

## LEAN FOCUS HELPS COLTALA HOLDINGS DEVELOP THEIR SIGNATURE COLTALA ENTERPRISE SYSTEM INTEGRATION PLAN.

### PROBLEM/ SITUATION



WE WANTED TO FOCUS ON STANDARDIZATION AND OPTIMIZATION OF EVERYTHING WE DO."

The co-founders of Coltala Holdings formed the company based on their belief that a "typical" private equity model, focused solely on return on investment, is insufficient in creating an environment where businesses can reach optimum scale and maximum potential. Their goal is to have a meaningful impact not just on the bottom line, but on the lives of all those associated with their portfolio companies: employees, boards of directors, investors, lenders, customers, vendors, and other stakeholders.

"We wanted to focus on standardization and optimization of everything we do," said Ralph Manning, CEO of Coltala Holdings. "We reached out to Lean Focus for help with applying lean tools and principles, as well as daily management and problem-solving."

### SOLUTION

LEAN FOCUS CREATED A HOLISTIC BUSINESS SYSTEM THAT ENCOMPASSES GROWTH, LEADERSHIP, FOUNDATIONAL TOOLS, AND GUIDING PRINCIPLES.

Coltala Holdings partnered with Lean Focus, who created the Coltala Enterprise System Integration plan. The plan was a holistic business system that encompasses growth, leadership, foundational tools, and guiding principles.

To create the plan, Lean Focus first conducted an end-to-end value-stream mapping activity to identify opportunities for improvement that existed in the new deal to acquisition value stream. Next, Lean Focus engaged in a series of transactional process improvement kaizens to reduce the time associated with dealmaking and improve the conversion rates at each step of the way.

When it was time for the first acquisition, Lean Focus performed the due diligence and searched for value creation opportunities. Lean Focus also built out the 100-day Coltala Enterprise System Integration plan to realize value creation through kaizen events and process installations for daily management, strategy deployment, and problem-solving.

" I WOULD RECOMMEND LEAN FOCUS 100%. BUT YOU HAVE TO BE VERY COMMITTED TO THE LEAN TRANSFORMATION PROCESS TO GET GREAT RESULTS."

**RALPH MANNING**

Chief Executive Officer, **Coltala Holdings**



## RESULTS



FORECASTING IS MUCH MORE ACCURATE, AND WE'RE ABLE TO HIT OUR TARGETS MUCH MORE CONSISTENTLY."



### TIME SAVINGS DURING ACQUISITIONS

There has been a reduction in time for the end-to-end deal-to-acquisition value stream. This time savings also reduces the cost of acquisitions.



### MORE PREDICTABLE FORECASTS

Coltala's forecasts are now more predictable. "Part of what a lean system does is it allows you to get behind KPIs in a much deeper way and understand the causes and effects underlying your business," said Ralph. "It makes your business much more predictive. Now, forecasting is much more accurate, and we're able to hit our targets much more consistently."



### IMPROVED PROBLEM-SOLVING SKILLS

In addition to the development of standardized value creation roadmaps for new acquisitions, Lean Focus improved skills around problem-solving and other lean tools, such as daily management, strategy deployment, value-stream mapping, transactional process improvement, and standard work.

## COLTALA HOLDINGS | DAILY MANAGEMENT BOARD

Coltala utilizes business metrics to drive actions and problem-solving strategies within the deal acquisition pipeline. This ensures continual focus on critical processes that drive results and execution of longer-term strategies.

