



THE PRESIDENTS FORUM AGENDA

Date: **Wednesday, January 13th, 2021**
Time: 12:00 to 2:30 pm
Location: Zoom

LEAN INNOVATION IN TIMES OF CRISIS

A crisis could be a change in customer expectations, upsets in the market, exponential growth, natural disasters, or a global pandemic... How do we respond?

Our speaker has addressed us in years past on various aspects of Lean and was very well received. Although a chemical engineer, in his 34 years at 3M he has worked in manufacturing operations, process development, product development, Lean Six Sigma and supply chain.

He has been a key driver of Lean initiatives for 3M in several divisions. He brings a wide breadth of hands-on experience in all aspects of Lean thinking, from the many Lean 'tools' to Continuous Improvement to the all-important cultural aspects of internalizing Lean principles in an organization. Our speaker has also been a national key-note speaker at the AME (Association for Manufacturing Excellence).

It is worth noting that many of the operations at 3M are organized in focus factories, which are about the size of the production floors of many of our members.

Points covered will include:

New ways of looking at key systems:

- Onboarding, training, re-skilling, upskilling
- Standard work and continuous improvement
- Daily management and driving a culture of enterprise excellence

How do you build a sustainable Lean Innovation Model?

- Identifying the opportunities
- Building the team
- The Leaders role
- Sustainable results and a path forward

PROCUREMENT AS A PROFIT GENERATOR

Last year, our speaker introduced us to the intriguing Vintro business model for how salespeople can reach targeted prospects by paying for their time in return for a guaranteed audience with them.

Since then, this disruptive model has expanded into the area of procurement, thus opening up new pathways for potential suppliers to connect with you. Currently, access to your procurement people is sold by list brokers (\$200/lead on average) and you get \$0.

Dun & Bradstreet also views Vintro as being disruptive, as evidenced by the partnership they have formed to roll this out on a much grander scale. Sam will speak to their collective vision.

Key points will include:

- Turn procurement, a historic cost center, into a revenue generator for your company.
- Companies can earn significant revenue from those who seek your time to focus on evaluating their product or services.
- \$200 for 5 minutes of the time of your procurement staff is an hourly rate of \$2,400.
- Control/monitor who approaches your procurement team and better manage their time.
- Filter out those who do not value your time.
- Eliminate the time/money attending conferences only to be swarmed by salespeople.

For this meeting you can invite an Operations, Procurement, Quality and/or HR executive.

Bring your questions on Lean initiatives and procurement. What has worked and not worked for you in your company?

FUTURE MEETING DATES

February 10th

March 10th

April 14th

