

Keynote Presentation – One Hour

Why Go Beyond Lean Six Sigma and the Balanced Scorecard?

Forrest W. Breyfogle III
Smarter Solutions, Inc.
www.SmarterSolutions.com
Forrest@SmarterSolutions.com
512-918-0280

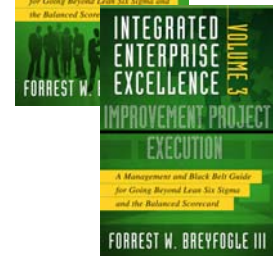
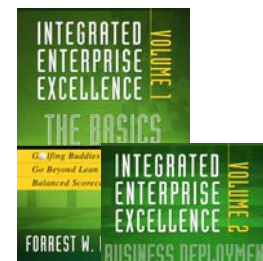
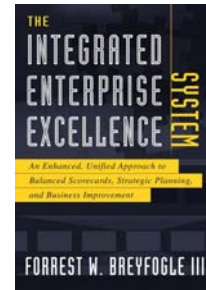
Often organizations, which have implemented Six Sigma and Lean, find that their organizations are still:

- fighting the problems of the day, like they did before their Lean Six Sigma implementation
- having problems “finding the money” at the enterprise level, which was reported as project savings
- having trouble finding and completing meaningful projects that truly impact the overall business
- not measuring the right things right at the enterprise level
- having problems meeting the company’s strategic business objectives
- not having process owners who not only request projects but also drive for timely project completion
- not building on lessons learned from other Lean Six Sigma deployments

This presentation describes a measurement and improvement strategy that addresses all these issues and can take organizations to their next level.

To compete in today’s marketplace, employees must be aligned and working on what is valued by their customers. Organizations need to have a system that replaces firefighting activities with fire prevention. In today’s economy, business’s **Existence** (and **Excellence**) depends on **More Customers and Cash**; i.e., $E=MC^2$. Organizations need to create an enterprise where everyone’s activity is aligned and driven toward effectively achieving MC^2 .

Measurements drive activities; however, many measurements do not drive the most **effective** activity. Described is a statistically-based measurement methodology that tracks an organization as an enterprise of interconnecting processes of supplier-customer relationships, which pulls for the creation of Lean Six Sigma improvement projects that are in direct alignment with business needs.



Forewords by
Chris Galvin, past-CEO Motorola
Scott Dickman, CEO Oracle Pkg.
Matt Spinolo, CEO Primacy

Forrest W. Breyfogle III is CEO, president, and founder of Smarter Solutions Inc. (www.smartersolutions.com), which was founded in 1992.

Mr. Breyfogle has conducted many Lean Six Sigma workshops, consulted, and given many presentations throughout the world, including interviews on CNBC *Power Lunch* and CNNfn *MarketCall*. Mr. Breyfogle is the author or co-author of eleven books on Lean Six Sigma methods, including *Implementing Six Sigma*, which is a primary body of knowledge reference for ASQ’s Black Belt certification examination, and has won the prestigious ASQ Crosby Medal in 2004. Mr. Breyfogle was the Six Sigma subject matter expert for APQC’s 2001 Six Sigma benchmark study. Mr. Breyfogle’s four new books/volumes provide the roadmap for going beyond Lean Six Sigma and the Balanced Scorecard. Mr. Breyfogle is an ASQ fellow.

