

The Business Drivers for “Lean” mindset & approach

Up to 90% of the activities businesses execute are non-value adding

There is no point in following a “Lean Programme” for the sake of a programme. There must be “Business Drivers”. The birth of “Lean”, as we now know it, was in the 1940’s when Japanese car maker Toyota had to be extremely resourceful, firstly in getting access to steel, and then to make its manufacturing plants more efficient to survive.

The *approach* was to develop a set of “Lean” tools that would help them eliminate waste, optimise process flow, and only produce to meet customer demand. If the waste can be reduced, stocks and production optimised then fixed operating cost and working capital can be reduced. Being able to optimise production flow and match customer demand allows us to be more agile in the market place.



The Journey

Providing lean tools is small part of the lean journey to sustainable excellence. Plenty of companies, both large and small, have embarked on lean programmes or approaches. The successful ones have created a sustainable lean programme by focusing on the lean mindset top-down. The lean mindset is one that challenges all waste continually, whether it be process, transactional, energy or effluent. Waste reduction/elimination is achieved in multiple small steps. To achieve these steps, a challenging mindset is essential and complimentary to the knowledge of lean tools. The challenging mindset is created by engaging all the workforce, and getting them to work co-operatively. When staff see the results (quick-hits) they will engage more, see further connections with lean and therefore more opportunities. A successful lean programme is characterised by a multitude of achievements (savings). Leadership can see the macro result in terms of culture shift and gross savings, but does not necessarily identify the individual financial contribution of discrete initiatives or elements.

Who we are

Aspire is an innovative new consultancy that is founded on strong Lean & Operational expertise. We ensure that we work closely with our clients, and only deliver what is necessary to meet the clients' needs. Our mantra is to reduce or eliminate all "waste", whether it be process, transactional, environmental or energy. "Fat" is the unnecessary waste that the customer is not prepared to pay for. Our Principal and Founder John Cockburn-Evans is also a certified ESOS Lead Energy Assessor, and Fellow of the Institution of Chemical Engineers. He has consulted on "Operations Excellence" with multiple global clients, and coached at all levels of organisations including C-Level, Directors & VP's. John has also led OPEX transformations at smaller operating sites with 20-50 people in addition to those of 2000+ people. Everything that we do, is executed in a way that it is totally sustainable for the client. We create a "Lean" Mindset at all levels of the organisation and offer continuous coaching to maintain this. Aspire can also execute Energy Assessments and provide sustainability plans for mid-size SME's and Corporates. John also has a wealth of experience with executing small, large and medium capital projects.

Specific Deliverable Work

- ✓ Operational Excellence Consulting founded on Lean Methodologies and waste removal.
- ✓ The design & implementation of Operational Excellence systems
- ✓ Training on Lean Tools & Principles
- ✓ Continuous Improvement Events & Problem Solving
- ✓ Detailed Energy Assessments & Execution. Licensed to frame, scope, deliver and approve Energy Assessments under the government ESOS Scheme for large SME's
- ✓ Cultural Transformation guidance and execution including training on role modelling and behavioural shift
- ✓ Executive & Leadership Coaching (under the Accendit Coaching brand)
- ✓ Sustainability Assessments (under the Lean2Sustain Brand)

At Aspire we have access to a network of over 10,000 business coaches globally through iPEC & The International Coaching Federation, and Consulting Associates in Sustainability, Project Management, Structured Problem Solving, and other related disciplines.

Our charges are commensurate with a premium professional service, and can be discussed on a project by project basis. These are dependent on the size, scope and complexity of the work required.

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