



Join Forces to

**INCREASE THE VALUE OF YOUR BUSINESS
BY
INCREASING THE BOTTOM LINE
AND
DECREASING THE RISK**

THE PROCESS TO INCREASE THE VALUE OF YOUR BUSINESS

1. Determine the current fair market value of your business at the beginning of the mandate.
2. Use Lean to build a plan to increase profits and decrease risks (1 week).
3. Implement the plan (2 to 3 months).
4. Determine the fair market value of your business after the implementation of the plan to determine the increase in value of your business

THE COST

Although every mandate is different, based on our past experience, our clients will recuperate their investment in our process, with a reduction of their operating costs within a couple months.

Our process will also increase the value of your business.

THE TEAM

LEAN ADVISORS, INC.

Lean Advisors, Inc is one of the most respected Lean consulting groups in North America. Lean Advisors Inc., founded over 10 years ago and based in North America, has built a team of senior consultants with hands-on experience in a variety of sectors. In addition to their work with industry, the company has led the way to successful Lean practice in fields such as Healthcare, Education, and Government.

We use Lean to enable our clients to reach their maximum potential in cost, quality and service. The concepts of Lean are adaptable and effective to any organization and transforms the companies both technically and culturally while assisting the leadership in understanding the potential of their company which is critical for executing future business decisions.

Unlike the typical Lean method shop, we are a full service consultancy with deep expertise in Manufacturing, Healthcare, Education, Food, Office/Administration and Government Services.

Our people are senior consultants who are passionate about Lean transformation. Their mastery of Lean and Kaizen methods combined with hands-on industry experience has prepared them for tough 'real world' issues such as resistance, outside perceptions, conflicting agendas, and the need for senior management support.

Our Lean consultants got their start in the fields they now serve: Healthcare, Education, Government Services, Food and Manufacturing. For them, Lean is all about helping leadership and staff bring real change to their workplaces. We are not general management consultants or accountants; we are Lean implementation specialists. Our Senior Advisors have prior experiences in strategic planning through their roles as managers and directors of major corporations.

For more information, you can visit our website at www.leanadvisors.com.

SME BUSINESS APPRAISERS INC.

Since 1999, the experts at SME Business Appraisers Inc have determined the fair market value of more than 700 small and medium size enterprises. We serve our clients equally in English and French. Small and medium size enterprises (SMEs) are our specialty, and we have developed services tailored to the needs of that market.

Experts at SME Business Appraisers will provide the current value of the business and calculate the value after the implementation of the Lean plan. You will then be able to measure the impact of the Lean plan on your bottom line and on the value of your business.

For more information, you can visit our website at www.smebusinessappraisers.ca.

THE LEAN APPROACH

WHY LEAN – THE APPROACH IS CRITICAL

Most companies have more waste activities than value. Removing the waste properly can add over 50% improvements in cost, quality and speed – resulting in their business becoming more valuable in a short period of time.

Lean is a strategy and way of thinking that creates more value for clients by eliminating activities that are considered waste. Any activity or process that consumes resources, adds cost or time without creating value becomes a target for elimination. Lean focuses on the client and what the client feels is 'value'.

For owners or potential buyers of companies, it is imperative to understand the current value and the historical performance of the business. The other critical element is to understand the company's potential not only from financial records and forecasts, but also the potential from the improvements to the existing operations. Combining due diligence and operational assessment the owners and buyers/investors will have a complete picture of the company and be able to put a more accurate dollar value to the company in the future. The operational assessment uses all the 'real' information used in processing the services or products of a company and uncovers the value and non-value (strengths and weaknesses) throughout the organization. With this information, we can then develop the 'Future State' or potential state of the company which allows those interested in the company to place an accurate value on the operations using both the due diligence and operational assessment-taking the guess work out of valuing a company.

Our approach is to focus on entire end-to-end 'system-level' improvements (as opposed to 'point improvements'). In order for a process to reach its full potential, it is important to initially understand what is happening from a system perspective (end-to-end). We must transform the selected Value Stream(s) - from request of the product/service to the actual delivery of that service. Not focusing on the end-to-end process will result in only 'point improvements' and create what we call 'Exciting Chaos'. This 'Exciting Chaos' will inhibit the process from reaching its potential and could ultimately undermine the success of the organization. With our innovative methodology, we eliminate the risk of obtaining only minimal results and ensure your success both culturally and technically.

All aspects of the operation will be evaluated including, visual controls, scheduling methods, supply chain internally and externally, inventory (raw and WIP), general appearance of facility (safety, 5S, signage), flows (office to floor to customers), quality, equipment maintenance/availability, and of course ratio of value to non-value activities with focus on cost, and speed of response.

In addition to increasing the bottom line, the Lean Assessment also helps to understand the business risks by determining the improvements that can be made to the structure/organization and the amount of difficulties that may occur when transferring of the business.

THE LEAN ASSESSMENT AND PLANNING – (4 TO 5 DAYS)

We will use a critical and effective tool called Enterprise Value Stream Mapping™(EVSM). EVSM is a lean technique that provides end-to-end 'systems' perspective for analysis and coordinated improvement. EVSM provides a roadmap and shared vision, and an actionable plan.

A value stream is the set of all activities, from request to delivery, used to provide a product or service to clients. Understanding and improving processes as integrated end-to-end systems is fundamental to real and sustainable improvement.

Enterprise Value Stream Mapping takes into account the entire Value Stream from customer order (all the information, communication and documentation flows) through to delivery of the product or service. This tool provides us with the complete picture of the Enterprise and allows us to design a more effective Future State Implementation Plan. With an understanding of the Information/Communication flows and how they are connected (and/or overlap) to the scheduling on the floor and the customer's processes, our clients are able to make total 'system' transformations as opposed to 'point' improvements. It also gives an accurate calculation of the true Customer Lead Time.

Enterprise Value Stream Mapping takes the complexity of your organization and transforms it into a simple visual document.

Day 1: Value Stream Mapping – draw the Current State – end-to-end process(es).

Day 2: Continue mapping current state and begin analysis of value/non value activities, quality issues and key measures.

Day 3: Complete the Analysis – Begin drafting the future state vision and Future State map based on analysis of the current state.

Day 4: Complete the Future State (FS) map and FS Implementation Plan detailing the changes, sequence of changes, the impact of making the changes (cost, quality and speed of service) and the equipment and IT requirements.

IMPLEMENTATION PHASE – KAIZEN EVENTS – 2 TO 3 MONTHS (IF REQUIRED BY THE CLIENT)

Kaizen, Japanese for “improvement for the better”, is at the core of Lean, both practically and culturally. Kaizen events are structured sessions where workers build action plans to correct deficiencies, identified previously in the Future State Implementation Plan.

Kaizen is a critical tool supporting companies and organizations in their ongoing improvement activities as identified through Enterprise Value Stream Mapping. It is critical for companies to use Kaizen as part of this system level approach to improvement. The Future State Implementation Plan is based on Lean Principles

supporting key company objectives.

Through the use of Kaizen Events, companies improve their 'end-to-end' process through the introduction of Flow and Pull to improve Lead-time, bottom line, process flexibility and Customer Responsiveness.

Contact us – Build Value Now!

Lean Advisors, Inc and SME Business Appraisers Inc.

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Lean Advisors