



# 30,000-foot-level Performance Reporting Applications

By Forrest W. Breyfogle III

Predictive measurement statements can be created using the methodologies described in [30,000-foot-level Reports with Predictive Measurements](#). Organizations can benefit from this enhanced measurement technique. For example, when this charting technique is used in business management scorecards, transactional and manufacturing organizations from all industries can better understand their processes. With this understanding, businesses, non-profits, and governmental organizations can make improvements that positively impact the enterprise as a whole.

Applications of this predictive metric technique include:

- 30,000-foot-level metric reporting can be linked with functional processes throughout a business using an [Integrated Enterprise Excellence \(IEE\) value chain](#)<sup>1</sup>. An IEE value chain can have automatic predictive scorecard metrics updates using [Enterprise Performance Reporting System \(EPRS\) software](#).
- The business as a whole can readily be analyzed, using the techniques described in [Integrated Enterprise Excellence, Volume II - Business Deployment: A Leader's Guide for Going Beyond Lean Six Sigma and the Balanced Scorecard](#), Forrest W. Breyfogle III, Bridgeway Books/Citius Publishing, 2008 to determine where improvement projects should focus so that these efforts positively impact the enterprise's 30,000-foot-level metrics that provide the most benefit.
- 30,000-foot-level metrics improvement needs can "pull" for the creation of a [Lean Six Sigma improvement project](#). The Lean Six Sigma project execution roadmap for executing projects is described in:
  - [Integrated Enterprise Excellence Volume III - Improvement Project Execution: A Management and Black Belt Guide for Going Beyond Lean Six Sigma and the Balanced Scorecard](#), Forrest W. Breyfogle III, Citius Publishing, 2008.
  - [Lean Six Sigma Project Execution Guide: The Integrated Enterprise Excellence \(IEE\) Process Improvement Project Roadmap](#), Forrest W. Breyfogle III, Citius Publishing, 2010.
  - [Lean Six Sigma Black Belt, Green Belt, and Master Black Belt training](#), which references *IEE Volume III* and the *Lean Six Sigma Project Execution Guide* throughout the training. Attendees can later reference and coach others using these publications long after the training.
- The demonstration and quantification of process improvement from a Lean Six Sigma project is the transition of its 30,000-foot-level baseline metric to an enhanced level of performance that is quantifiable. (For a more detailed explanation see: [30,000-foot-level Chart Quantifies Process Improvement](#))
- 30,000-foot-level charting for all forms of data are described in Chapters 12 and 13 of [Integrated Enterprise Excellence Volume III - Improvement Project Execution: A Management and Black Belt Guide for Going Beyond Lean Six Sigma and the Balanced Scorecard](#), Forrest W. Breyfogle III, Bridgeway Books/Citius Publishing, 2008. i.e.,
  - continuous single sample subgroup data, with and without specifications
  - continuous multiple sample subgroup data, with and without specifications

- attribute pass/fail data
- attribute pass/fail data with infrequent failures
- attribute count data

About the Author  
Forrest Breyfogle, III  
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In a professional career spanning over a quarter century, Forrest Breyfogle has established himself as a leading edge thinker, a prolific author, an innovative consultant, a world-class educator, and a successful business executive. His work is documented in eleven books and over ninety articles on the topic of quality improvement.

A professional engineer, Forrest is also a member of the board of advisors for the University of Texas Center for Performance Excellence. He is the founder and CEO of Smarter Solutions, Inc., an Austin, Texas based consulting firm offering business measurement and improvement consultation and education to a distinguished list of clients worldwide, including BAMA, CIGNA, Dell, HP, IBM, Oracle Packaging, Sherwin Williams, Cameron, TIMET, and TATA. He served his country on active

duty in the US Army for 2 years, and has played an active leadership role in professional and educational organizations. Forrest received the prestigious Crosby Medal from the American Society for Quality (ASQ) in 2004 for his book, *Implementing Six Sigma* (second edition). This award is presented annually by the American Society for Quality to the individual who has authored a distinguished book contributing significantly to the extension of the philosophy and application of the principles, methods, or techniques of quality management. Mr. Breyfogle was named Quality Professional of the Year for 2011 by Quality Magazine and in 2012 was awarded alumni of the year by Missouri University of Science and Technology.

He is a widely recognized authority in the field of management improvement and is a frequent speaker before professional associations and businesses. His earlier work in the field of management science has been widely acclaimed. A previous book, *Implementing Six Sigma*, sold over 40,000 copies and still ranks among the top Amazon books in Applied Mathematics/Engineering Statistics and Industrial Engineering /Quality Control.

He founded Smarter Solutions in 1992 after a 24-year career at IBM. The associates of Smarter Solutions specialize in helping companies throughout the world improve their bottom line and customer satisfaction through the implementation of techniques that are beyond traditional Lean Six Sigma and the balanced scorecard methodologies. His latest and most extensive work has been in the documentation of a new system of enterprise management, the Integrated Enterprise Excellence (IEE) system, in a series of four books. IEE provides a detailed roadmap that builds on and integrates the best practices of earlier disciplines like Six Sigma, Lean, TQM, PDCA, DOE, and TPS combined with innovative analytical tools to produce improvements at the highest level of an enterprise.

In addition to assisting hundreds of major clients in the wise implementation of improvement systems worldwide, Forrest has also developed over 300 hours of classroom instruction used to train executives, managers, and Black Belt practitioners to plan for, implement, and manage IEE systems. He also leads formal seminars and workshops worldwide.

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