

STONY BROOK UNIVERSITY

Corporate Education and Training

AT THE CENTER FOR EMERGING TECHNOLOGIES

Lean Certification Program

Certified Lean Practitioner

Certified Lean Master



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The Challenges

- **Technology & Products Evolve**
- Consider the advances in technology that manufacturers have seen over the last 25 years
 - Automotive
 - Aerospace
 - Electronics
 - Consumer Goods
- Companies that were around 25 years ago don't manufacture the same products any longer



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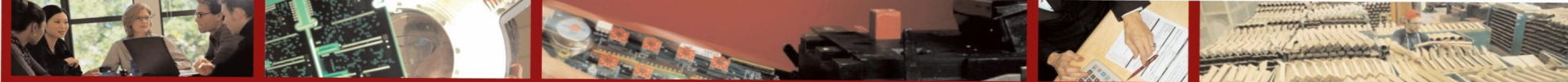
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The Challenges

Shouldn't the Way We Produce Products Evolve As Well?

Companies that were around 25 years ago still probably do similar if not the same

- Manufacturing Processes
- Purchasing Practices
- Sales Processes
- Accounting Practices
- Engineering release & documentation control



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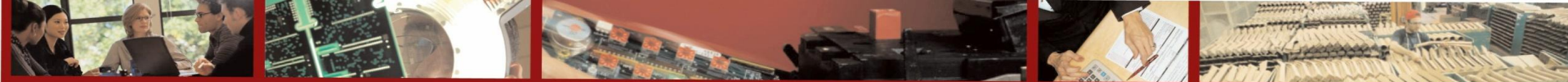
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The Challenges

- World Class Business Requires Excellent Customer Satisfaction
 - Price
 - Quality
 - Flexibility
- Flexibility or Speed is what separates you from your competition

**This is why Continuous Improvement strategies
are adopted**



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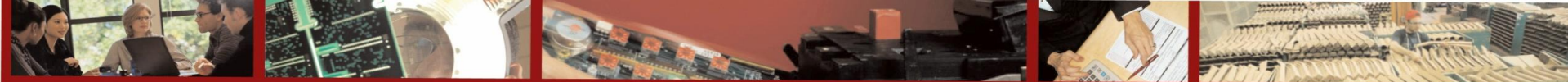
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Adopting Lean

- Lean is not a “one-time” program
- Lean Requires SERIOUS commitment

**Most initiatives will come to a screeching halt within
two years**



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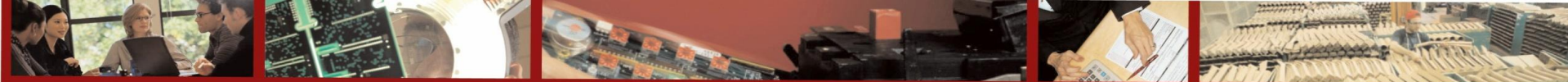
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The Program

Certified Lean Practitioner (CLP)
& Certified Lean Master (CLM)

Provides a systematic roadmap

Looks for both Approach & Results



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The Continuous Improvement Roadmap



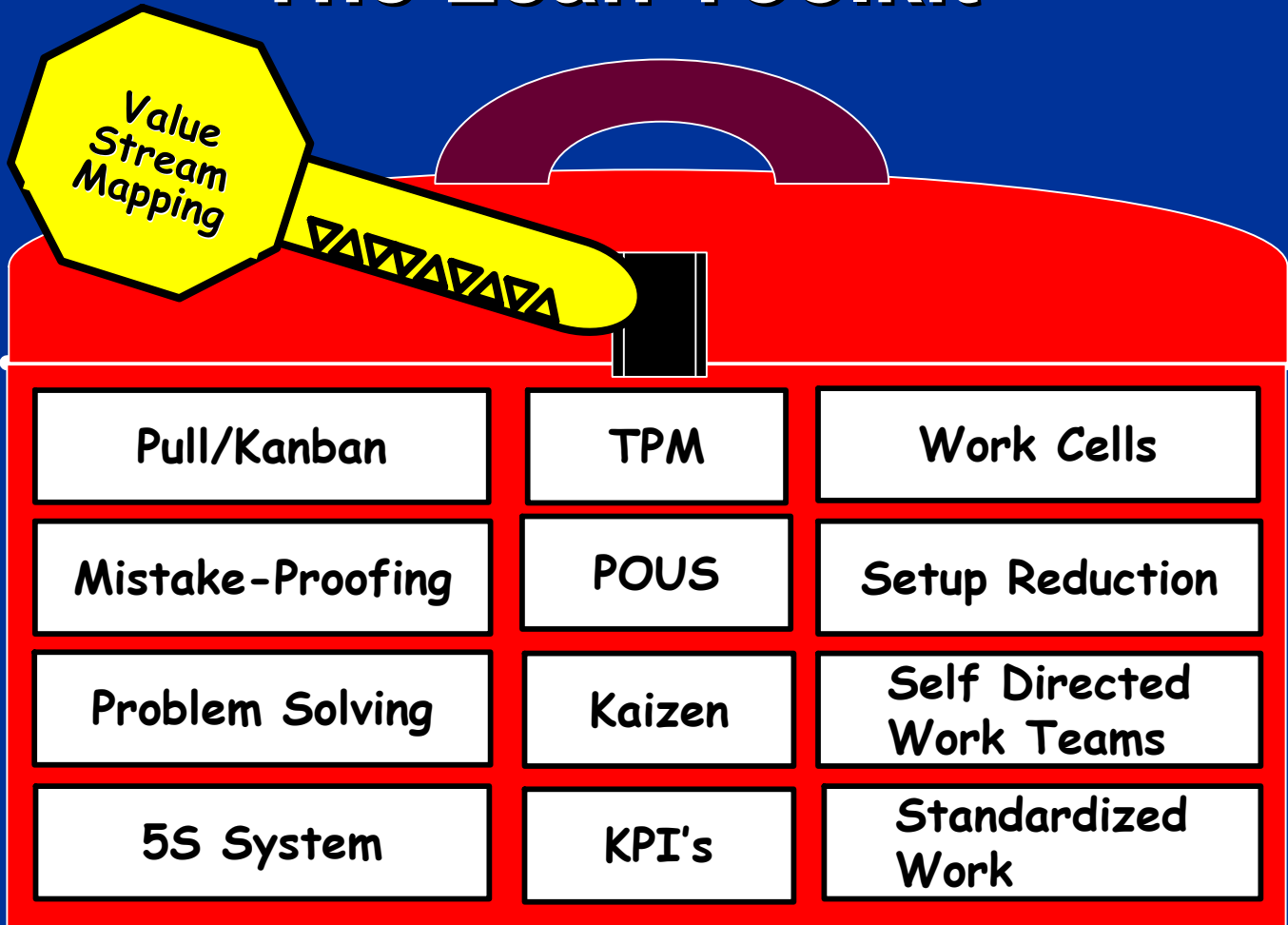


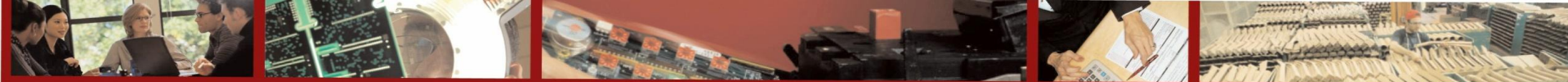
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The Lean Toolkit





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Why CLP & CLM

- Focus is both Strategic and Tactical
- Approach is Not Prescriptive
- Systems focus
- Results oriented



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The CLP Program

- CLP will look for control of a contained area or department
- Participants will be required to show
 - Approaches adopted
 - Issues
 - Action Plans
 - Anticipated Results
 - Timelines



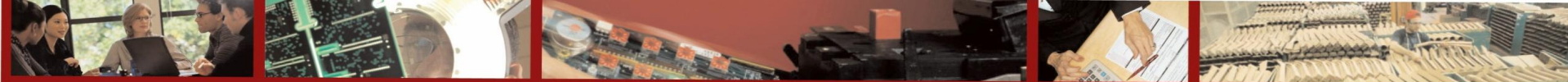
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The CLP Program

- CLP candidates typically are new to the strategies of lean
- Have had limited exposure or formal training
- Controlling enterprise-wide or even supply chain wide initiatives is not yet practical



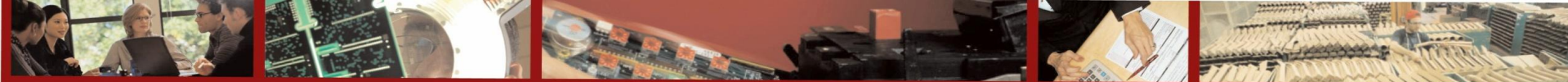
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The CLM Program

- CLM will look for control of an enterprise wide initiative
 - May entail supply chain
- Participants will be required to show
 - Product Groups & Associated Value Stream Maps
 - Issues & Goals
 - Linkage to organizational objectives
 - Action Plans and Approach
 - Sustainability Plans
 - Anticipated Results
 - Timelines



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The CLM Program

- CLM candidates have had formal training and exposure to the application of lean
- Controlling enterprise wide systems is practical
- May be ready to extend lean initiatives through supply chain



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How to Choose

- Process Maturity is the key evaluation factor

Factor	0-5%	10-25%	30-45%	50-65%	70-85%	90-100%
Approach	No systematic approach to Item requirements is evident; information is anecdotal	The beginning of a systematic approach to the basic requirements of the Item, is evident	An effective, systematic approach, responsive to the basic requirements of the Item, is evident	An effective, systematic approach, responsive to the overall requirements of the Item, is evident	An effective, systematic approach, responsive to the multiple requirements of the Item, is evident	An effective, systematic approach, fully responsive to the multiple requirements of the Item, is evident
Deployment	Little or no deployment of any systematic approach is evident	The approach is in the early stages of deployment in most areas or work units, inhibiting progress in achieving the basic requirements of the Item	The approach is deployed, although some areas or work units are in the early stages of deployment	The approach is well deployed, although deployment may vary in some areas or work units	The approach is well deployed with no significant gaps	The approach is fully deployed without significant weaknesses or gaps in any areas or work units
Learning	An improvement orientation is not evident; improvement is achieved through reacting to problems	Early stages of a transition from reacting to problems to a general improvement orientation are evident	The beginning of a systematic approach to evaluation and improvement of key processes is evident	A fact-based, systematic evaluation and improvement process and some organizational learning are in place for improving the efficiency and effectiveness of key processes	Fact-based, systematic evaluation and improvement and organizational learning are key management tools; there is clear evidence of refinement and innovation as a result of organizational-level analysis and sharing	Fact-based, systematic evaluation and improvement and organizational learning are key organization-wide tools; refinement and innovation, backed by analysis and sharing, are evident throughout the organization
Integration	No organizational alignment is evident; individual areas or work units operate independently	The approach is aligned with other areas or work units largely through joint problem solving	The approach is in early stages of alignment with your basic organizational needs identified in response to the Organizational Profile and other	The approach is aligned with your organizational needs identified in response to the Organizational Profile and other	The approach is integrated with your organizational needs identified in response to the Organizational Profile and other	The approach is well integrated with your organizational needs identified in response to the Organizational Profile and other



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The Stony Brook Team

- Industry professionals
- Academic professionals
- Experience in a wide variety of industry
- All around great guys!



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Lead Instructors

Dr Satya Sharma

- Faculty member of the Dept of Mechanical Engineering at Stony Brook
- Executive director of the Center for Excellence in Wireless & Information Technology
- Lead organizational transformations at numerous Fortune 500 organizations including AT&T & Symbol Technologies
- Two time Shingo Prize Awardee
- Deming Award Winner



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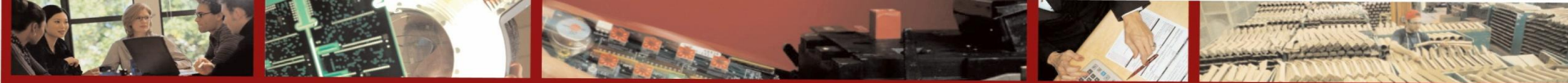
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Lead Instructors

John Boyko

- Managing Partner of Summit Business Solutions, Inc. & President of APICS NY Metro Chapter
- Led numerous organizational transformations
- NIST Lean Program Development Committee
- Appointed by Dept of Commerce to Board of Examiners for Malcolm Baldrige National Quality Award



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What Can You Expect?



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Typical Results of Lean

Manufacturing

- 25% reduction in Manufacturing lead time
- 35% reduction in WIP Levels

Service

- 80% increase in First Call Resolution

Health Care

- 40% reduction in Operating Room Setup Time
- 65% reduction in Patient Admitting Process Time

Warehousing

- 70% reduction in Overtime for Distributions Center

What would results like these do to your bottom line?