

# Lean Leadership Coach is a Lean Training, Consulting & Coaching Business

Lean Leadership **COACH** is a leading expert in Lean Business Improvement, Six Sigma, Service Excellence, Change Management and High Performance Leadership.

We fuse the best practice thinking, tools, techniques and leadership principles from world class Lean companies, with the mindset, inspiration and teamwork of high performance sports teams, to improve Business performance and pursue the goal of continuous improvement and innovation.

We help you create improvements in Safety, Quality, Cost, Delivery & People that positively impact sales, productivity, profits, lead-time reduction, cash-flow, customer service and employee satisfaction.

We help you 'GET FIT FOR BUSINESS' and achieve more value, more sales, more profit, for less effort, cost, risk and time...



Andy Goddard  
CEO & Founder

## What we do?

- ✓ With a People and Customer focus, we work with you to understand your business problems, processes and priorities, set goals for improvement and problem solve the 'performance gap' between **where you are now** to **where you want to be**
- ✓ We develop the skills, confidence and capabilities of your Leaders and working together, help you build a team culture for service excellence, continuous improvement and sustainable profitable growth.
- ✓ We act as catalysts for accelerated change and help challenge and shift paradigms to 'think and see differently'. We develop an aligned strategic road-map for improvement and develop your knowledge to improve processes and lead change as a Lean Leader.
- ✓ We also help you run business diagnostics, facilitate 'team based' rapid improvement events, create quick wins, as well as coach, mentor and support you with what you need to succeed.

*'Our purpose is to train you, help you understand the principles, make them usable for your business and apply them as a team to make work easier, simpler & more profitable'*

## Our Coaches

- ✓ Our coaches are experienced, passionate, high calibre and dedicated towards helping leaders achieve improved performance and competitive advantage. We teach Business Leaders the tools to expose 'non value add' at a macro level, and engage and support people to eliminate waste at a micro level, because it starts with Leadership, and it starts with YOU.
- ✓ Frontline teams are the 'real experts' and the key to leveraged and sustained improvement. In our training and workshops we involve and empower teams to improve processes and make work safer, easier, simpler and generate savings in time, money and energy with a true kaizen spirit.

*'We don't come with solutions, we bring a problem solving approach, questions to make you think, give you lean eyes for improvement, a great attitude and solid results'*

**Lean Leadership**  
**COACH**  
TRAIN - COACH - SUPPORT - LEAD - ENGAGE - INSPIRE

We specialise in Lean Leadership Development, Strategic Alignment, Process & Productivity Improvements, People Engagement, Six Sigma, Customer Excellence, Business Assessments, Facilitated Workshops, Team Building, Cultural Change and Online Training & Support

# We develop Leaders to lead Continuous Improvement



*"Great Leadership is at the core of every great Sports team and Business, as well as a great coach to guide success..."*

## Lean Leadership

- ✓ We develop leaders in our flagship Lean Leadership Academy. We teach you the Lean principles, concepts and tools and how to support, lead and sustain continuous improvement.
- ✓ Our training equips leaders with the 'above the line' tools to expose waste and improve processes, but also develops the strategic 'below the line' elements for building a 'Lean Business System' and team for long term success.

## Coach

- ✓ As Lean coaches we are independent and unbiased. We see the things you may not see and expand your awareness of possibility. We question, challenge, guide, encourage and push you to new levels of performance.
- ✓ We provide an ongoing knowledge transfer on strategy, change and the technical lean sigma tools. We also reinforce the desired 'lead by example' leadership behaviours and get the best out of you to accelerate and achieve greater results faster, because even the very best still need a coach to win the championship.

*'We are like Personal Fitness Coaches for your Leaders and Business teams, to help you add more value, more sales, more Profit for less time, effort and cost'*



# We take a Holistic End to End 'Business System' Approach

We train and coach you in the tools to see waste and get 'quick wins'. We also help you implement the more strategic building blocks that will ensure continuous improvement becomes a way of life, rather than a fad or diet approach.

Lean is 80% Leadership & implementation, 20% Tools; the tools alone don't make the improvements, people do, and improvements will fall back unless people are engaged and 'the chocks' of a Management system's are put in place.

20%

**Tools:** 5S, Visual Mgt, Std work, Work Balancing, Problem Solving, 8 Wastes thinking, VA v NVA, Poke yoke, TPM, Level Scheduling, Takt, Flow, Pull, Kaizen

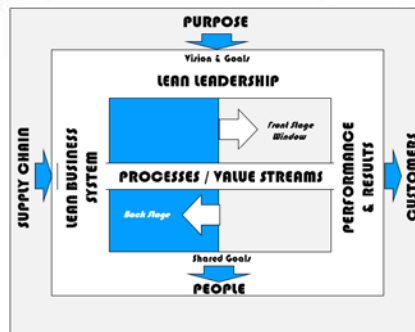
80%

**Management System:** Mindset, Beliefs, Leadership behaviours, Vision, Strategy alignment & deployment, People Engagement, Measures, Targets, Plans, Teamwork, Coaching, Governance, Daily Meetings, Process Confirmation.

ABOVE  
the line

BELOW  
the line

*'It is no good having the lean tools if you don't know how to use them, understand their true purpose or can't engage, lead, inspire or motivate people to improve...'*



Our model to drive Service Excellence & Business improvement

WE ARE RESULTS FOCUSED



## T – B – D – A = RESULTS

**RESULTS** are the outcomes of a set of inputs. A key input to improved **RESULTS** as Leaders is how you **THINK**, which leads to how you **BEHAVE**, the **DECISIONS** you make and the **ACTIONS** you take.

With this in mind, in our training, workshops and coaching we aim to re-programme thinking to create the right psychology and mindset for challenging the status quo and reset self limiting beliefs, because **SAME THINKING = SAME RESULTS...**

*'Our inner world creates our outer reality, so new tools with old thinking will not improve or sustain improvements...'*

However, improved results are not just based on changing thinking alone. It is the actions you take to create better results that matters. *'Acting yourself into a new way of thinking' is a foundation to accelerating change.*

We encourage and practice this through the scientific method of experimentation (Plan Do Check Act) which is a 'learn by doing' approach to improving results.



**Real Business Improvement and sustainable Profitable growth focussing on**  
**Customers • Purpose • Processes • People • Performance • Results**



# We develop High Performing Teams to achieve goals



## OUR TRAINING, WORKSHOPS & COACHING SERVICES

### CONSULTATION



Open discussion, understanding and Scoping

### LEAN BUSINESS ASSESSMENT



Holistic Business Assessment 'Learner to World Class'

### LEAN STRATEGY & PLANNING



Set Direction, create the Plan for the journey

### LEAN TRAINING



The technical Lean tools to Identify waste / problems

### DIAGNOSTIC WORKSHOP



Deep Dive Process Diagnostic to identify problems / waste

### RAPID IMPROVEMENT EVENTS



Turn knowledge into Action with Accelerate Improvements

### FACILITATION



Engage people to improve

### COACHING & SUPPORT



Mentor, accountability, challenge, encourage

### LEAN LEADERSHIP ACADEMY



Leader = Teacher & Coach

### BUSINESS GROWTH



Create front end Sales Demand

### PROBLEM SOLVING



Detective Trouble Shooting

### 6 SIGMA



Process Control & Stability

## A Formula 1 Pit-stop team is the epitome of Lean & High Performance...

An F1 Pit-stop team are customer focused, share a common goal, and create a value adding, standardised and optimised process. People are engaged, highly motivated and feel part of a bigger purpose that challenges the status quo. They are always looking for the next improvement or edge to outperform the competition, and improve results, with a scientific approach, for personal pride, the team and the customer.

We bring the same kaizen attitude and focus to your business using Lean sigma thinking, principles and tools. We help you understand value for your Customers at the front end and then engage teams to create a 'Lean process' at the back end that delivers the product and/or service safely, on time, every time, at the right quality, lowest cost, with empowered people to delight customers, and create strategic competitive advantage.

*"Whether face to face' or remote learning and coaching, we provide the knowledge, we challenge you, question, guide you and be your accountability partner to take action with ongoing support"*

## CLIENT TESTIMONIALS

*"The Lean event took us from knowledge to action and we made a 50% reduction in our Lead-time"*

*"Andy's passion and dedication is infectious and inspiring"*

*"The Lean diagnostic helped us to see the bigger picture"*

*"The small wins got people engaged to want to do more"*

*"The training is fun, practical, engaging and learnt a lot"*

*"The Lean Leadership Academy changed my paradigms about inspired Leadership"*

## IMPROVEMENT & RESULTS IN SAFETY, QUALITY, COST, DELIVERY & PEOPLE



## THE BOTTOM LINE RESULTS FROM RECENT ACTIVITIES / LEAN INTERVENTIONS

- ✓ 50% Reduction in overall Lead-time
- ✓ 80% in Productivity improvement
- ✓ Reduction in Set up time from 2 hrs to 15 mins
- ✓ Increased Warehouse space by 50%
- ✓ 50% increase in throughput with the same amount of people
- ✓ 50% reduction in Quality defects and costs



Business Process Simulation  
Team Building Activities

***'The kaizen spirit  
is what we  
should all  
practice'***



Reviewing improvements  
during a Kaizen Event

***'We always return the  
Investment in identified  
savings through our  
workshops and events'***



5 Day Lean Leadership Academy to  
shift thinking and develop Leaders

***'Getting Lean is like creating  
the mind of a champion and  
the best performing sports  
team in the world'***

***'Changing the culture and  
improving performance  
through engaging, inspiring  
and involving people'***



People mapping a key process  
during a lean diagnostic workshop

***'The results you don't  
see is people growth  
on the inside'***



Breaking Paradigms to remove  
their own self limiting beliefs

***'Great approach,  
simple tools,  
effective results'***

## Contact us for a FREE consultation



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*Visit our website to see all of our Lean training courses, Lean Transformation booklet as well as some upcoming videos, and special offers on our coaching... ask about our 1 day Lean Introduction or our Lean Business Assessment...*



***"Whatever the mind can conceive and believe, it can achieve"***