

FOCUSED SOLUTIONS

BUILD YOUR OWN LEAN BUSINESS SYSTEM

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

With more than 50 tools at its disposal, the Lean Focus Business System™ harnesses the power of 5 Key Elements—Innovation & Growth, Supply Chain & Operations, Leadership, Foundation, and Guiding Principles—to construct a resilient organizational and cultural framework necessary for sustainable business transformation. Our content licensing option offers organizations a hassle-free, ready-to-deploy solution, sparing them the considerable time and financial resources typically required for developing a business system from the ground up.

Streamline Your Journey:

Imagine having an "out-of-the-box" solution that makes business transformation a breeze! Our Content Licensing Offering provides you with an effortless way to deploy a comprehensive business system without the hassle of starting from scratch. Say goodbye to countless hours spent on content development. Say hello to accelerated progress!

Your Competitive Edge:

Why reinvent the wheel when you can leverage our battle-tested tools? Our Content Licensing Offering arms you with an integrated set of business system tools, all backed by a common language that streamlines communication across your organization. Stay ahead of the curve and embrace a solution that empowers you to stand out in today's dynamic business landscape.

Intellectual Property Peace of Mind:

Worried about intellectual property challenges? Fret not! Our licensed content ensures you avoid any legal entanglements by using a tried-and-true framework that's built to inspire growth and innovation. You can trust that your transformation journey is safe and secure with us.

Hands-On, Practical Application:

Theory without action is just a concept. Our Lean Focus Business System™ Content Licensing Offering is designed for real-world application. We're not just providing tools; we're enabling you to put them into practice, driving tangible results and sustainable change within your organization.

And here's the best part! Our licensed tools have transformed a diverse range of organizations, much like yours, across various industries, ranging from a "who's who" of the Fortune 1000 to small and mid-size businesses.



FOUNDATIONAL TOOLS



GUIDING PRINCIPLES

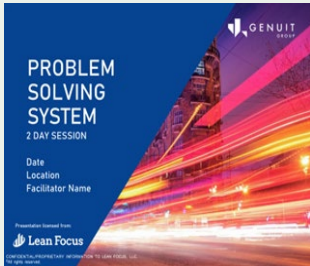


Features & Benefits	Description
Foundational Tools (11 tools)	~500 files in total (PPT, Word, Excel, images)
Supply Chain & Operations System (13 tools)	~700 files in total (PPT, Word, Excel, images)
Innovation & Growth System (20 tools)	~300 files in total (PPT, Word, Excel, images)
Leadership System (8 tools)	~200 files in total (PPT, Word, Excel, images)
Complimentary Logo & Branding	For Bundled Licensing packages that exceed >\$100,000, Lean Focus will provide complimentary conversion of the tools to match the Company's preferred PowerPoint color scheme and Company logo.
Secure, Cloud-Based Sharing of Files	File transfer access via secure, cloud-based application
Royalty-Free Perpetual License	One-time licensing fee, with perpetual usage rights
Tool Bundling Discounts	Tools can be purchased individually or in bundles at a discount
Interest-Free Financing Option	Purchases over \$100K can be broken down into 12 equal, interest-free installments

Branding & Marketing Support

For an added investment, we offer comprehensive support in various areas, including:

- Crafting compelling Business System Names & Messaging
- Developing exclusive Branding tailored to your business
- Creating Brand Assets to enhance your visual identity
- Designing impactful Business System Introduction Slides
- Crafting One-Point Lessons for clear communication
- Developing engaging Virtual Training Presentations
- Crafting informative Tool Overview Decks
- Providing detailed Business System Tool Information Sheets



Tool Name	Content Included with One-Time Licensing Fee
Strategy Deployment*	Strategy Deployment PowerPoint Presentation (161 slides) includes JIT Bakery Case Study. 5 Excel Templates (Strategy Deployment Forms Workbook, Strat Initiatives Template, etc.)
Continuous User Feedback	Continuous User Feedback PowerPoint Presentation (193 slides), Continuous User Feedback Collection Template (Excel)
Customer Segmentation	Customer Segmentation PowerPoint Presentation (153 slides), Customer Segmentation Workbook (Excel), Mekko chart template (Excel), Test Card Template
Design Thinking*	Design Thinking PowerPoint Presentation (268 slides) and Design Thinking Project PowerPoint (62 slides) Design Thinking related Excel Templates (4)
DFMEA	DFMEA PowerPoint Presentation (120 slides) 1 Excel Template used in DFMEA (DFMEA Workbook)
Innovation Assessment Tool*	Innovation Assessment PowerPoint Presentation (170 slides), 4 Excel Templates used in Assessment, Sample Improvement Roadmap (PPT), Assessment 2 pager (PPT)
Innovation Visual Project Management*	Innovation Visual Project Management PowerPoint Presentation (220 slides), Daily Management for Visual Project Management PowerPoint Presentation (18 slides), Visual Project Management Playbook (Excel)
Launch Control Room	Launch Control Room PowerPoint Presentation (159 slides), Launch Control Room Excel Workbook
Launch Readiness	Launch Readiness Kaizen PowerPoint Presentation (256 slides), Launch Readiness Kaizen Excel Workbook, Launch Readiness 2 pager (PPT)
Lean Phase-Gate System	Lean Phase-Gate System PowerPoint Presentation (138 slides), New Product Development Assessment template (Excel), Product Development Toolkit (Excel)
Product Portfolio Management	PPM PowerPoint Presentation (155 slides) 30 Excel Templates used in PPM (i.e. Project Scoring Checklist, Project Portfolio Dashboard, Risk Log Template, etc.)
Product Roadmap	Product Roadmap PowerPoint Presentation (261 slides) and Product Roadmap Project Canvas Excel template
Project Requirements Kaizen	Project Requirements Kaizen PowerPoint Presentation (128 slides), 4 Excel templates used in Project Requirements Kaizen
Strategic Planning*	Strategic Planning PowerPoint Presentation (55 slides), 1 PDF (Strategic Planning Templates)
User Workflow Discovery	User Workflow Discovery Kaizen PowerPoint Presentation (238 slides), 3 Excel templates used in User Workflow Discovery Kaizen
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)
Value Selling	Value Selling PowerPoint Presentation, Value Selling Excel Templates, Value Selling Word Templates
Strategic Pricing*	Strategic Pricing PowerPoint Presentation (99 slides), 4 Excel Templates (i.e. Pocket Price Margin Waterfall, Pricing Self Assessment Guide, etc.).

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

*Sales Tax may apply according to regional requirements

Tool Name	Content Included with One-Time Licensing Fee
SUPPLY CHAIN & OPERATIONS SYSTEM	Variation Reduction Kaizen (VRK) PowerPoint Presentation (116 slides), 2 Excel Templates (Catapult Game and Standard Work Numbers Exercise)
	Procurement Savings Boot Camp PowerPoint Presentation (69 slides), Boot Camp Prewrite files (2) Word templates, Supplier Spend Management workbook (Excel), Procurement Self-Assessment (Excel), Standard work for Negotiations (Word)
	Dynamic Kanban & PFEP* 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) PowerPoint Presentation (120 slides), 3 Excel Templates (i.e. Heijunka template, Production Setup Wheel, Kamishibai cards, etc.) 1 Word (Beer Game Instructions)
	SIOP Process* PowerPoint Presentation (79 slides) 8 Excel Templates used in SIOP (i.e. SIOP Assessment Template, SIOP Dashboard, etc.) 1 Word (SIOP SOP template)
	RPA PowerPoint Presentation (32 slides), RPA Analysis Template PowerPoint (68 slides) 9 Excel Templates (Analysis Project List, Productivity Tour, etc.) 2 Word Templates
	TPM PowerPoint Presentation (112 slides), 1 Excel Template (TPM Checklist)
	Setup Reduction PowerPoint Presentation (81 slides) Excel Template (Setup Reduction Tools)
	Lean Transformation Boot Camp* PowerPoint Presentation (279 slides), 19 Excel Templates, 1 word template
	Capacity Analysis PowerPoint Presentation (32 slides), 1 Excel Template (Capacity Analysis template)
	Creating Continuous Flow* PowerPoint Presentation (324 slides), 23 Excel Templates
	Making Materials Flow* PowerPoint Presentation (188 slides), 14 Excel Templates, 1 Word Template, and 1 PowerPoint template
	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 One-Time Licensing Fee
F O U N D A T I O N A L T O O L S	Voice of Customer	Voice of Customer PowerPoint Presentation (93 slides), 6 VOC technique exercises Survey Method Excel Template
	8 Wastes & 3 M's	PowerPoint Presentation (127 slides) 1 Excel Template and 1 PowerPoint template
	Value Stream Mapping	VSM Kaizen Pre-work Checklist, PowerPoint Presentation (112 slides) including Case Study, VSM Data Collection Sheets, Excel Templates (10)
	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)
	6S and Visual Management	PowerPoint Presentation (91 slides), 2 Excel Templates, 2 Word templates, 2 PowerPoint Templates
	Problem-Solving System (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.
	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)
	Daily Management*	PowerPoint Presentation (208 slides) including Case Study, 11 Excel Templates (i.e. QDIPE, Bowler, Action Plan)
	Visual Project Management	VPM PowerPoint Presentation (220 slides) 14 Excel Templates (i.e. 4 week DM, Burndown Chart, etc.) 2 Word Templates, 2 PPT templates

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Tool Name	Content Included with One-Time Licensing Fee
Lean Foundation Boot Camp*	4 PowerPoint Presentations: Lean Overview, Problem Solving Process, Daily Management, and Value Stream Mapping (436 slides), 15 Excel Templates, 5 PDF templates, and 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/Pework)
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 Pework Assignments
Lean Business System Assessment*	Lean Site Assessment PowerPoint Presentation (14 slides), Lean Toolbox Assessment PowerPoint Presentation (31 slides), 7 Excel templates (assessments), Interview Questions (Word), Site Summary Presentation PowerPoint (21 slides)

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PURCHASE DETAILS

- Lean Focus offers flexible purchasing options tailored to suit the diverse needs of our clients. Our tools can be acquired individually ("a la carte") or in convenient bundles.
- For purchases exceeding \$100,000, we provide the added convenience of breaking down payments into 12 equal, interest-free installments, ensuring financial ease and flexibility. Please note that pricing excludes consulting services and can be obtained separately through a dedicated proposal.
- To initiate the procurement process, clients are required to execute an Intellectual Property Licensing Agreement, which outlines the respective responsibilities of both parties. It's essential to act promptly, as pricing is subject to change and expires 30 days from the proposal date.
- Upon purchase, all training materials will be securely transferred in a one-time file transfer for your convenience. Additionally, for Bundled Licensing packages exceeding \$100,000, we offer a complimentary service to adapt the tools to match your company's preferred PowerPoint color scheme and incorporate your logo. Please be aware that the final tools will be provided in a 4:3 ratio format, and no slide content editing will be conducted.
- The timeline for customization typically ranges from 2 to 3 weeks, depending on the number of tools involved. Once completed, the final downloadable folders and files will be accessible through a secure download link for a one-time transfer.
- For any additional customization requests beyond the scope of our standard offerings, an hourly rate of \$475 applies. Should you have any inquiries or require further clarification, please don't hesitate to reach out to your dedicated Lean Focus representative. We're here to assist you every step of the way.