

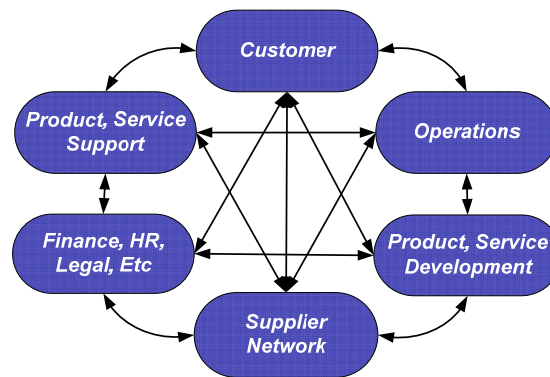
# Member Network Registration Notice Breakfast Briefing - Windsor

## LEAN ENTERPRISE: What's in it for you and your organization?

With today's economic challenges, increased competition for shrinking markets and foreign currency swings; companies are under increased pressure to increase productivity, reduce costs and increase sales.

Becoming a Lean Enterprise will help you do that and a lot more. Successful Lean Enterprises are successful because they have incorporated Lean concepts and practices into how they conduct all functions in the business.

Lean Enterprise looks at all of the activities below, from the first contact with a prospect to cashing the cheque in payment of goods and/or services provided. As indicated, all of these activities are inter-related and need to add value or they should not exist.



### What are the benefits of being a Lean Enterprise?

Developing and maintaining a Lean Enterprise is a relentless and never ending process. Many organizations have "Done a Lean Project" and are usually disappointed with the results. That's because they stopped. Lean is not a project it is a change in your culture now and for the future.

Lean is not a cost cutting exercise (not re-engineering). It is a growth opportunity that accumulates the reduced costs and delivers them to the bottom-line through elimination of waste for which the customer does not wish to pay.

<i>Function</i>	<i>Typical Result</i>	<i>Function</i>	<i>Typical Result</i>
Sales	0% to 70% increase	Productivity	25% to 60% improvement
Business Process Transaction Cycle Time	50% to 90% reduction	New Product/Service Development Lead-time	0% to 50% improvement
Manufacturing/Service Cycle Time	0% to 95% reduction	Operating Costs	15% to 25% reduction
Inventory	40% to 80% reduction	Cost of Poor Quality	30% to 50% reduction
Manufacturing/Operations Floor space/Office Area	30% to 60% reduction		

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### **Three short term advantages of being a Lean Enterprise:**

- 1) Improved Profitability
- 2) Enhanced Cash Flow
- 3) Increased Liquidity

These 3 short term advantages typically start to become evident within 8 to 16 weeks and are sustainable within a Lean Enterprise culture.

### **Three medium term advantages of being a Lean Enterprise:**

- 1) Greater customer satisfaction
- 2) Greater employee satisfaction (and employee retention)
- 3) More customers & more business from existing customers

These 3 medium term advantages should start to become evident within 16 to 24 weeks and are also sustainable with a Lean Enterprise culture.

### **About the Speaker:**

#### **Richard P. Shaw, CMC, President, EnPower Group**

Rick is a Certified Management Consultant with over 20 years of direct Senior Executive experience and 20 years Management Consulting specializing in Strategic Planning, Lean Enterprise, and Maximizing Your Exit Strategy.

#### **Date:**

Thursday, April 28, 2011

#### **Location:**

Hilton Windsor – Ontario Room  
277 Riverside Drive West  
Windsor, ON N9A 5K4  
519-973-5555

#### **Time:**

7:30 a.m. to 8:00 a.m. – Registration/Networking/Continental Breakfast  
8:00 a.m. to 9:00 a.m. – Presentation  
9:00 a.m. to 9:15 a.m. – Q&A

#### **Cost:**

\$35.00 plus HST – Members  
\$40.00 plus HST – Non-Members

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**REGISTRATION:**

To register online please visit the CMA Ontario Member Portal at <http://members.cma-ontario.org>.

To register by email or fax please complete the form below and send to fax number at 416-977-1365 or [membnetwork@cmaontario.org](mailto:membnetwork@cmaontario.org).

Guests (non-members) may register by email or fax by completing the form below and send it to fax number at 416-977-1365 or [membnetwork@cmaontario.org](mailto:membnetwork@cmaontario.org).

**CPLD:**

2 credits

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**REGISTRATION FORM**

Please fax your registration form to 416-977-1365 or scan/email it to [membnetwork@cmaontario.org](mailto:membnetwork@cmaontario.org).

General inquiries: 416-204-3140 or (800) 387-2991 ext. 140.

**LEAN ENTERPRISE – Windsor – April 28, 2011**

Name: \_\_\_\_\_ I am a Member:  I am a guest (non-member):

Member #: \_\_\_\_\_ Tel: \_\_\_\_\_

Credit Card (Visa/MasterCard/AMEX): \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Dietary Restrictions: \_\_\_\_\_

**No refunds for cancellations after April 21, 2011. You may send a substitute to this event at no charge.**

For a complete listing of District and Member Network events please visit [www.cmaontario.org/events](http://www.cmaontario.org/events).

Visit [www.myCMAcommunity.com](http://www.myCMAcommunity.com) to discuss the latest business trends and share insights and best practices in management accounting with fellow CMA Ontario members.

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