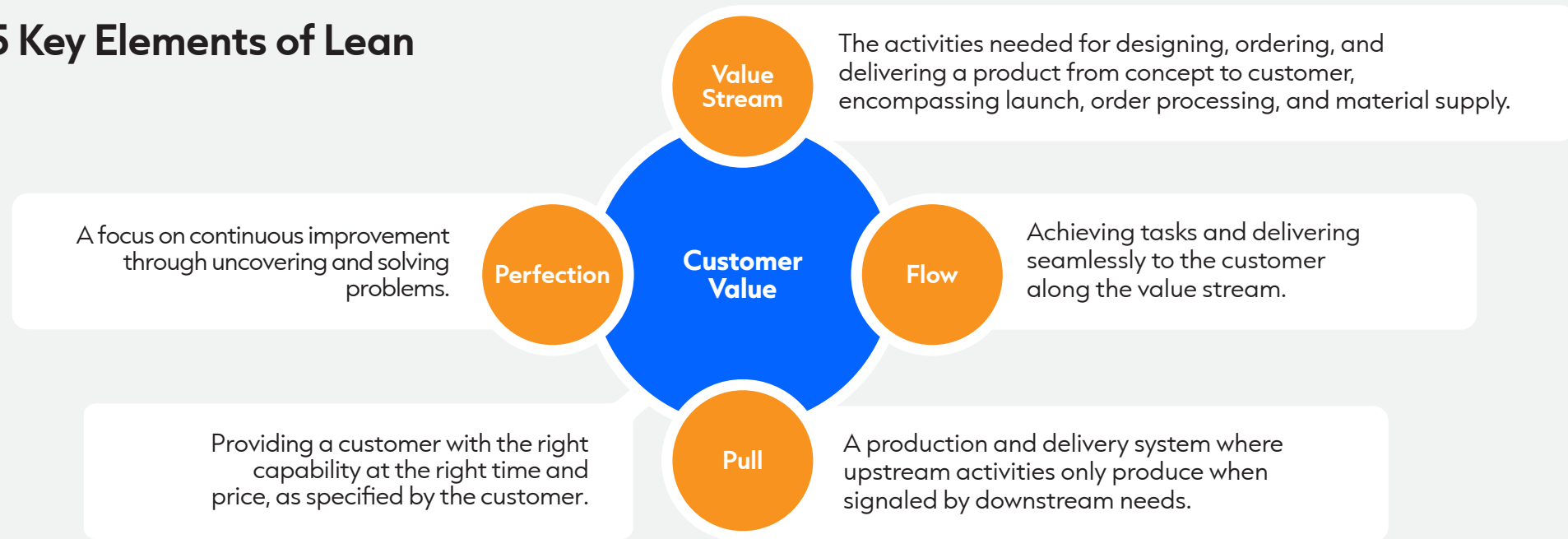


## 5 Key Elements of Lean



Focuses on the needs, wishes and requirements of the customers and define, analyze and improves customer value

**VOC** - The Voice Of the Customer  
Only the customer defines the value of a service or product

**CTQ** - Critical To Quality  
Property of the product or service that is relevant to the customer

**Feedback**  
Analysis of the Voice Of the Customer

**The Kano Model**  
A technique to determine the relative value of customer wishes

## Three Forms of Loss

### Muda (Waste)

Any human activity which absorbs resources but creates no value

Lean IT	<b>DOWNTIME</b> - Defects, Over production, Waiting, Non-utilized Resources/Talent, Transportation, Inventory, Motion, Excess processing
Lean Manufacturing	<b>TIM WOOD</b> - Transportation, Inventory, Motion, Waiting time, Overprocessing, Overproduction, Defects & Rework

### Variability

Involvement or complexity of customer demand, spread in the outcome of processes

### Inflexibility

- Inability of a team to adjust to customer demand
- Skills and knowledge do not match customer demand
- Batch & queue operating model, fixed volumes/specs
- Fixed timing constraints for delivery

## Problem Solving Tools

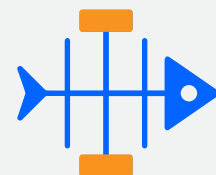
### The 5 Why's

A question-asking technique used to explore the cause-and-effect relationships underlying a particular problem.



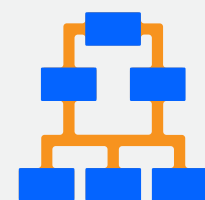
### Ishikawa (Fishbone)

Causal diagrams that show the causes of a specific event.



### CTQ Tree

Used to decompose broad customer requirements into more easily quantified requirements.



### Value Stream Map

An instrument to understand waste and improvement potential in a process.



Emphasizes time on value-added activities, defines processes and individual/team performance, and implements KPIs for desired results.

**KPI** - Key Performance Indicator  
Reachable, quantitative objective that is in line with the organization strategy and customer needs

**SMART** - Specific Measurable Achievable Realistic Time bound A KPI should be SMART and aligned throughout the entire organization

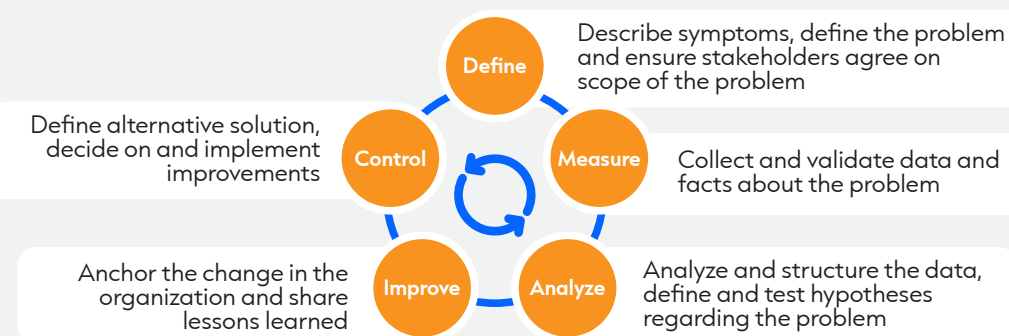
**ECA** - Earning Capacity Analysis (Earning/Burning)  
Measurement of time spent on Value-Add activities vs. Non-Value-Add activities

**Time usage**  
Time is the key production factor in IT

**Variability**  
The goal is to insuring that work is carried out at the correct skill level and that the average level is increased

## Kaizen as problem solving approach

An approach for solving problems, it forms the basis of continual incremental improvement



Analyzes whether the organization is capable of delivering maximum customer value

**Delegate**  
Empower the frontline employees to operate effectively

**Performance Dialogues**  
Connect management to the day-to-day operation of the team

**Day and week start**  
Covers what each person is doing and looks at how team members can help each other achieve more

**Visible Management**  
Three boards make team performance transparent (week, day and improvement)

Analyzes current and future process states, identifies improvement potential, customer value, and reasons behind the process.

**VSM** - Value Stream Map  
An instrument to understand waste and improvement potential

**SIPOC** - Suppliers, Input, Process, Output & Customer  
A high level view of a process to gain agreement on the scope of the VSM

**Lead Time**  
Time between the moment a customer requested something and the moment that it was delivered

**Takt Time**  
Determines the correct pace of the process to ensure that it delivers products to match customer demand

## The Behavior & Attitude Dimension

The key to making Lean successful

**Habit!**  
Sustainable change is implemented by creating a habit

**AURRA**  
Analyze, Unfreeze, Reconfigure, Refreeze, Analyze

**Expectation**  
People's expectations related to the change process in time, as shown in the Valley of Despair, a model that shows the performance decline during a change

**Motivation**  
It's growth depends on: Autonomy, Mastery & Purpose

**Change Story**  
A great way to think and give meaning to new situations is to write your own personal change story

**Lean Leadership**  
Sincere interest in people combined with performance objectives (go see, ask why, show respect)

## Defining Moments in the History of Lean

