

# LEAN BUSINESS FRANCE

# LEAN MANAGEMENT

Performance, Service... and Team Spirit



Lean Management is a whole lot more than an efficient set of tools and methods.

- » The **people and the culture** of the company are the foundations of the success of any Lean transformation,
- » The **leadership** has the responsibility of ensuring that Lean Management is part of 'the way we do things around here',
- » **Process-thinking and problem-solving** provide the visible gains,
- » **Customers and suppliers** need to be closely integrated into Lean operations.

Lean Business France provides consultancy, training and hands-on support to French and international companies' leaders, management and their workforces who are enhancing their competitiveness through the implementation of Lean Management principles and techniques.

With over twenty years of experience of developing Lean Management as a business strategy in manufacturing and administration sectors as well as across the global Supply Chain, we can assist you in accelerating the rollout of your Lean Supply Chain initiatives through :

- providing an **external analysis and diagnostic** of the current status and potential gains of your Lean efforts,
- encouraging a structured approach to implementing the **cultural and people changes** necessary to ensure that your business improvements endure in time,
- leading **workshops and training events**, and providing **ongoing implementation support**,
- working closely with yourselves, your customers, and your suppliers to **construct the «Lean Supply Chain»**.

With international business experience gained across all continents and in various industries and settings, we have the technical and people skills as well as the cultural and professional background to seamlessly fit into your operations and change programmes, wherever and whenever you may need us.

Whether

- you plan to drive Lean Management into your overseas operations but are short of competent staff,
  - you are looking to better integrate your international customers and suppliers and optimise the performance of the global supply chain, or
  - you simply need a 'foothold' in France and Europe to carry out independent supply chain, risk or quality assessments of your international holdings,
- we can provide the necessary competence and service.

# STRATEGY AND LEADERSHIP

A Lean success story does not happen by itself. it requires **dedicated leadership** on the one hand, and a **coherent, aligned strategy** on the other.

Lean Business France supports leaders and managers in adopting a Lean style of management through :

- providing **education and coaching** to executives and their management teams, both in the **basics of Lean Management**, and in the **managerial approach** that needs to be adopted,
- organising **management seminars** to plot the Lean journey whilst at the same time **building cohesion** into the executive team.
- supporting the **development and deployment** of your **Lean business strategy** through the use of 'Hoshin Kanri' tools and techniques,
- helping define the right **metrics**, whether it be the way you set up your **Lean Accounting** system, or structuring a **Balanced Scorecard** to ensure that the **right things are measured, and that they are measured right.**

Lean Business France firmly believes that it is the interaction between **evolving Lean leaders and managers** and their **skilled and empowered workforces** that is the key to success of any Lean project or programme, and we have the experience to ensure that your whole company is moving in the same direction.



Management Training and Education



Hoshin Kanri Business Planning



Programme and Project Planning



Performance Metrics, Balanced Scorecard



Individual and Team Coaching and Support



Project Management

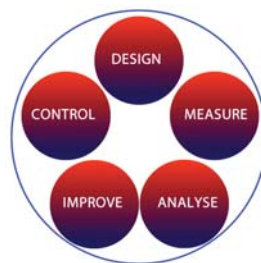
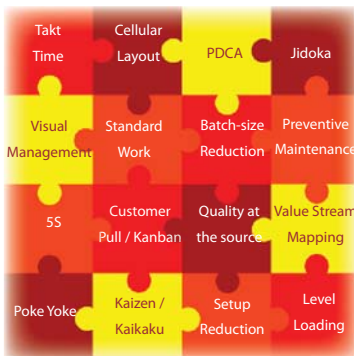
# PROCESS OPTIMISATION AND PROBLEM-SOLVING



Lean Diagnostic



Kaikaku Workshops



Training and Support for Lean and Six Sigma toolsets

A Lean transformation cannot succeed without a change in management styles and the implication and motivation of employees. However, the measurable gains of Lean Management come from **more efficient processes**, or 'value streams'. Whether in a manufacturing, administrative or service environment, the basic approach to Lean improvements is the same : **specify value** as defined by the customers, **identify and document the value stream, eliminate waste and variation, and make the value flow** at the pull of the customer

Lean Business France can accompany you in all aspects of the more 'technical' side of a Lean Transformation, from the initial **Value Stream Mapping** analyses through to the use of **Lean and Six Sigma tools and methods** to systematically eliminate waste from your processes.

Along with our close proximity support to your management and shopfloor or office teams, this provide a powerful combination to **drive efficiencies and take time and cost out** of your processes, enabling you to better **provide the value** that your customers are seeking.



Implementation support and on-the-job training



# PEOPLE AND CULTURE

At Lean Business France we recognise the critical role of **people and culture** in the success of any Lean Management implementation.

We tend to see these 'people' aspects in two ways - not only from the viewpoint of the **operators** or **office workers**, but also that of the company's **leaders and managers**.

As a consequence, from the outset we put the **emphasis** not only on **training**, not only on **accompaniment** of both **teams** and **individuals**, but also on establishing **clear channels for communication and dialogue**.

The success of your Lean transformation depends on all levels of your organisation **working closely together towards common objectives**, and overcoming the various hurdles as one team.

Our number one priority is to begin creating these conditions from the very first day.



Change Planning and Management



Training and Education



Team-Building



Cultural Change



Problem-Solving Tools and Techniques



Ongoing Advice and Support

# SUPPLY CHAIN OPTIMISATION

Supply Chain Council



Defining Customer Value



Supply Chain Diagnostic

Your company can be internally as lean as it will ever be, but you may still not be seeing improved delivery performance or reduced lead-times and inventories.

Customers and suppliers can have a massive impact on your internal operations, and it is imperative that your combined ways of working enhance rather than cancel out the benefits of the internal lean transformation.

Driving towards a Lean Supply Chain involves building **strategic business alignment, common and agreed measures, effective communication, and a commitment to systematically eliminate waste** with all other supply chain partners, with the goal of reducing the total cost of providing good and services for all.

A Lean Supply Chain is **configured to anticipate the characteristics of the markets and product demand profiles** – and this may require a specific configuration for particular customers or products.

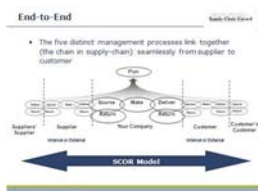
Both **inbound and outbound logistics** are prime areas for the application of Lean Thinking.

Finally a Lean Supply Chain is characterized by a **systematic attention to risk management**.

Lean Business France supports you and your supply chain partners in bringing all of this together.



Supply Chain Risk Assessment



Supply Chain Strategy (SCOR model)



Training and Consultancy



Supplier Support

# LEAN BUSINESS FRANCE

## WHO ARE WE?

Hi. My name is Peter Klym. I am behind Lean Business France, which I set up at the beginning of this year after 20 or so years of leading Lean improvements in the automotive and pharmaceutical industries.



Lean Management has always fascinated me, ever since I witnessed the benefits of the implementation of my first ever cell-layout back in my automotive days before the word 'Lean' had even been invented.

Since then, I have accompanied numerous Lean improvements at both the enterprise and supply chain levels, in administrative and office settings as well as on the factory floor.

In that time, I have grown increasingly sensitive to the 'people' aspects of any form of improvement activity, whether it be called 'Lean', 'reengineering', or 'reorganisation'. Time and time again, experience has shown that the improvements worth having come from the people who do the work every day. It doesn't happen naturally, but with a little help and hand-holding, will 'might oaks from little acorns grow'!! As a result, when working with Lean Business France, you will see that the human factor weighs heavily in each of our initiatives.

And who are 'we'? 'We' are a group of like-minded, experienced independent consultants, each developing their own businesses as well as collaborating together wherever the customer or the business need requires it.

You can be sure of is that you will get from Lean Business France the same benefits that you can expect from a successful Lean implementation:

- top-level performance,
- a commitment to service, and
- an excellent team spirit.

We look forward to meeting you.

## My Contact Details

Lean Business France  
Votre partenaire Lean Supply Chain

**Peter Klym** Consultant Formateur  
Manager de Transition

peter.klym@leanbusiness.fr  
06 84 52 77 70

Pépinière d'Entreprises Granilla  
Z.A. de Roumagnac  
81600 Gaillac

<http://www.leanbusiness.fr> <http://international.leanbusiness.fr>

## WHERE ARE WE?

Lean Business France is situated just outside of Toulouse, in the south-west region of France.

Toulouse has a major international airport with regular flights to European and worldwide destinations, both directly and indirectly via Paris.



As a result, we can be anywhere in Europe (or elsewhere!) first thing in the morning, fresh and ready to get started.

And, of course, we are extremely mobile.

## FIND OUT MORE

You can discover more about Lean Business France on our distinct English and French language websites.

<http://international.leanbusiness.fr>

<http://www.leanbusiness.fr>

Be sure also to access the English and French language blogs through the menu items in the top right-hand corners of each page of the respective sites.

## FRENCH OR ENGLISH?



## The Essentials

[peter.klym@leanbusiness.fr](mailto:peter.klym@leanbusiness.fr)

+33 6 84 52 77 70

skype : peter.klym