Lean Focus

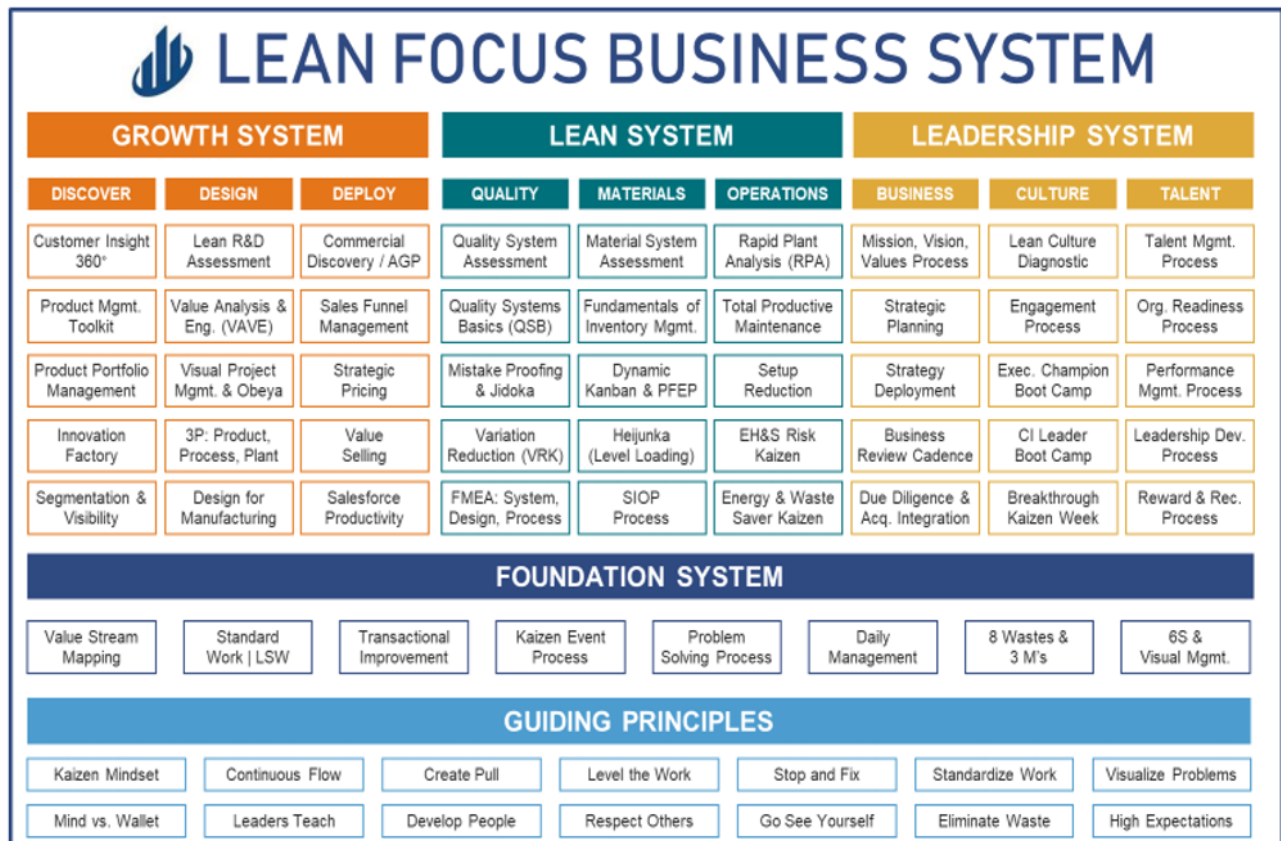# CONTENT LICENSING
BUILD YOUR OWN BUSINESS SYSTEM

LEVERAGE OUR LEAN FOCUS BUSINESS SYSTEM CONTENT TO BUILD YOUR OWN PROPRIETARY BUSINESS SYSTEM

Containing over 50 tools, the Lean Focus Business System™ utilizes 5 Key Elements—Growth, Lean, Leadership, Foundation, and Guiding Principles—to build the lasting organizational and cultural infrastructure it takes to transform a business for good. Content licensing provides an "out-of-box", easy to deploy, solution for organizations seeking to eliminate the time and money it takes to develop a business system from scratch.

LEAN FOCUS BUSINESS SYSTEM

GROWTH SYSTEM			LEAN SYSTEM			LEADERSHIP SYSTEM		
DISCOVER	DESIGN	DEPLOY	QUALITY	MATERIALS	OPERATIONS	BUSINESS	CULTURE	TALENT
Customer Insight 360°	Lean R&D Assessment	Commercial Discovery / AGP	Quality System Assessment	Material System Assessment	Rapid Plant Analysis (RPA)	Mission, Vision, Values Process	Lean Culture Diagnostic	Talent Mgmt. Process
Product Mgmt. Toolkit	Value Analysis & Eng. (VAVE)	Sales Funnel Management	Quality Systems Basics (QSB)	Fundamentals of Inventory Mgmt.	Total Productive Maintenance	Strategic Planning	Engagement Process	Org. Readiness Process
Product Portfolio Management	Visual Project Mgmt. & Obeya	Strategic Pricing	Mistake Proofing & Jidoka	Dynamic Kanban & PFEP	Setup Reduction	Strategy Deployment	Exec. Champion Boot Camp	Performance Mgmt. Process
Innovation Factory	3P: Product, Process, Plant	Value Selling	Variation Reduction (VRK)	Heijunka (Level Loading)	EH&S Risk Kaizen	Business Review Cadence	CI Leader Boot Camp	Leadership Dev. Process
Segmentation & Visibility	Design for Manufacturing	Salesforce Productivity	FMEA: System, Design, Process	SIOP Process	Energy & Waste Saver Kaizen	Due Diligence & Acq. Integration	Breakthrough Kaizen Week	Reward & Rec. Process

FOUNDATION SYSTEM

Value Stream Mapping	Standard Work | LSW	Transactional Improvement	Kaizen Event Process	Problem Solving Process	Daily Management	8 Wastes & 3 M's	6S & Visual Mgmt.

GUIDING PRINCIPLES

Kaizen Mindset	Continuous Flow	Create Pull	Level the Work	Stop and Fix	Standardize Work	Visualize Problems
Mind vs. Wallet	Leaders Teach	Develop People	Respect Others	Go See Yourself	Eliminate Waste	High Expectations

LEAN FOCUS BUSINESS SYSTEM

GROWTH SYSTEM

The Growth System is a collection of structured processes and tools that allow companies to create sustainable competitive advantage by driving above-market organic growth. The three main aspects of the Growth System include: Discover, Design, and Deploy.

LEAN SYSTEM

The Lean System is a set of proven, lean manufacturing tools that are deployed in a systematic manner to deliver breakthrough results in Safety, Quality, Delivery, Inventory, and Productivity. The three main aspects of the Lean System are: Quality, Materials, and Operations.

LEADERSHIP SYSTEM

The Leadership System integrates the most critical component in driving both Growth and Lean improvements: people. The three main aspects of the Leadership System are: Business, Talent, and Culture.

	Tool Name	Content Included with Licensing Fee
FOUNDATION PACKAGE BUNDLE	**Value Stream Mapping**	VSM Kaizen Pre-work Checklist, PowerPoint Presentation (85 slides) including Case Study, VSM Data Collection Sheets Excel Template
	Standard Work / Leader SWK	Standard Work PowerPoint Presentation (125 slides) with SW Lego simulation activity and corresponding calculator, Leader Standard PowerPoint Presentation (40 slides), 17 Excel Templates used in SW (i.e. SW Instructions, Spaghetti Diagram, Time Observation, etc.)
	Transactional Process Improvement	PowerPoint Presentation (107 slides) and TPI-related Excel Templates (12)
	Kaizen Event Process	PowerPoint Presentation (33 slides), Kaizen Event Report Out PowerPoint Template, and related Excel Templates (Kaizen Event Charter, Funnel, Newspaper, Results, Bowler)
	Problem-Solving Process (PS2)*	PowerPoint Presentation (207 slides) including 3 case studies and hands-on exercises, Quick Guide, Problem-Solving A3 Form, Completed A3 examples, and 4 Excel templates. Train-the-Trainer materials can be purchased separately for an additional $25,000.
	Daily Management*	PowerPoint Presentation (211 slides) including Case Study, 11 Excel Templates (i.e. QDIPE, Bowler, Action Plan)
	6S and Visual Management	PowerPoint Presentation (88 slides), 2 Excel Templates, 1 Red Tag PowerPoint Template
	8 Wastes & 3 M's	PowerPoint Presentation (26 slides)

*Recommend a Train-the-Trainer approach with a Lean Focus resource

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G R O W T H B U N D L E P A C K A G E	**Voice of Customer**	Voice of Customer PowerPoint Presentation (100 slides), 6 VOC technique exercises Survey Method Excel Template
	Product Portfolio Management	PPM PowerPoint Presentation (81 slides) 30 Excel Templates used in PPM (i.e. Project Scoring Checklist, Project Portfolio Dashboard, Risk Log Template, etc.)
	Innovation Factory*	Innovation Factory PowerPoint Presentation (268 slides) and Design Thinking Project PowerPoint (63 slides) Innovation Factory related Excel Templates (4)
	Lean Product Development	PowerPoint Presentation (52 slides), New Product Development Assessment template (Excel), Product Development Toolkit (Excel)
	Value Analysis & Value Eng. *	PowerPoint Presentation (132 slides) 3 Excel Templates used in VAVE (i.e. VAVE Workshop Forms, VAVE Portfolio Analysis Workbook, etc.).
	Visual Project Management*	VPM PowerPoint Presentation (70 slides), Obeya Rooms PowerPoint Presentation (42 slides) 8 Excel Templates (i.e. 4 week DM, Burndown Chart, etc.) 2 Word Templates
	3P	3P PowerPoint Presentation (79 slides), 16 Excel Templates
	Sales Funnel Management*	Sales Funnel Management PowerPoint Presentation (87 slides) Funnel Management Review Template (9 slides) Excel Template (Sales Funnel Management Workbook)
	Strategic Pricing*	Strategic Pricing PowerPoint Presentation (98 slides), 4 Excel Templates (i.e. Pocket Price Margin Waterfall, Pricing Self Assessment Guide, etc.).

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L E A N B U N D L E P A C K A G E	**Variation Reduction Kaizen**	Variation Reduction Kaizen PowerPoint Presentation (100 slides), 2 Excel Templates (Catapult Game and Standard Work Numbers Exercise)
	DFMEA	DFMEA PowerPoint Presentation (131 slides) 1 Excel Template used in DFMEA (DFMEA Workbook)
	Dynamic Kanban & PFEP*	Dynamic Kanban PowerPoint Presentation (124 slides) 12 Excel Templates (i.e. Kanban cards, PFEP template, etc.) 4 Word Templates (Kanban card, Kanban SOP, etc.)
	Heijunka	Heijunka PowerPoint Presentation (72 slides), 3 Excel Templates (i.e. Heijunka template, Production Setup Wheel, Kamishibai cards, etc.) 1 Word (Beer Game Instructions)
	SIOP Process*	SIOP PowerPoint Presentation (77 slides) 8 Excel Templates used in SIOP (i.e. SIOP Assessment Template, SIOP Dashboard, etc.) 1 Word (SIOP SOP template)
	Rapid Plant Analysis*	RPA PowerPoint Presentation (35 slides), RPA Analysis Template PowerPoint (83 slides) 9 Excel Templates (Analysis Project List, Productivity Tour, etc.) 2 Word Templates
	TPM	TPM PowerPoint Presentation (79 slides), 1 Excel Template (TPM Checklist)
	Setup Reduction	Setup Reduction PowerPoint Presentation (78 slides) Excel Template (Setup Reduction Tools)

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LEADERSHIP / **BUNDLE PACKAGE**	**Strategic Planning**	Strategic Planning PowerPoint Presentation (52 slides), 1 PDF (Strategic Planning Templates)
	Strategy Deployment*	Strategy Deployment PowerPoint Presentation (161 slides) includes JIT Bakery Case Study. 5 Excel Templates (Strategy Deployment Forms Workbook, Strat Initiatives Template, etc.)
	Exec. Champion Bootcamp*	5 PowerPoint Presentations (592 slides) 3 Excel Templates (i.e. Lego Simulation, SD/DM/PS Templates, etc.) Bootcamp Facilitator Instructions
	CI Leader Bootcamp*	CI Leader Bootcamp PowerPoint Presentation (276 slides), 6 Excel Templates (i.e. Immersion plan, Kaizen Charter, Results template, etc.) 1 Word (Kaizen Prep/Prework)
	Breakthru Kaizen Week*	Breakthru Kaizen Week PowerPoint Presentation (20 slides)

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*Recommend a Sensei approach with a Lean Focus resource

PURCHASE DETAILS
- Lean Focus tools can be purchased "a la carte" by tool or in "bundles" to meet variable needs of clients.
- Purchases over $100K can be broken down into 12 equal, interest-free installments.
- All training materials are purchased as is, customization is not included and subject to hourly rates.
- Pricing does not include consulting services and can be purchased with a separate proposal.
- Client must execute an I.P. Licensing Agreement outlining responsibilities of parties.
- Pricing is subject to change, and is expires 30 days from proposal date.
- All training materials will be provided in a one-time file transfer.