



How do World Class market leaders achieve annual compound growth rates (CAGR) of as much as 50% or more in sales, increasing market share and bottom-line profitability?

The answer is Enterprise Excellence (**E²**), a suite of the most globally successful, widely used business management systems to help service and manufacturing organizations achieve their short and long range corporate objectives and outperform the competition.

Established in 1998, Simpson & Associates is a synergistic team of quality, operations and marketing professionals. We are not textbook academics but hands-on walk-the-talk executive managers who have used the actual skills and methodologies we offer our clients in implementing highly successful global initiatives.

Simpson & Associates consulting services are highly effective yielding an average 8:1 ROI for our clients and resulting in more than 80% of our clients retaining our services again.

We service an international market including North America the Far East, Europe and the Mid East. No company is too small or too large for our organization and every client is important to us. Our clients range from companies with less than 20 employees to Fortune 500 corporations and federal agencies.

Some of our better known clients include:

BAE	KPMG Financial	Tyco Electronics
Boeing	L-3 Communications	Tyco Healthcare
Ford	Lockheed Martin	United Technologies
GE	Microline/Pentax	U.S. Army
GM	Sarnoff Labs	U.S. Coastguard
Harvard Bioscience	Stanley	U.S. Dept. of
ITT Cannon	Thomas & Betts	Homeland Security

For Massachusetts companies, grant funding may be available through the DET Workforce Training Fund (WTF) program, that reimburses them partially or in full for the cost of our services.

The Simpson & Associates Difference

Simpson & Associates **E²** is a suite of the most globally successful, widely used, business management systems to help companies achieve their primary goal of maximizing profitability by focusing on **Quality, Productivity** and **Market Share**. The primary **E²** management systems are:

Six Sigma • Lean Enterprise • Hoshin Planning

Six Sigma **Quality** management contributes to increased profitability by targeting 3 defects per million opportunities (DPMO) quality levels that reduce inspection, error, rework, scrap and warranty costs.

Productivity tools include Lean Enterprise and Industry/Government standards. Lean achieves double-digit gains in productivity by reducing the 7 wastes defined as:

Defects - Overproduction - Waiting - Motion - Transportation - Inventory - Processing

Examples of actual Lean results:

- 78% finished goods defect reduction
- 74% savings on inventory
- 70% reduction in setup times
- 60% reduction in suppliers rejects
- 50% reduction in mfg. cycle time
- 45% square footage reduction
- 40% increase in on-time-delivery
- 36% reduction in WIP inventory
- 30% increase in machine uptime

Source: IBM & PeopleSoft, September 2003 and SME Seminar, February 2004

Industry & government standards increase **Quality & Productivity** by instituting systematic procedural, record keeping and safety standards.

The most typical performance gains are:

- Increased sales to new customers and higher retention of current customers
- An average 5% improvement in operating margins
- Reduced processing errors by using consistent repeatable procedures
- The records database eliminates or reduces re-correction of problems
- Increased quality and/or safety awareness reduces reoccurrence of problems
- Consistency of how tasks are performed and recorded helps orient new employees faster and reduces misunderstandings with customers

Hoshin Planning is the #1 **Market Share** growth planning system that combines cross functional strategic/tactical planning, deployment, management and tracking that global market leaders use to leverage their core competencies and achieve sustained double-digit compound annual growth rates (CAGR). Virtually all Malcolm Baldrige award winners use the Hoshin Planning process.

E² Skills & Certifications

-Six Sigma-

- Statistical Process Control
- Design For Six Sigma
- Design Of Experiments
- Root Cause Analysis
- Failure Mode Effect Analysis
- DMAIC/DMADV
- Piece Part Approval Process
- Quality Function Deployment
- Black Belt Certification
- Green Belt Certification

-Lean Enterprise-

- 5S
- Value Stream Mapping
- Kanban/One Piece Flow
- Kaizen/TOPS
- Cellular Manufacturing
- Standardized Work
- Theory of Constraints
- Visual Factory
- Poka-Yoke (Error Proofing)
- Quick Changeover
- Total Productive Management
- Lean Black Belt Certification

-Industry and Government Standards-

- ISO 9001:2008 (Primary ISO Certification)
- ISO 13485 (Medical Devices)
- ISO 15378 (Packaging materials for medicinal products)
- AS9100 (Aerospace)
- TS16949 (Automotive)
- ISO 17025 (Testing & Calibration Laboratories)
- ISO 14001 (Environmental)
- FDA Article 21 (Good Manufacturing Practices) Part 820 Medical Devices & Part 110 Food
- ServSafe Food Safety® and ServSafe Alcohol®
- OSHA 1910 (Hazardous & Toxic Substances)

-Hoshin Planning-

- Strategic/Tactical Planning
- Risk Assessment
- Tactical Deployment Planning
- Plan Management
- Digital Dashboard
- Team Oriented Problem Solving
- Business Continuity Mgmt
- Supply Chain Management

Don't hope for success...plan for it!

We help you determine:

What to make

Where to make it

How to improve quality

How to increase productivity

How to increase sales & profit

What, where and how to market

How to deploy strategies & tactics

How to manage & track the results

To learn more, contact:

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