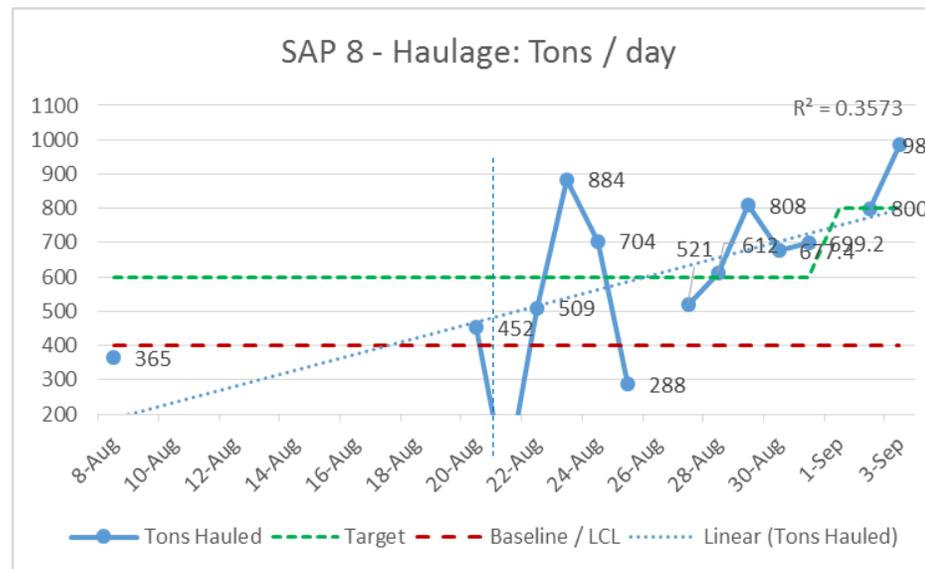
**Site Engineer**

Construction Infrastructure Project

**Attended Level 3 Lean Leader course**

**Commenced Kaizen at his site**

**Identified Takt of 25min, 3 truck cycles / day**

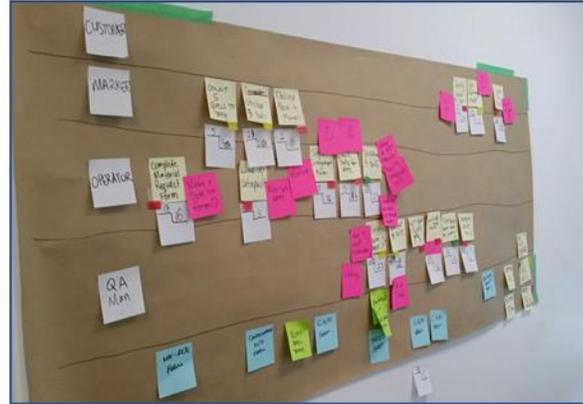


Productivity shift:

- Start: **365 ton / day** hauled
- Now: **985 ton / day** hauled
- **169%** increase (2.7x faster)
- **6** truck cycles a day



- Lean Leader (5 day) course
- Understanding Lean principles
- Process mapping and waste identification
- Real workplace project to certify as “Greenbelt”



- Team Process Mapping
- Process, Cycle times and issues identified
- Activity Value Analysis
- Issue selection & brainstorming
- Action plan
- Agile tracking to completion



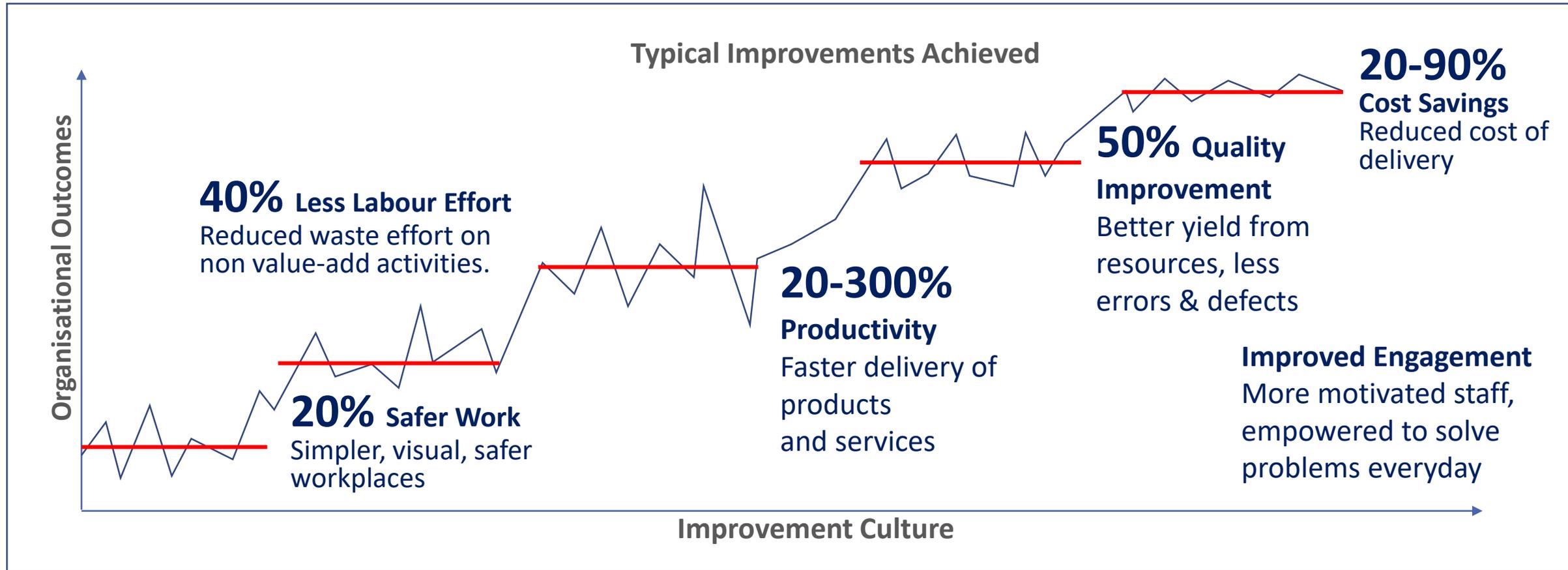
- 5 Waste Steps removed
- Implemented staff ideas.
- 8 weeks / investigation cycle time reduced through collaborative agreement.
- Team able to cope with increased workload without 2 extra staff.

### **Total Benefits:**

- 15,000 hrs saved in 2015 across all projects
- Improved Frontline and Claims team collaboration
- 13,000 weeks cycle time reduced in Investigations and Recoveries.
- \$500k saved across all projects

# Benefits:

The benefits to you & your team can be astronomical:



# About Us



## Who we are



### Marc Parsons

- Lean 6 Sigma Blackbelt, MBA, PRINCE II Project Manager & Director
- Lean Trainer
- Lean Coach



### Background

- Army Major – Retired
- Lockheed Martin Trained in Lean Six Sigma (Fortune 500)
- Suncorp Insurance – Lean Coach
- Fletcher Construction – CI Programme Manager
- Callaghan Innovation supplier
- Lean Advantage – trainer / consultant
- + Events venue owner

## Our Purpose & Method



### Purpose

Improve peoples work lives through better efficiency by teaching and coaching Lean thinking



### Specialties

- Lean Training & Coaching
- Leadership and Collaboration
- Strategy & Operational Planning
- Insurance, Construction, Defence, Logistics, Operations coordination



### Achievements

- 600+ trained staff
- 18,000 hrs effort reduced in Insurance
- \$23m costs reduced
- 40% productivity improved in construction