



When your process owners use Lean Methods, the speed and ease of providing your products and services will increase along with customer satisfaction. Lean simplifies process steps, eliminating non-value added activities, and addresses waste in time, materials and expenses throughout the organization.

## Manufacturing

A parts supplier to the automobile industry could not meet demand during a normal work week and needed to streamline the manufacturing process. In order to satisfy its clients, the company was requiring its employees to work overtime during the week and on weekends. This created a significant cost to the employer in wages, but it also resulted in rising employee dissatisfaction.

Implementing Lean Methods at this company required an initial investment of \$75,000. Bottlenecks were identified, and some changeover times were improved from 45 minutes to 15 minutes. Several machining processes were not adding value to the end product, but they were contributing to an increase in cycle time. As a result of applying Lean Methods, the company was able to meet demand during a normal five-day week. The dramatic reduction in operating costs helped move the company from 6 years of losses to 2 consecutive quarters in the black.

The initial wave of this client's projects resulted in \$1.5 million in annual savings - providing an ROI of over 16 times. The client was able to recoup the initial training costs in only 3 weeks.

