



*LEAN PARTNERS.  
PRACTICAL SOLUTIONS.  
SUSTAINABLE RESULTS.*





## Maybe you can remember the days when:

- customers accepted, even expected, annual price increases
- healthcare and energy costs were predictable and affordable
- being locally based almost guaranteed you some market share
- a fairly well-managed company could deliver impressive bottom-line performance
- qualified employees were easy to find and retain
- performing at “industry standard” was good enough

# Today, you may find:

- customers demanding annual price decreases of five to ten percent or more
- healthcare and energy costs increasing dramatically
- a growing demand from expanding overseas markets escalating raw material prices
- the Internet positioning global competition just nanoseconds away from your customers
- more difficulty hiring and retaining employees
- a shrinking bottom line



*"The future ain't  
what it used to be."*

Yogi Berra





## In the midst of all of these challenges, why do some companies flourish while others struggle to survive?

The answer is deceptively simple. Companies that thrive in the face of challenge have learned to see what level of business performance is possible and change the way they work in order to achieve it. Companies that struggle to survive settle for the status quo and rationalize their performance by measuring themselves against industry standards.

Achieving what is possible instead of what is common is the difference between companies that flourish and companies that struggle to survive.



# UNDERSTANDS

**Texas Lean Partners understand** what is possible when it comes to business performance improvement, and we have what it takes to lead organizations in a process to achieve it. Together, we put in place what our clients need to grow 20 percent or more each year without adding labor or overhead expense, resulting in higher profits, lower inventories, shorter lead times and improved quality. Sound like magic? It isn't. In fact, there is a process for creating and sustaining organizational change to get results.

**A Process for Change?**



# Blueprint for Excellence

The path to operational excellence is deceptively simple; establish the right direction, utilize effective tools, create the right mindsets, and you're on your way to double digit improvement. While this may seem like common sense, it's not common practice. What is common are managers looking for a shortcut; a way to win the prize without the journey. This approach is simply the fastrack to the flavor of the month.

While there are no shortcuts to operational excellence, there is a proven approach that produces exceptional results in virtually every type and size of organization. We call this approach the Blueprint for Excellence, it has six parts.

1. Create the change environment
2. Apply breakthrough methodologies
3. Build a foundation of teamwork, customer focus, and process improvement
4. Develop master level change agents
5. Grow star leaders and managers
6. Create and execute winning strategies

Leaders who effectively use this approach stand out from their peers. Knowing they need more than buy-in from employees, these star leaders create want-to; and as a result, produce double-digit improvements in productivity, quality, lead time, inventory, sales, and profit year over year.

While there are certainly some who have the skills and determination to lead this journey on their own, most wise leaders understand the power of teaming with a trusted partner who has walked the path before. When you choose us, you get a team of proven and experienced change leaders who are unconditionally committed to your success. This is not a transactional or contractual relationship, it's a partnership where we bring everything we have to help you achieve everything you desire...and more.

Call Shannon to take the first step on the path to operational excellence.

Steve Lage  
President, Lean Partners



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*Lean Partners understand how to lead; this is what sets them apart from other lean experts. The internal skepticism about lean that existed at the beginning of our journey has disappeared because Lean Partners inspire 'A-ha' moments and delivers sustainable results. The Tapemark team and I have a tremendous amount of respect for Lean Partners because of the value they have provided."*

**Andy Rensink, President  
Tapemark**

*"One can never consent to creep when*

## The Financial Impact

METRIC	2002	2006	
Sales	\$100,000,000	\$150,000,000	Annual sales increase of 15-20%
Cost of Goods Sold	\$70,000,000	\$95,000,000	Direct labor productivity increase of 20%
Gross Margin	\$30,000,000	\$55,000,000	Indirect productivity increase of 20%
SG&A	\$15,000,000	\$15,000,000	
EBIT	\$15,000,000	\$40,000,000	
Capital Charge @12%	\$3,960,000	\$2,100,000	Annual inventory reduction of 25%
Tax	\$5,250,000	\$14,000,000	
Net Earnings	\$5,790,000	\$23,900,000	

What do you want to achieve?

*one has the responsibility to SOAR."*



## Actual Results Achieved

- Labor Productivity Increase 20-30% per year
- Sales Growth 20-30% per year
- Defect Reduction 50% per year
- Inventory Reduction 30-50% per year
- Lead Time Reduction 30-50% per year
- Floor Space Reduction 25-30% per year
- On Time Delivery Performance > 99%

## Industries

- Manufacturing
- Healthcare
- Printing
- Retail
- Service
- Design
- Construction

*“Lean Partners take what sounds good in a presentation and makes it applicable for our specific needs. They make sure we will be able to sustain improvements to get the results we want. They do what they say they will do. They walk the talk.”*

Michael Murphy, President  
Japs-Olson Company

# Lasting Value

Leaders tell us the greatest value a lean journey provides their organization is something that's impossible to measure - the profound impact it has on its people. Throughout a lean journey, people learn to solve problems they thought unsolvable, achieve results they thought unattainable, and learn more than they ever imagined.

This change in thinking, combined with a host of new skills, creates intellectual capital, a differentiator that is nearly impossible for competitors to duplicate. Therefore, the lasting value is cultural - the creation of an organization that has a unique and powerful way of continuously reinventing itself. Change just becomes part of the job. It becomes normal.

## *Cultural Change*



*“We view Lean Partners as an extension of our team, not an outsider. As a result, we built a partnership and a lean plan that works for Braas.”*

Tim Bloudek, Quality Manager  
Braas Company

# Are you ready ...



- to thrive in this changing environment?
- to dramatically improve bottom-line business performance?
- to create an organization capable of double-digit improvement year after year?
- to change your organization's culture?
- to begin your journey?

Proven business leaders tell us there is no “right time” to start a lean journey. We're ready to help you understand the impact that lean can have on your business.

## This is the right time.

*“The longest part of the journey is said to be the passing of the gate.”*

Marcus Terentius Varro



# What To Expect From Texas Lean Partners

## Lean Partners

You're the experts in your business; we're the experts in change. As your partner, we will bring the knowledge of lean and the experience of business transformation to get the results you want. Together, we will engage and empower your people, facilitate change, and help you manage the fear and resistance that often accompanies it.



## Practical Solutions

We deal with the issues that others won't, whether that's customizing lean tools and approaches, resolving conflict between managers, or changing deeply rooted cultural behaviors. We recognize and articulate issues that impede progress and work with you to devise practical and effective solutions that work for you.



## Sustainable Results

We recognize that real, sustained change doesn't happen overnight - it's a continuous journey that requires vision, persistence, and transforming the way people think.

Texas Lean Partners will provide you with what you need to sustain change by teaching you tools and practical approaches to deal with apathy, entitlement, complacency, and other behaviors that enable the status quo.





**For more information or to schedule a complimentary  
business assessment, contact:**

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