



Partnering with Clients in their Journey towards Prosperity & Perpetuity





SME Support

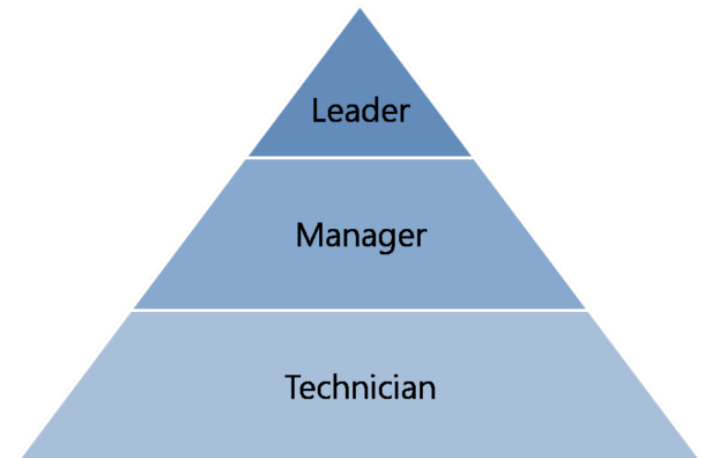


Unique Problems of SMEs

- Need to increase the profitability but lacking funds
- Not having a comfortable market share
- Feeling the pressure from customers to cost reduction and delivery times
- Losing out more because of some quality issues
- Customers are dissatisfied with delivery performance
- Increasing overheads
- Plant is filled with inventory and unable to control it
- Having a lot of break-downs and engineers are attending to them daily
- Profits are not growing despite the increase in volumes

What is the Cause?

- SMEs are facing the challenge to be smarter and flexible enough just to be in business.
- Daily decisions taken by the Top Management
- Business owners are completely occupied in daily routines
- No time for futuristic thinking, strategising and business development activities.
- The Leader within an Entrepreneur is pulled by the Manager level issues.



- Set up strategy & growth plans
- Map your key Processes & Organisational Structure
- Find the Gaps in the SYSTEM against Good Business Practices and make a plan to bridge those gaps
- Create continuous learning culture
- Set up Dash Boards



What You Can Expect?

- Substantial growth in business volume and profitability
 - Significant reduction in working capital
 - Improved quality & productivity
 - Reduced lead times
 - Self-managing business processes
 - Visual & transparent management systems
 - Improved morale of people
-
- You will start seeing improvement in your Books from 6th Month onwards!



About Our Company





We support you Grow!

We

- Work with people like you
- Partner in your growth
- Understand and help you solve your problems
- Make your business more profitable
- Hand-hold your business towards perpetuity

We have worked with close to 100 small and medium size companies of various sectors.

We understand the world of SMEs and provide an affordable consulting solution.



What We Do?

- With more than a decade of experience with close to 100 different SMEs in India, we understand your business needs wants.
- We know the problems you are facing are unique and quite different from that of corporate companies.
- We adopt a flexible consulting model to suit your needs in all aspects. We know which methodology and tool will work with your business.
- We enter into a long-term relationship with yearly agreement on targets, contribution and fees.

Corporate Clients

 <p>Hewlett Packard Enterprise</p>		 <p>ASHAPURA Group of Industries</p>	 <p>SANGHI CEMENT <i>Turning Dreams into Concrete Reality</i></p>
 <p>NOCIL LIMITED</p>			 <p>CII Confederation of Indian Industry</p>
 <p>BHARAT SERUMS & VACCINES LIMITED</p>	 <p>Johnson Matthey Inspiring science, enhancing life</p>	 <p>ITM-TRUST</p>	 <p>YES Young Entrepreneur School</p>

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Faculty's Experience

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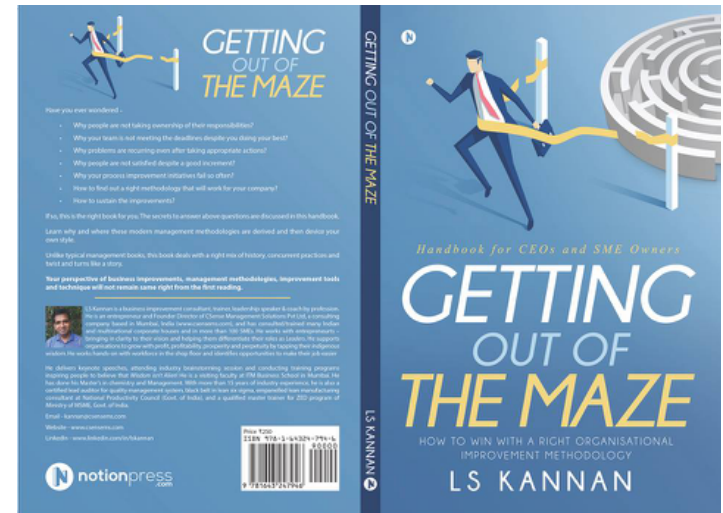
LS Kannan, Director

- Lean Six Sigma Kaizen Consultant, Trainer, Author, Leadership Speaker & Coach
- Working with Entrepreneurs - bringing clarity in the vision, strengthening connection between personal and professional goals, helping to nurture the Leader within.
- Improving Profit, Profitability, Prosperity and Perpetuity of organisations by tapping the Indigenous Wisdom
- Delivering Keynote Speeches and conducting training programs for Leaders and Managers.
- Helping the workforce to make their job easier
- Inspiring people to believe Wisdom isn't Alien!



Professional Credentials

- Visiting Professor at ITM Group of Institutions, Navi Mumbai since 2017
- Empanelled Lean Manufacturing Consultant with National Productivity Council (NPC)
- Certified Master Trainer for ZED Program of Ministry of MSME
- Member of National Institute of Personnel Management (NIPM), Quality Circle Forum of India (QCFI) and National Council for Quality Management (NCQM).
- Empanelled faculty at Confederation of Indian Industry (CII), Centre for Manufacturing Excellence
- Authored the book 'Getting out of the Maze – How to win with a Right Organisational Improvement Methodology?' <https://amzn.to/2JXW6Tg>



Professional Experience

- Lean Six Sigma Implementation: Implemented 70+ Lean Six Sigma Green Belt Projects, 10+ Black Belt Projects, and trained 300+ Green Belts, 50+ Black Belts.
- Lean Transformation: Handled 30+ Lean Transformation Projects based on Kaizen Approach in India's Top 500 firms to SME's.
- 8+ years Consulting and Training, and more than 16 years of industry experience.
- Delivered more than 200 training session on Lean Manufacturing, Kaizen, 5S, Value Stream Mapping, Lean with Business Process Re-engineering, Workstation Design, Autonomous Maintenance, Problem Solving, Poka-Yoke, Lean Six Sigma, BPMS, Lean in Service, Statistical Process Control, ISO Systems, Pharma CAPA, Design of Experiments (DoE), Minitab, etc.

Educational Qualification

- Post Graduate in Chemistry, Gold Medallist in Under Graduation.
- Black Belt in Lean Six Sigma
- Certified Lead Auditor for ISO 9001.
- MBA in General Management



Our Belief

Every person, process, and business can be improved in the journey from where they are to where they want to be.

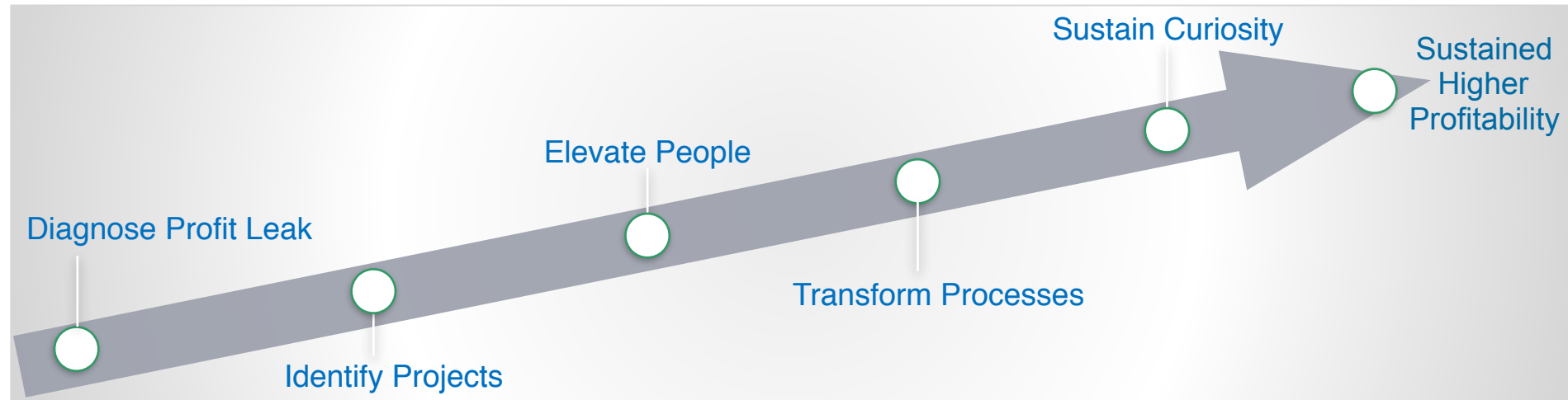
Our Vision

Contribute to Social Prosperity by adding value to organisations and inspiring people to believe Wisdom isn't alien.

Our Mission

With CSense Solutions, we help organisations to increase their bottom line without major Capex by improving their strategies, people, processes, and workspace.

Our Approach



- What is the problem? What is to be changed from What to what?
- Where to start changes? How to achieve intended goals? Who are going to own changes?
- Elevate People's thinking with CSense Training
- Project Management and Execution . What is the better way of doing the processes?
- How to accelerate pace of change? What needs to be monitored?



We are committed to Contribute Rs. 100 Cr (\$15 Mn) to the prosperity of our society through our Consulting and to improve 1000 lives through our Training programs during 2020-21.

Companies adopted and got benefitted

Industry	Engagment	Duration	Major Problems solved	Annual Financial Savings
Engineering	Lead time reduction, Quality Improvement & Inventory control	1 Year	Reduction on Mfr lead time by 50%, control of inventory, improved quality	More than Rs.2 Cr (with improved quality and morale of people)
Manufacturing	Lean Implementation	1 year	Inventory control, Lead time reduction and Throughtput improvement	More than 1 Cr
Automobile (Service)	Kaizen	1 year	Throughtput improvement and Lead time reduction through Kaizen	More than 1 Cr

Companies adopted and got benefitted

Industry	Engagement	Duration	Major Problems solved	Annual Financial Savings
Process Chemicals	Six Sigma	2 Years	Production cost reduction, Yield Improvement, Quality Problem Solving, Energy optimisation Improving machine utilisation	More than Rs.30 Cr per year
Process Chemicals	Lean Six Sigma	8 months	Improvement in plant efficiency, Reduction in packing complaints, Reduction in process variations	Rs. 3 Cr per year
Process Chemicals	Lean Six Sigma	9 months	Improving separation of solvents, Optimisation of energy consumption, reduction of losses in spent	More than 2 Cr a year
Captive Mining	Lean	1 Year	Maximizing excavation by Lean and reducing equipment breakdown using TPM	More than 5 Cr

Companies adopted and got benefitted

Industry	Engagment	Duration	Major Problems solved	Annual Financial Savings
FMCG	Zero Defects (Poka-Yoke)	1 Year	Quality Problems Solving using Poka-Yoke	More than Rs.1 Cr (with improved quality and morale of people)
FMCG	Kaizen & TPM	2 Years	Quality problem solving using Kaizen and Break down reduction using TPM	Rs. 2 Cr per year
SME	Lean Mfr	1 year	Productivity improvement, lead time reduction, inventory reduction	Each company has achieved atleast 100% improvement in their productivi
SME	Lean Mfr	1.5 years	Productivity improvement, lead time reduction, inventory reduction	All the units achieved targeted improvement outcome

What is a typical Profit Improvement Process?



Decided to improve your profitability?

We conduct

a Diagnosis Study with

a detailed Report and

the Roadmap for your Success Journey!





Thank you!

To Know more about
us

Visit our website

www.csensems.com



Thank you for your Time!

Kindly share your thoughts!

Contact Us

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