



Dear Client,

The reality of business today is companies that are more efficient than their competitors in providing customers with high-quality goods and services will thrive. Companies that are less efficient than their competitors will perish. Lean is an operational philosophy used to achieve continual gains in productivity while satisfying customers expectations for quality and prompt delivery. The key principle of lean is that waste is the underlying driver of inefficiency. By identifying and eliminating waste, companies can reduce their costs, secure profits and meet customers expectations . . . surviving today's difficult climate.

Why Consider a Lean Implementation?

- Change is crucial for a company to remain competitive
- Companies today are in an increasingly competitive international market
- Customers demand 100% quality, delivery, and lowest total cost
- Customers want decreased prices every year
- Current structure and system prevents you from reaching your goals despite the fact that everyone works hard
- The purpose is to not have people work harder, but to have people work smarter
- If you do not meet your customers expectations, your customers will buy from someone who can

Common Misconceptions About Lean:

- Lean is good for manufacturing only
- Lean is really about Japanese culture, so it only works in Japan
- Lean is something you can implement in an afternoon
- Lean principles won't work here because we are different
- Lean principles are expensive to implement
- Lean environments require everyone to work harder
- Lean is just common sense
- Lean is a fad
- Lean is for automotive companies

Where to Begin Your Lean Journey

Moving your organization to a lean environment can be confusing and difficult to begin. The first step in moving to a lean environment is to identify waste from the customer perspective and then determine how



True North

Improving the financial results and operational performance of our clients by eliminating waste in all business processes and creating a culture to support sustainable results.

Quote of the Month

"Insanity: doing the same thing over and over and expecting different results."

--Albert Einstein



The Competitive Edge

Exceeda Consulting, Inc., we are professional and experienced business consultants serving small and mid-size companies. We develop and implement solutions that guide the continuous profitable growth of our clients.

Your competitive edge is linked to your ability to rapidly deploy business solutions. Using our innovative systems and proven methodologies this goal will be achieved in

to eliminate it. Customers are no longer willing to pay for activities that do not add value.

The best way to begin your road to lean is to identify waste through a lean assessment. Our unique 15-point lean assessment can clearly identify waste in your organization and put together a road map for removing that waste from your processes.

How We Can Help!

We can identify the correct lean tools and techniques to fit your business needs and directly link them to the strategic objectives of your business.

We have performed lean assessments and implementations at diverse businesses and industries, and across various departments with great success. Through a reasonably priced on-site lean assessment, we can provide you with a roadmap to begin your lean journey and ultimately reduce your costs, satisfy your customers increasing demands and improve quality of your product.



an environment that stresses teamwork and makes cooperation an essential element in the work environment. With over 20 years of experience and an extensive list of capabilities Exceeda Consulting is uniquely qualified to meet your business needs and give your company the competitive edge.

We invite you to discover how Exceeda Consulting can help you realize your company's greatest potential.

Visit Us On The Web



Please contact us to see how we can help your organization!

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