



Executive Summary

- ❑ Manufactures, distributes, and markets industrial and medical chart recording supplies and medical disposable supplies
- ❑ Client wanted to increase value of company by growing operating income, improve time to market of new products and install a continuous improvement process all while reducing working capital requirements

Challenges

- ❑ Cultural issues
- ❑ High degree of optionalism
- ❑ Poor sales discipline
- ❑ Long product development cycles

Results

- ❑ Reduced design development cycle time by 56%
- ❑ Reduced fulfillment cycle time by 48%
- ❑ Increased customer service index by 11%
- ❑ Reduced inventory by 22%
- ❑ Increased profit per month by 3%
- ❑ Reduced accounts receivable by 10%