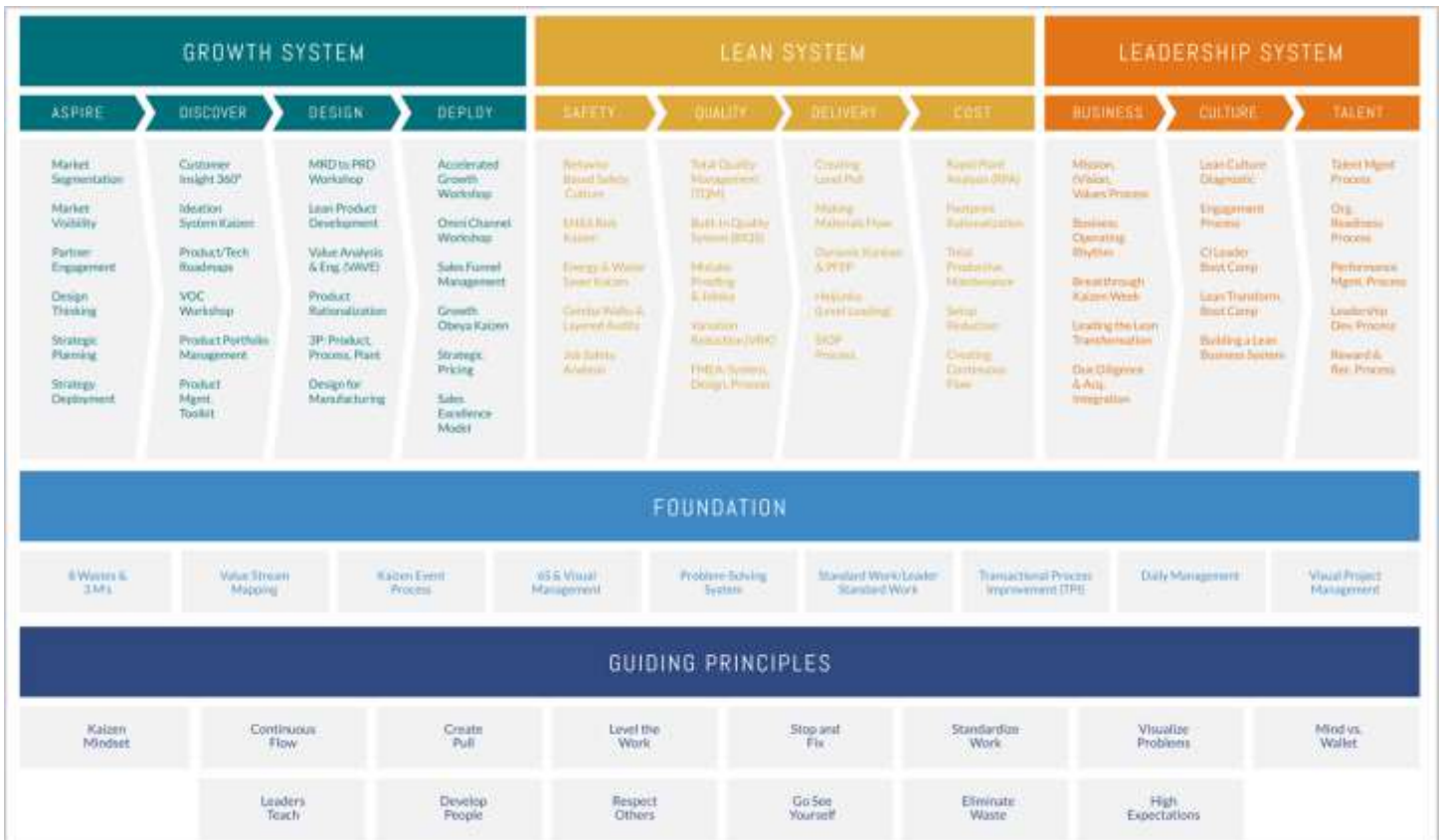


CONTENT LICENSING BUILD YOUR OWN BUSINESS SYSTEM

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

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 four main aspects of the Growth System include: Aspire, 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 four main aspects of the Lean System are: Safety, Quality, Delivery, and Cost.

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, Culture, and Talent.

	Tool Name	Content Included with Licensing Fee
F O U N D A T I O N B U N D L E	Value Stream Mapping	VSM Kaizen Pre-work Checklist, PowerPoint Presentation (112 slides) including Case Study, VSM Data Collection Sheets, Excel Templates (10)
	Standard Work / Leader SWK	Standard Work PowerPoint Presentation (171 slides) with SW Lego simulation activity and corresponding calculator, Leader Standard PowerPoint Presentation (42 slides), 23 Excel Templates used in SW (i.e. SW Instructions, Spaghetti Diagram, Time Observation, etc.)
	Transactional Process Improvement	PowerPoint Presentation (108 slides) and TPI-related Excel Templates (12)
	How to Lead a VSM/TPI Kaizen	PowerPoint Presentation (243 slides) and TPI-related Excel Templates (13)
	Kaizen Event Process	PowerPoint Presentation (116 slides), Kaizen Event Report Out PowerPoint Template, and related Excel Templates (6) (Kaizen Event Charter, Funnel, Newspaper, Results, Bowler)
	Problem-Solving Process (PS2)*	PowerPoint Presentation (199 slides) including 3 case studies and hands-on exercises, Quick Guide, Problem-Solving A3 Form, Completed A3 examples, and 8 Excel templates. Train-the-Trainer materials can be purchased separately for an additional \$25,000.
	Daily Management*	PowerPoint Presentation (208 slides) including Case Study, 11 Excel Templates (i.e. QDIPE, Bowler, Action Plan)
	Visual Project Management	VPM PowerPoint Presentation (76 slides) 14 Excel Templates (i.e. 4 week DM, Burndown Chart, etc.) 2 Word Templates, 2 PPT templates
	6S and Visual Management	PowerPoint Presentation (91 slides), 2 Excel Templates, 2 Word templates, 2 PowerPoint Templates
	8 Wastes & 3 M's	PowerPoint Presentation (127 slides) 1 Excel Template and 1 PowerPoint template

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G R O W T H B U N D L E	Voice of Customer	Voice of Customer PowerPoint Presentation (93 slides), 6 VOC technique exercises Survey Method Excel Template
	Product Portfolio Management	PPM PowerPoint Presentation (82 slides) 30 Excel Templates used in PPM (i.e. Project Scoring Checklist, Project Portfolio Dashboard, Risk Log Template, etc.)
	Design Thinking*	Design Thinking PowerPoint Presentation (270 slides) and Design Thinking Project PowerPoint (62 slides) Design Thinking 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.).
	3P	3P PowerPoint Presentation (85 slides), 16 Excel Templates
	Sales Funnel Management*	Sales Funnel Management PowerPoint Presentation (88 slides) Funnel Management Review Template (9 slides) Excel Template (Sales Funnel Management Workbook)
	Strategic Pricing*	Strategic Pricing PowerPoint Presentation (99 slides), 4 Excel Templates (i.e. Pocket Price Margin Waterfall, Pricing Self Assessment Guide, etc.).
	Strategic Planning	Strategic Planning PowerPoint Presentation (55 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.)

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L E A N B U N D L E	Variation Reduction Kaizen (VRK)	Variation Reduction Kaizen PowerPoint Presentation (116 slides), 2 Excel Templates (Catapult Game and Standard Work Numbers Exercise)
	DFMEA	DFMEA PowerPoint Presentation (120 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 (Level Loading)	Heijunka PowerPoint Presentation (120 slides), 3 Excel Templates (i.e. Heijunka template, Production Setup Wheel, Kamishibai cards, etc.) 1 Word (Beer Game Instructions)
	SIOP Process*	SIOP PowerPoint Presentation (79 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 (32 slides), RPA Analysis Template PowerPoint (68 slides) 9 Excel Templates (Analysis Project List, Productivity Tour, etc.) 2 Word Templates
	TPM	TPM PowerPoint Presentation (112 slides), 1 Excel Template (TPM Checklist)
	Setup Reduction	Setup Reduction PowerPoint Presentation (81 slides) Excel Template (Setup Reduction Tools)
	Lean Transformation	Lean Transformation PowerPoint Presentation (279 slides), 19 Excel Templates, 1 word template
	Capacity Analysis	Capacity Analysis PowerPoint Presentation (32 slides), 1 Excel Template (Capacity Analysis template)
	Creating Continuous Flow*	Creating Continuous Flow PowerPoint Presentation (324 slides), 23 Excel Templates
	Making Materials Flow*	Making Materials Flow PowerPoint Presentation (188 slides), 14 Excel Templates, 1 Word Template, and 1 PowerPoint template
Creating Level Pull*	Creating Level Pull PowerPoint Presentation (314 slides), 18 Excel Templates, 5 Word Templates, and 2 PowerPoint templates	

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	Tool Name	Content Included with Licensing Fee
L E A D E R S H I P B U N D L E	Lean Transformation Bootcamp*	4 PowerPoint Presentations (436 slides) 7 Excel Templates (i.e. Lego Simulation, Daily Management Templates, etc.) Creating Continuous Flow - Lego Simulation Kits
	CI Leader Bootcamp*	CI Leader Bootcamp PowerPoint Presentation (289 slides), 7 Excel Templates (i.e. Immersion plan, Kaizen Charter, Results template, etc.) 1 Word (Kaizen Prep/Prewrite)
	Breakthru Kaizen Week*	Breakthru Kaizen Week PowerPoint Presentation (27 slides), 1 Excel Template and 1 PowerPoint template
	Business Operating Rhythm	Business Operating Rhythm PowerPoint Presentation (56 slides), 8 Excel Templates and 1 PowerPoint template
	Intro to a Lean Culture	Intro to Lean Culture PowerPoint Presentation (130 slides)
	Leadership System Bootcamp (SD/PS/DM)	3 PowerPoint Presentations: Strategy Deployment, Problem Solving, and Daily Management (460 slides) 7 Excel Templates (Strategy Deployment Forms Workbook, Problem Solving forms, DM Forms, etc.)
	Leading the Lean Transformation	Leading the Lean Transformation: Executive Orientation PowerPoint Presentation (155 slides) 4 PDF Articles and Prewrite Assignments

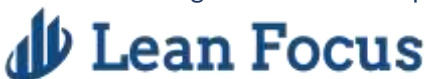
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PURCHASE DETAILS

- 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.



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