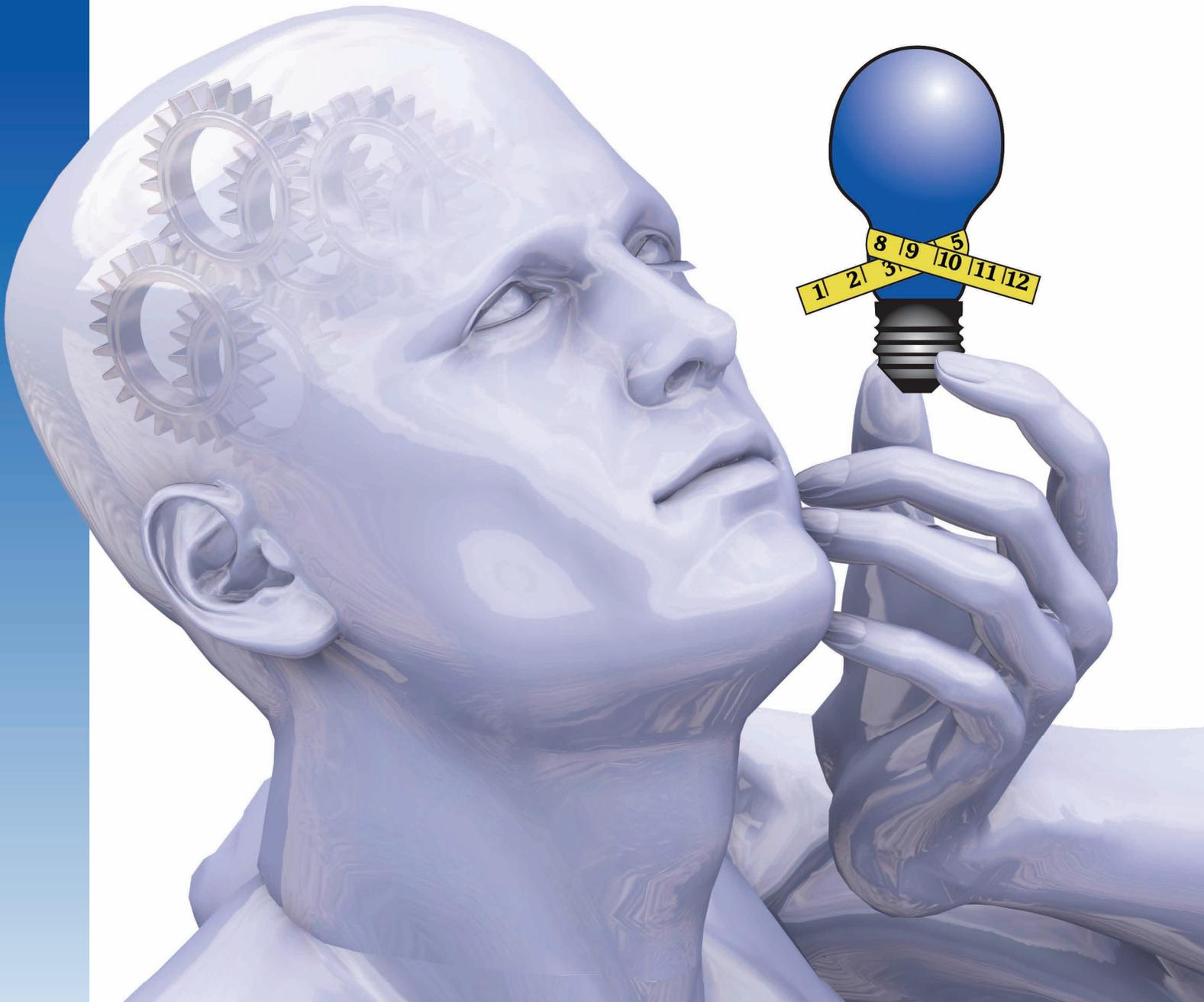


LEAN SOLUTIONS INSTITUTE, INC.

LEAN SOLUTIONS™ FOR YOUR ORGANIZATION





LEAN PRINCIPLES

- Establish customer-defined value (i.e., identify the “value stream”)
- Process = “Value Added”
- Continuously eliminate non-value added activities (e.g., waste, rework, defects)
- Reduce and manage complexity
- Use leadership and standardization to create a lean culture
- Align your organization through visual communication
- Use lean metrics to manage value
- Create an optimized process flow (e.g., “pull”, JIT, “leveled”)
- Adapt technology to fit your people and processes
- Front-Load the process for maximum design space
- Establish a learning organization to build a lean culture
- Strive for perfection through continuous improvement



COMMON LEAN PROBLEMS

- Large and complex processes (i.e., not lean)
- Non-value added activities
- Difficult to use (i.e., poor usability)
- Lack of visualization (e.g., pictures, diagrams, tables, charts, etc.)
- Lack of “chunking” (7 plus or minus 2 principle)
- Lack of the right metrics
- Poor use of technology
- Mixing different information types together (e.g., policies, standards, processes, procedures)
- Violating good writing principles

LEAN SOLUTIONS INSTITUTE, INC. LEAN SOLUTIONS™ FOR YOUR ORGANIZATION

The vision of Lean Solutions Institute, Inc. (LSI) is to be recognized worldwide as the leader in helping clients to become lean, to help clients achieve lean measurable results (e.g., 7:1 ROI), and to provide clients with best-in-class Lean Solutions™ - (e.g., processes, procedures, metrics, checklists, templates, etc).

The LSI mission is to provide leadership for helping organizations become lean, and to help client organizations to measurably:

- Become world-class quality leaders in their respective markets (e.g., using benchmarking).
- Increase quality, productivity, and performance (e.g., lower defect density, improved cost performance index, etc).
- Reduce the cost of poor quality (e.g., waste, rework, scrap, etc).
- Apply Lean Solutions™ (e.g., processes, metrics, checklists, templates, etc) to practice.

A summary of the LSI strategy is to:

- Provide best-in-class training and Lean Solutions™ - (e.g., processes, metrics, checklists, templates) to help organizations become lean and achieve measurable results.
- Develop an excellent reputation with clients of meeting and exceeding their needs so that LSI can develop long-term relationships and repeat business.
- Continue to develop measurable success stories with strategic lean clients.
- Provide the most knowledgeable and experienced lean consultants at a competitive price.
- Partner with other lean organizations to provide best practices.

Best-In Class Public Training

Mr. Tim Olson, Founder of Quality Improvement Consultants, Inc. (QIC), has been performing best-in-class training for over 15 years at customer sites (e.g., NASA, Industry, etc). Now Mr. Olson has founded Lean Solutions Institute, Inc. (LSI) and is bringing some of his best-in-class training to the public. Please see www.lsi-inc.com or www.lean-solutions-institute.com for more information.

Defining Best-In-Class Processes Training

Defining Best-In-Class Processes is based on an industry-leading, patent pending approach that produces lean, usable processes and procedures (e.g., the 5 W's on 1 page in a diagram!). Lean processes and procedures can also help your organization pass ISO, Baldrige, CMMI®, etc., audits/appraisals/benchmarks/etc.

Early Defect Detection and Defect Prevention Training

Early defect detection (EDD) averages 7:1 ROI. For example, defects that are detected late in a process usually cost 10 times more to remove than defects removed early in a process. Defects that make it to the customer can cost 100 times more. EDD training teaches you the secrets of how to remove 80-90% of all defects early in a process. Defect prevention can achieve 100:1 ROI! There is also best-in-class defect prevention and CMMI Causal Analysis and Resolution (CAR) Training. For more advanced training, Moderators are trained in facilitating best-in-class in-process inspections, defect prevention, and causal analysis.

One Day Process Training “Boot Camps”

Learn in-depth amounts of knowledge in a one-day “process boot camp”. Many training attendees have stated, “I have learned more in a one day process boot camp than in another company’s three day training class on the same subject.” One Day Process boot-camp topics are currently focused on the following processes:

- Best-In-Class Decision Analysis Process Training (DAR)
- Best-In-Class Requirements Training (RD and REQM)
- Best-In-Class Configuration Management Training (CM)
- Best-In-Class Quality Auditing Training (PPQA)
- Best-In-Class Measurement Training (MA)

If a public training course is not scheduled, please call and ask for what topic or training that you need and we may be able to schedule it for you. Lean Solutions Institute can tailor the training to meet your needs, and can also deliver training onsite to your organization.

LSI Best-In-Class Products

- Lean Solutions™ - Lean or Aggressive Improvement (e.g., Baldrige, CMMI, ISO)
- Lean Solutions™ - Lean Processes (e.g., Short, Usable Processes and Procedures)
- Lean Solutions™ - Lean Measurement Framework (e.g., Vital Few Metrics)
- Lean Solutions™ - Best Practices (e.g., Project Management, Decision Analysis)
- Lean Solutions™ - Benchmarking (e.g., COPQ, Process, Metrics, Best Practices, CMMI)
- Lean Solutions™ - Early Defect Removal and Defect Prevention
- Lean Solutions™ - Training Tailored to Your Company
- Lean Solutions™ - Public Training (e.g., Process “Bootcamps” - One Day Training)
- Lean Solutions™ - Lean Process Modeling and Value Stream Mapping

- Best-In-Class Benchmarking
- Early Defect Detection & Defect Prevention Workshops
- Visioning, Strategic Planning, and Project Management Training and Workshops
- Process Area Training and Workshops (e.g., CMMI)
- * Appraisals/Assessments
- Quality Training/Lean Six Sigma

All LSI training (and LSI public training) can be delivered at client sites.

LSI Best-In-Class Consulting

LSI specializes as an improvement company, not an ISO registrar, certification organization, or appraiser organization (e.g., SEI). LSI uses an ISO approach to improvement. In other words, LSI believes in keeping improvement and certification/formal appraisal separate to avoid any potential conflicts of interest. For example, LSI is a leader in CMMI improvement (using an ISO approach).

Popular Consulting Topics:

- Baldrige, CMMI (e.g., process areas), ISO
- Decision Analysis
- Early Defect Removal and Defect Prevention
- Estimation and Project Management
- Integrating Industry Models (e.g., CMMI, ISO, Six Sigma)
- Metrics and Measurable Improvement
- Lean Processes and Process Modeling
- Quality Systems (e.g., Quality Manuals)
- Requirements Engineering and Management
- Visioning/Strategic Planning



LEAN BENEFITS

Achieve measurable lean results with LSI:

- Achieve measurable ROI (e.g., 7:1)
- Increase productivity, performance and quality
- Reduce cycle time/schedule
- Reduce defects, rework and costs of poor quality
- Reduce post-release defects
(i.e., defects visible to your customers or external failure defects)
- Achieve world-class results
(e.g., 80-90% early defect removal)
- Achieve lean, usable processes and metrics



LEAN SOLUTIONS™

- Lean Solutions™ - Lean or Aggressive Improvement (e.g., Baldrige, CMMI, ISO, Lean Six Sigma, Software Engineering, Systems Engineering)
- Lean Solutions™ - Lean Processes (e.g., short, usable policies, standards, processes, procedures)
- Lean Solutions™ - Lean Measurement Framework (e.g., Vital Few Metrics)
- Lean Solutions™ - Best Practices (e.g., Audits, CM, Decision Analysis, Estimation, Management, etc.)
- Lean Solutions™ - Benchmarking (e.g., COPQ, processes, metrics, best practices, CMMI)
- Lean Solutions™ - Early Defect Removal and Defect Prevention
- Lean Solutions™ - Training Tailored to Your Company
- Lean Solutions™ - Public Training (e.g., Process “Bootcamps” - One day training topics)
- Lean Solutions™ - Lean Process Modeling and Value Stream Mapping



LEAN SOLUTIONS INSTITUTE, INC.
LEAN SOLUTIONS™ FOR YOUR ORGANIZATION

7117 Obelsco Circle
San Diego, CA 92009
Tel: (760) 804-1405
Fax: (760) 804-1406
www.LSI-INC.com