



Profitability thru Productivity



How to build
Prosperous and Perpetual Organisations?

*Everyone of us is having an unquestionable ability to elevate
our lives by conscious endeavour*

Objectives of the Program



Lean Six Sigma Kaizen Consultant, Trainer, 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!

Academic Credentials

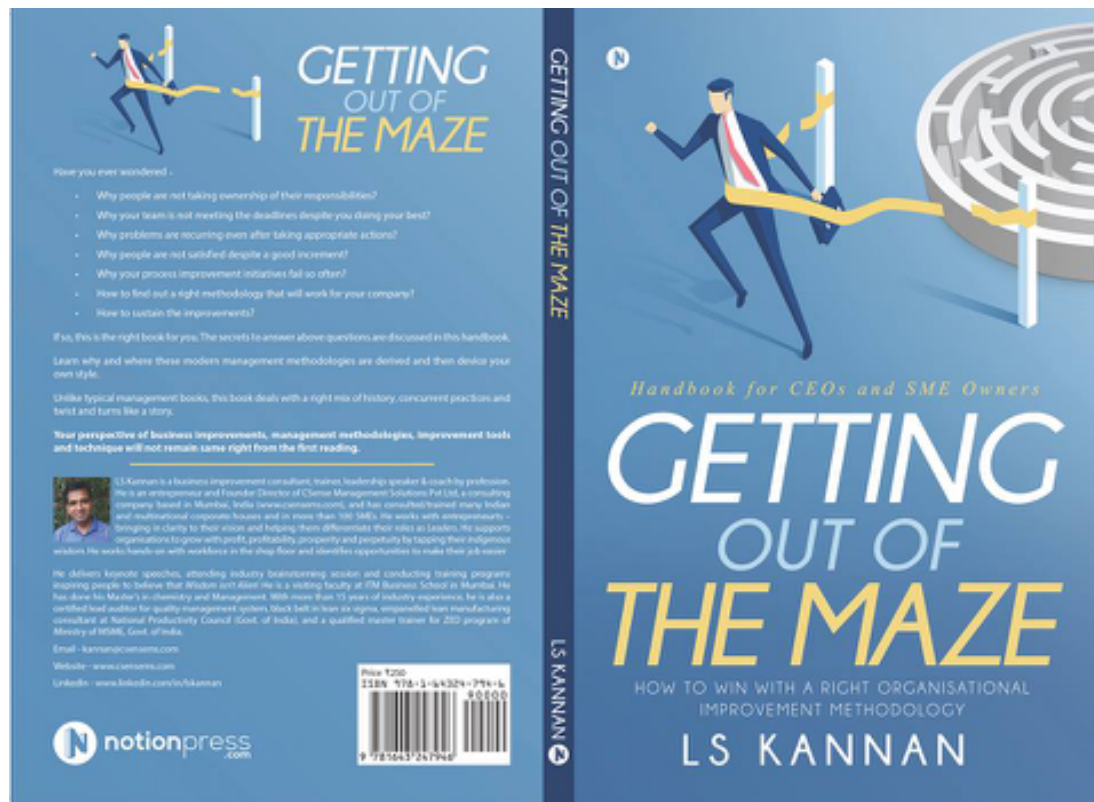
- Post Graduate in Chemistry, Gold Medallist in Under Graduation.
- Master Black Belt in Lean Six Sigma
- Certified Lead Auditor for ISO 9001
- MBA in General Management

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

- Lean Six Sigma Implementation: Implemented 70+ Lean Six Sigma Green Belt Projects, 10+ Black Belt Projects, and trained 500+ 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.
- 9+ years Consulting and Training, and more than 16 years of industry experience.
- Delivered more than 400 training session on
 - Lean Manufacturing
 - Lean Six Sigma
 - Kaizen
 - 5S
 - Value Stream Mapping
 - Lean with BPR
 - Workstation Design
 - Problem Solving
 - Autonomous Maintenance
 - Poka-Yoke
 - Statistical Process Control
 - ISO Systems
 - Design of Experiments (DoE)
 - Minitab, etc.

- Authored the book 'Getting out of the Maze – How to win with a Right Organisational Improvement Methodology?' <https://amzn.to/2JXW6Tg>





Its all about 12 Questions





Mind your Own Business!

- The business you are in today is not your business!
- The business you are doing today is not your business!

1. For whom you are building this business? What is your succession plan?
2. Are you a Business Owner? If so, how long you can go off from your office?
3. What is your growth rate in past 5 years?
4. What is your Business?
5. Who are your Customers?
6. Why Customers are buying from you?

7. How many customers are moving away from you? Why?
8. What is disrupting your business model? What is the new trend?
9. What is the one thing that differentiates your company in the market?
10. What is the % of revenue from the 'innovations' in past 3 years?
11. What is the % of YOUR money you invested in your own business?
12. What is the average service-duration of employees in your company?



Question 1



FOR WHOM YOU ARE BUILDING THIS BUSINESS?

For whom you are building this business?

- What is your succession plan?
- Who are your successors?
- When are you going to hand-over your position?
- Are they ready? What is your road map?
- Is your Organisation ready for such transition? Are systems ready?
- Are you ready?
- What are you going to give them?



Question 2



ARE YOU OWNING A BUSINESS?

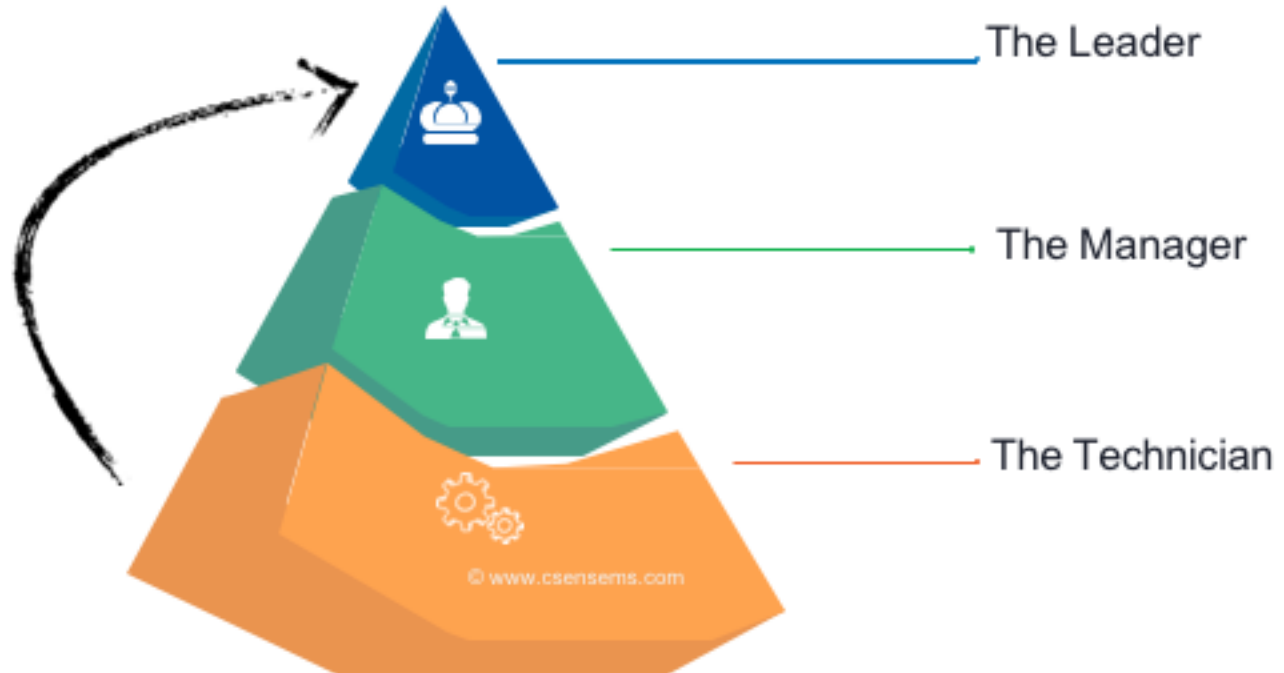


Are you a Business Owner?

- As a Business Owner – how long you can go off from your office?
 - 1 year?
 - 6 months?
 - 1 month?
 - <10 days?
- What stops you from going off for a longer trip?

What is happening?

Who starts a business?



The Three Personalities



What is Leadership?

- Dream (or a Vision) : Seeing things that are not visible to others
- Decision : Ability to take correct decisions quickly
- Determination : Confidence in their decision, Willingness to take Risk



Characteristics of Personalities

Leader	Manager	Technician
To Lead	To Manage	To Do
Sees Tomorrow	Sees Today	Sees Yesterday
Shares Vision	Shares Plan	Executes
Bold	Tactful	Hard working
Innovation	Efficiency	Output
Anxiety (Enthusiastic)	Stressful	Strain

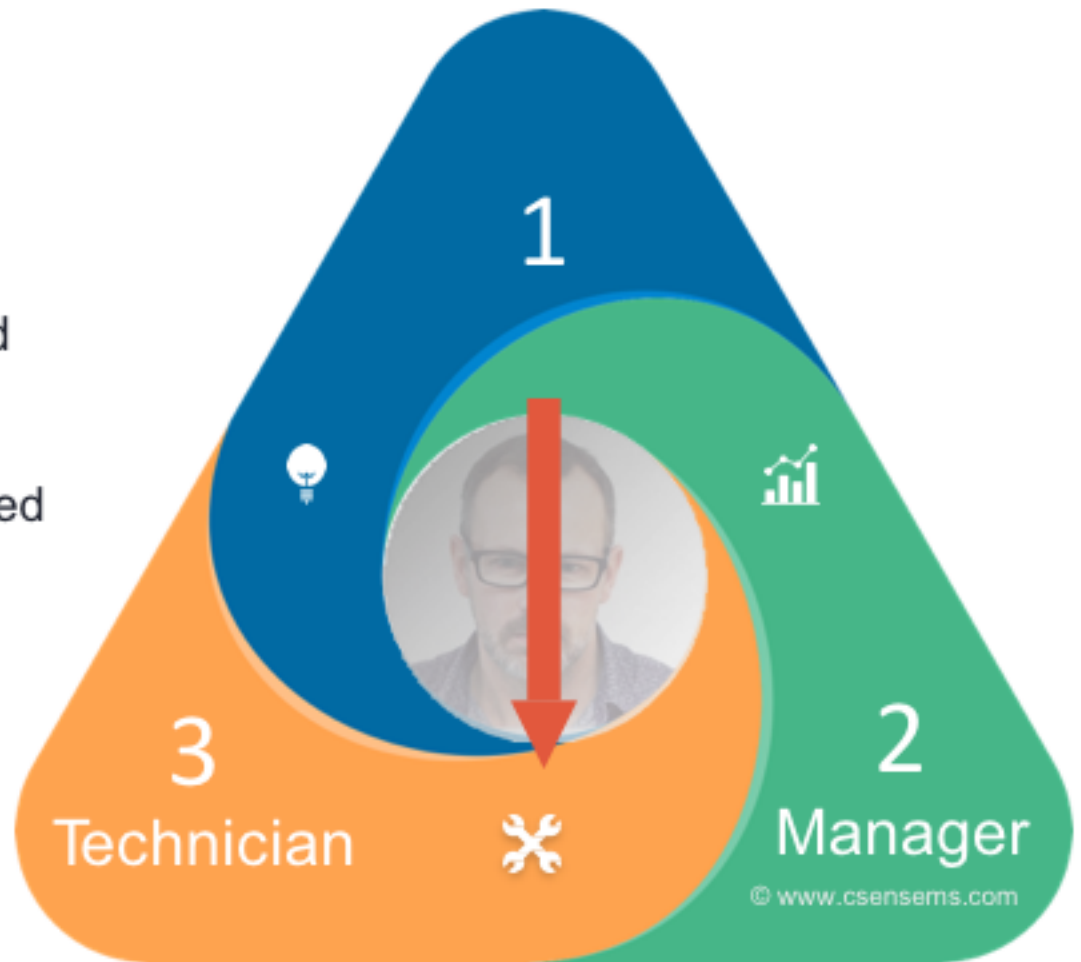
Workout 1.1

1. How much time did you spend at each of these 'feeling' levels yesterday?

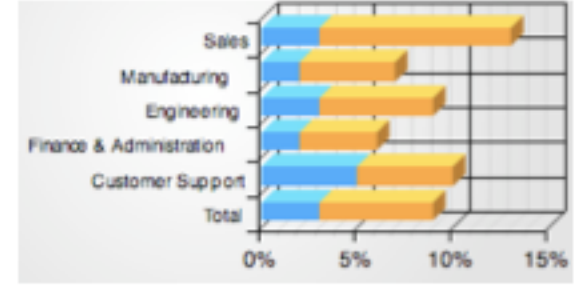
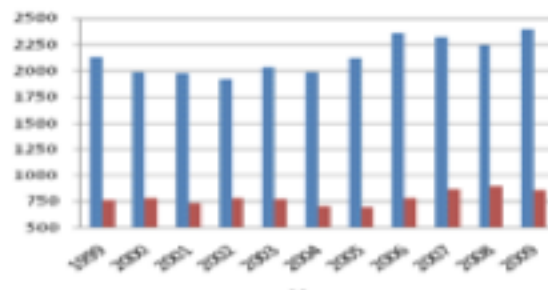
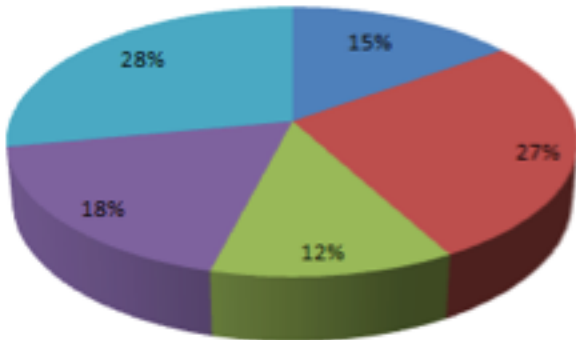
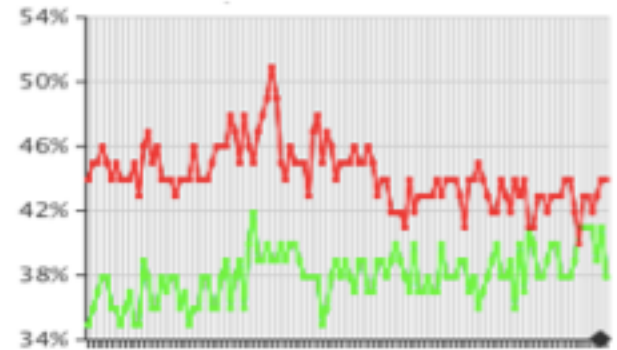
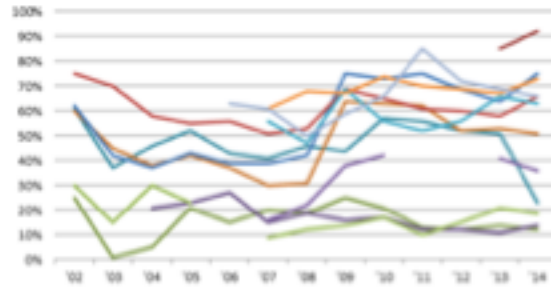
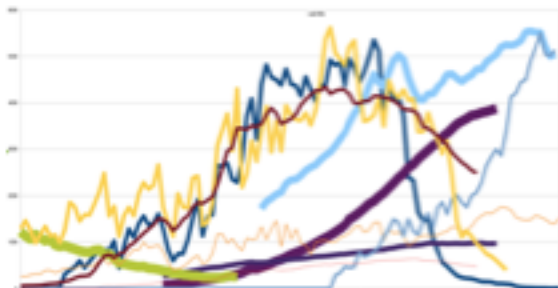


What is happening?

- The Leader inside you is pulled down by the Manager
- And the Manager in you is pulled down by the Technician

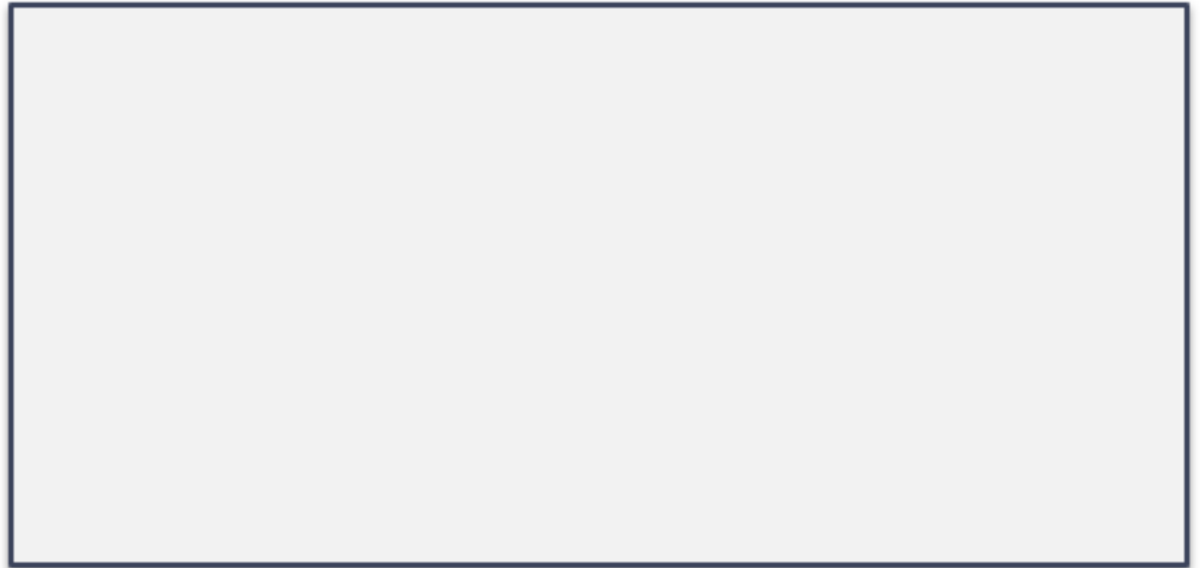


Too much... for too little?



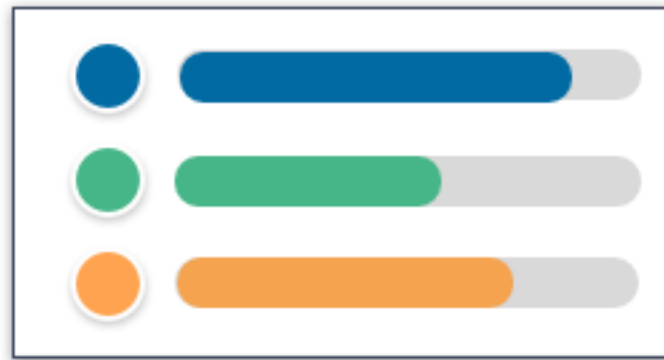
Workout 1.2

1. How many reports do you see in your company in a month?
2. How many reports do they generate in a month?



Operate with 3 Primary Indicators

Sale Volume
Investment & Rol
Expenses



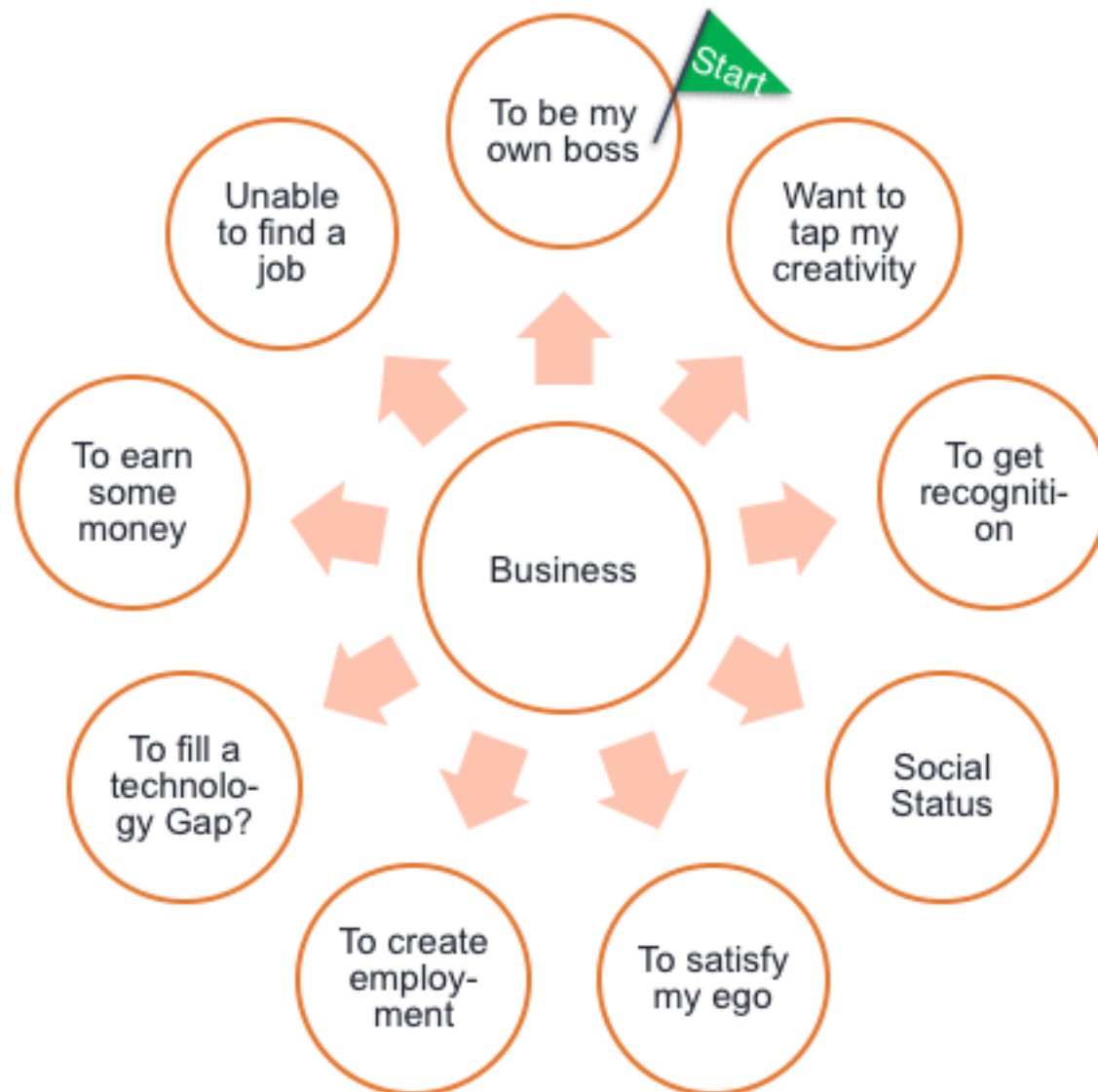


Question 3



WHAT IS YOUR GROWTH RATE IN PAST 5 YEARS?

Why did you start your business?



Workout 3.1

1. Why did you start your Business?



Definition of Business

- Business is **earning** more and more and more **money** with a small investment
- Making our money working for us - forever!

Agreed?



Why businesses stagnate?

I become a technocrat.

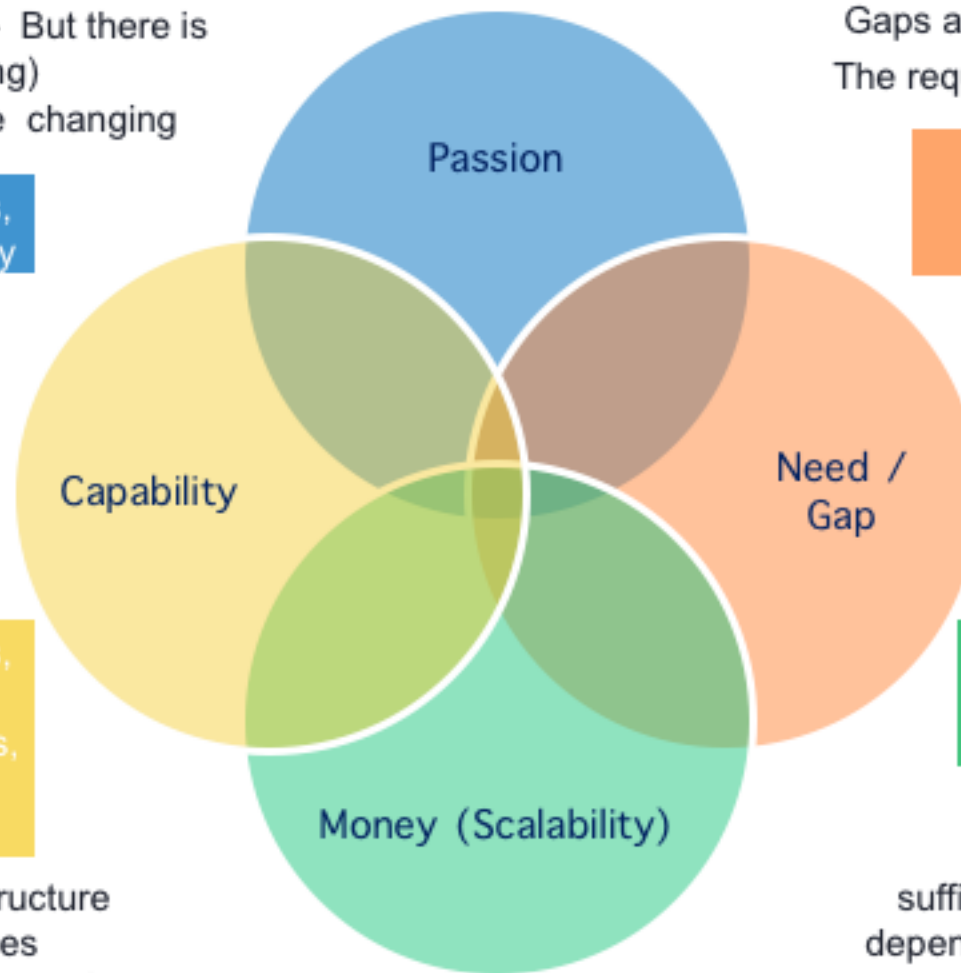
'Excellence' is my mantra - But there is no customer (over designing)

Again the requirements are changing

Expert owned businesses,
Nokia mobiles, Blackberry

Lathe and Machine works,
Tailors, Dindukal Locks,
Sivakasi Printing Business,
Indian TV mfrs, Shaving
blades

Today's technical & infrastructure capabilities become liabilities tomorrow. I cannot come out or I do not want to come out.



Opportunities come in waves
Gaps are filled by more people
The requirements keep changing

Ticketing agents,
Insurance agents, STD
booths, Sify, ebay

10+ year old SMEs,
Reliance
Communications

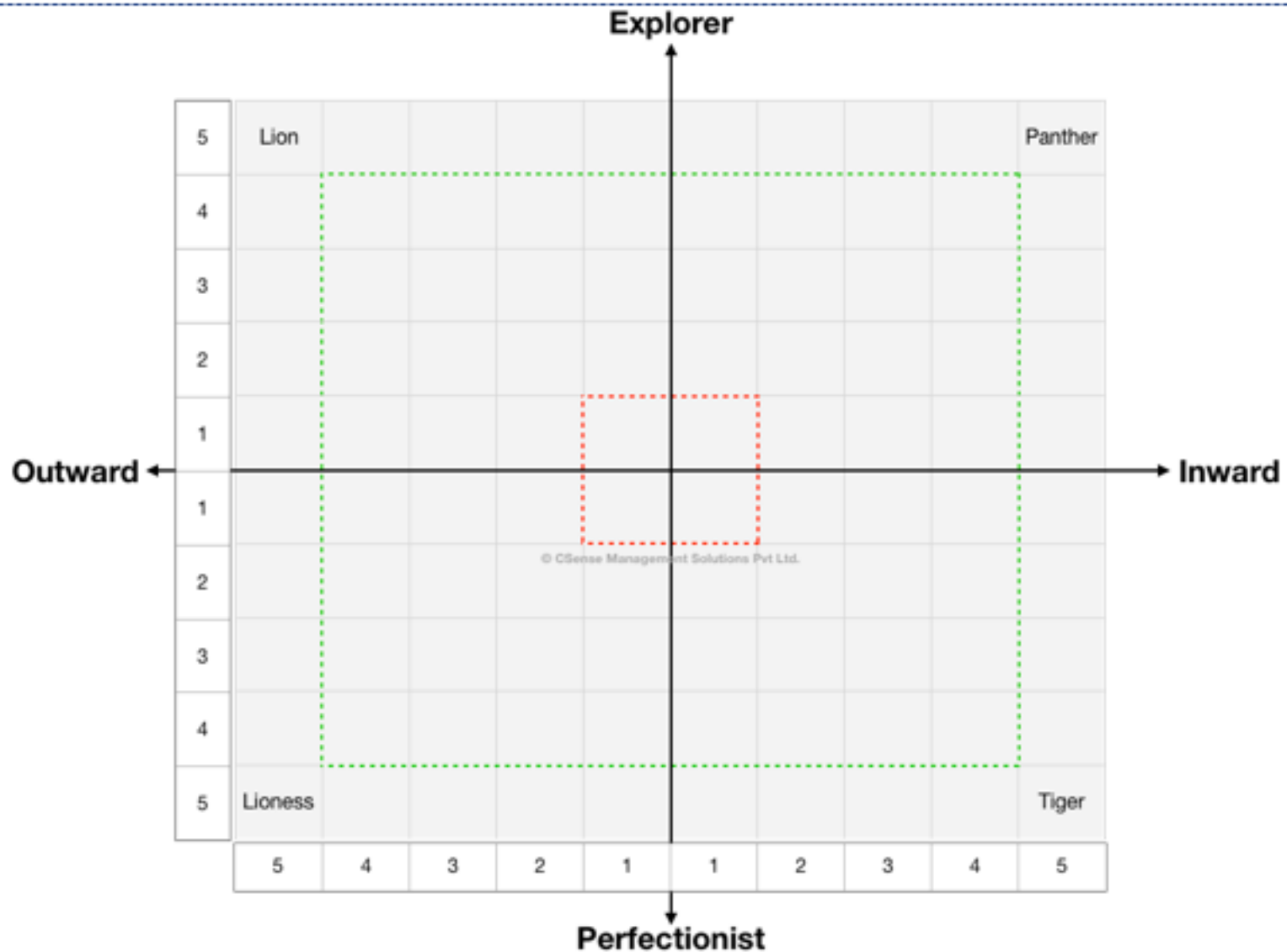
I get satisfied when I earn
sufficient money Sufficiency -
depends on my reference point



Your Passion

- What is your Passion?
- What drives you crazy in your life?
- What is that you are deeply interested at?

Know yourself - Who are you?

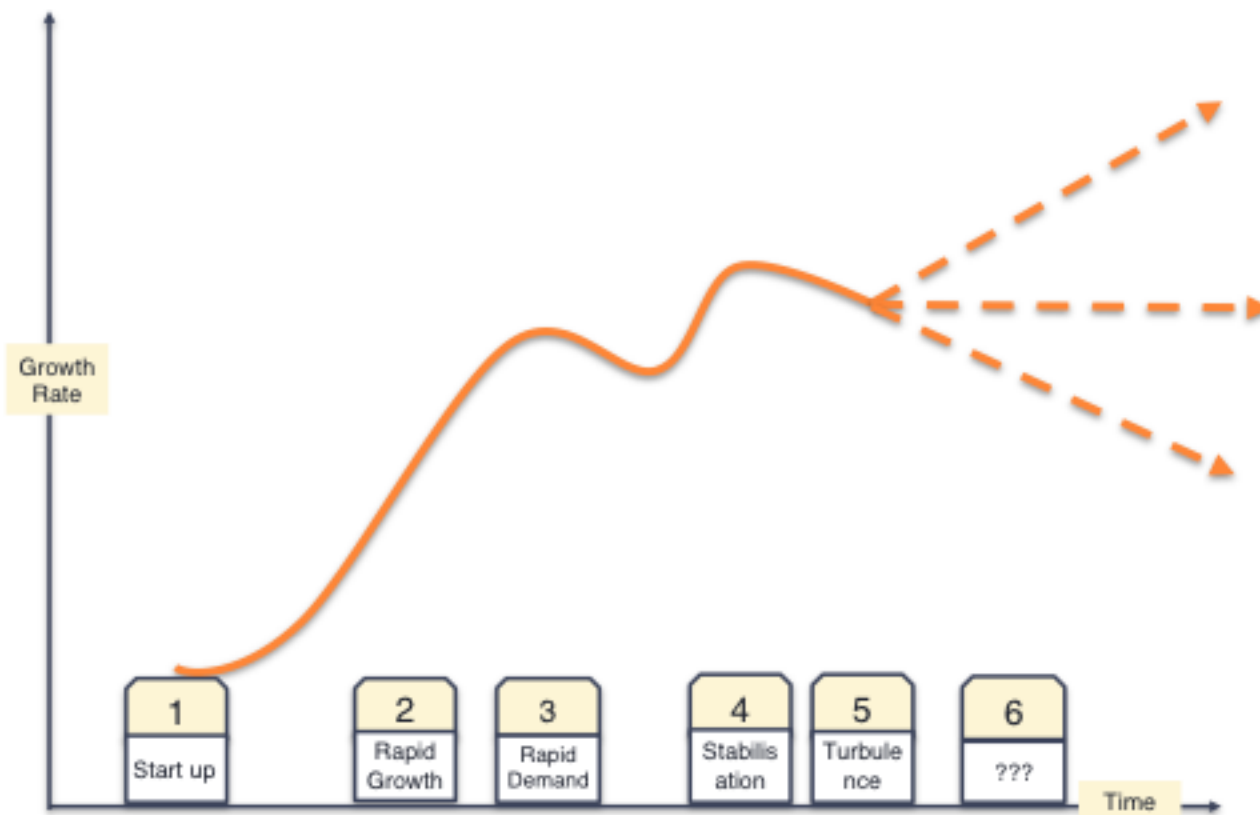


Workout 3.2

1. What is your personality type?
2. Where will you excel in your business?
3. What is the complementing personality do you need?

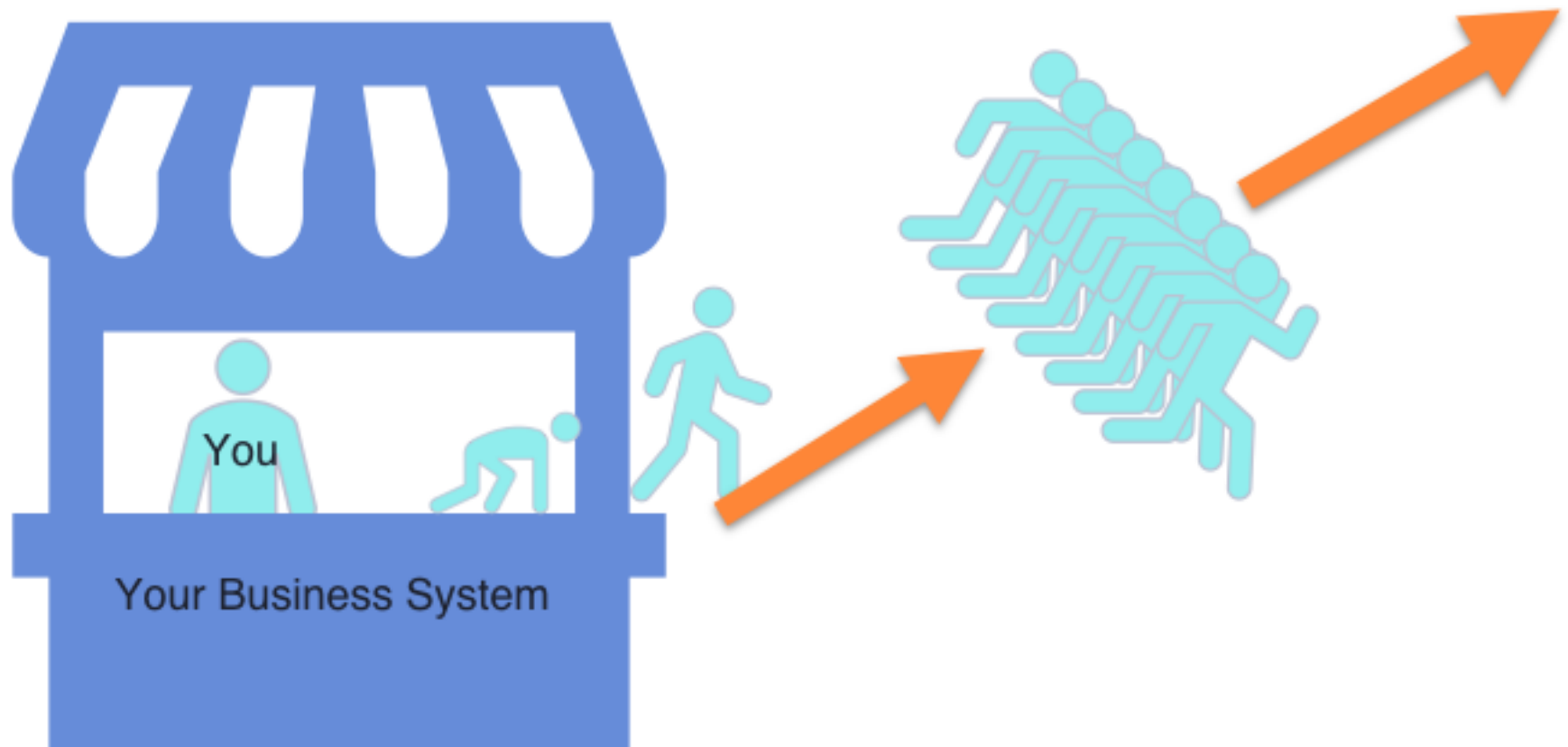


Why SMEs remain SMEs for long?

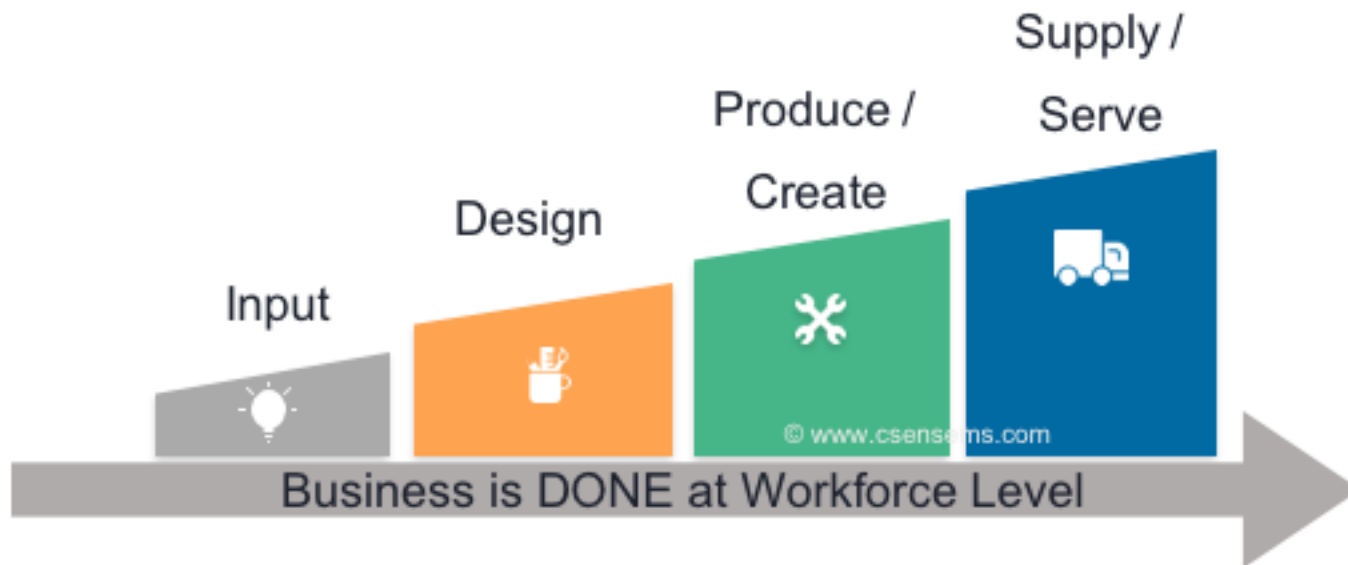


Mind your Business!

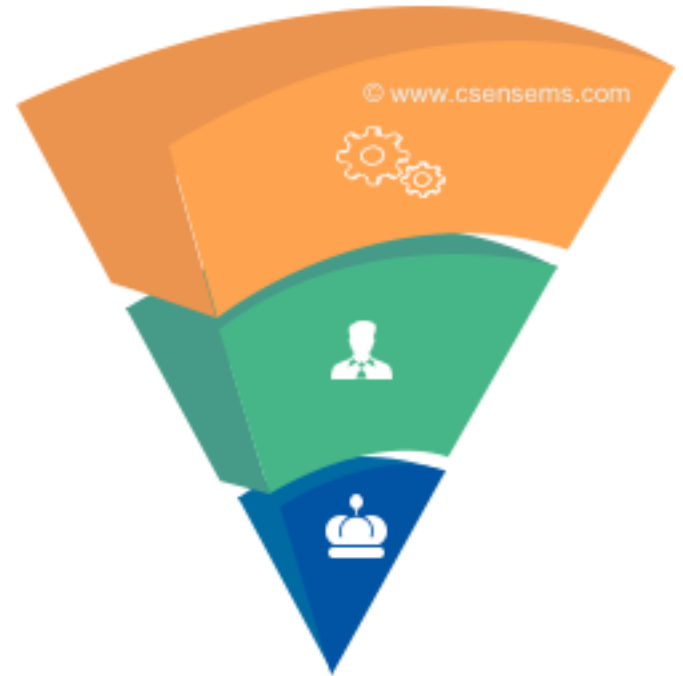
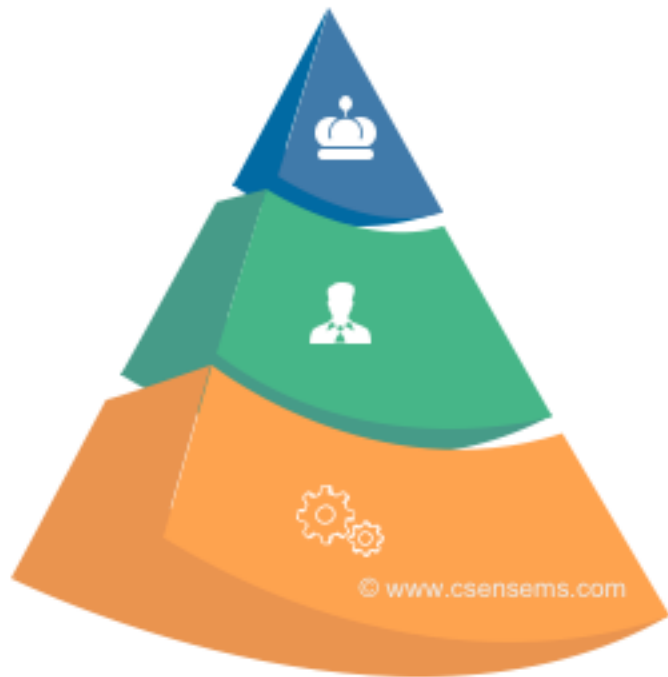
- You own a system that does your so called 'business' efficiently and effectively



Who brings in Money?



Can you invert the Pyramid?





Question 4



WHAT IS YOUR BUSINESS?

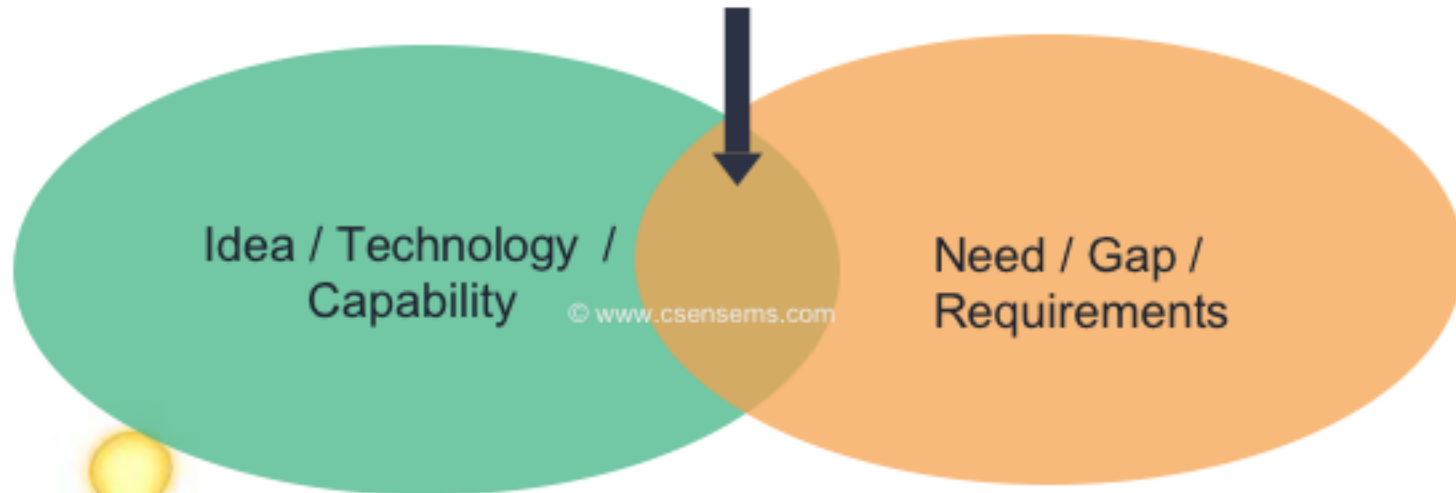


What is your Business?

- Are you manufacturing something?
- Are you providing a service?
- Are you selling something?

What is your Business?

The Interaction zone is where the business potential exists!!!



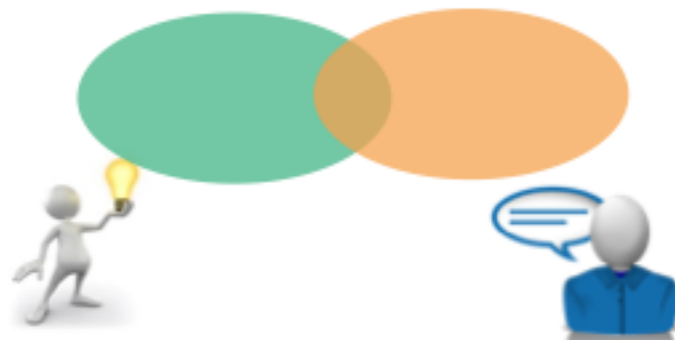
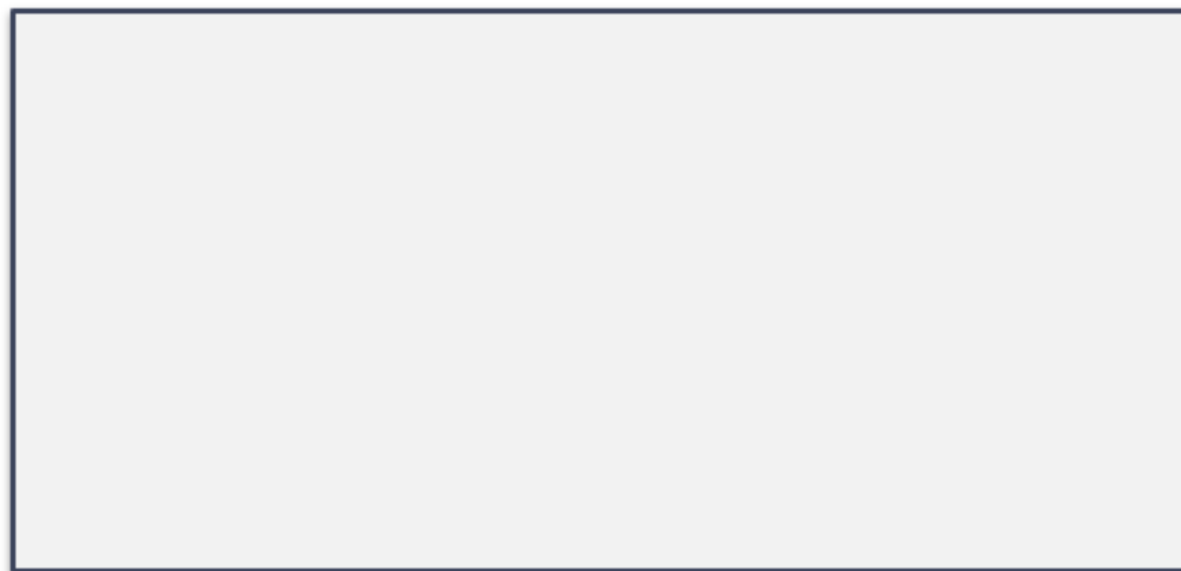
Sorry Boss!

All we do is to provide a solution to the customer's ***specific need!***



Workout 4.1

1. Define your business



1. Imagine that a boy studying 8th standard in your neighbourhood.
2. He asks you “uncle what do you do?”. How will you answer this question?





Workout 4.2

1. Write down the way you earn your revenue in 7 to 8 steps.





Growth

- What is the growth rate of your revenue in past 5 years?
- What was your growth target over past 5 years?
- What did you learn from that?



Question 5



WHO ARE YOUR CUSTOMERS?



Who are your customers?

- Found out what is your business? Really?
- Then **who is your customer?**
 - What is their role in your business?
 - What do they really need?
 - Why do they pay you profits?



Who are the customers?

- What is their age group?
- Where do they come from?
- What do they do?
- What is their income range?
- Who is taking the purchase decision?
- Who is influencing your customer's decision?
- Where can you find a similar group?



Who are your customers?

- Who are not your customers?
- Why?
- Do you find an opportunity?

Workout 5.1

1. Create at least 3
Persona's of your
customers?

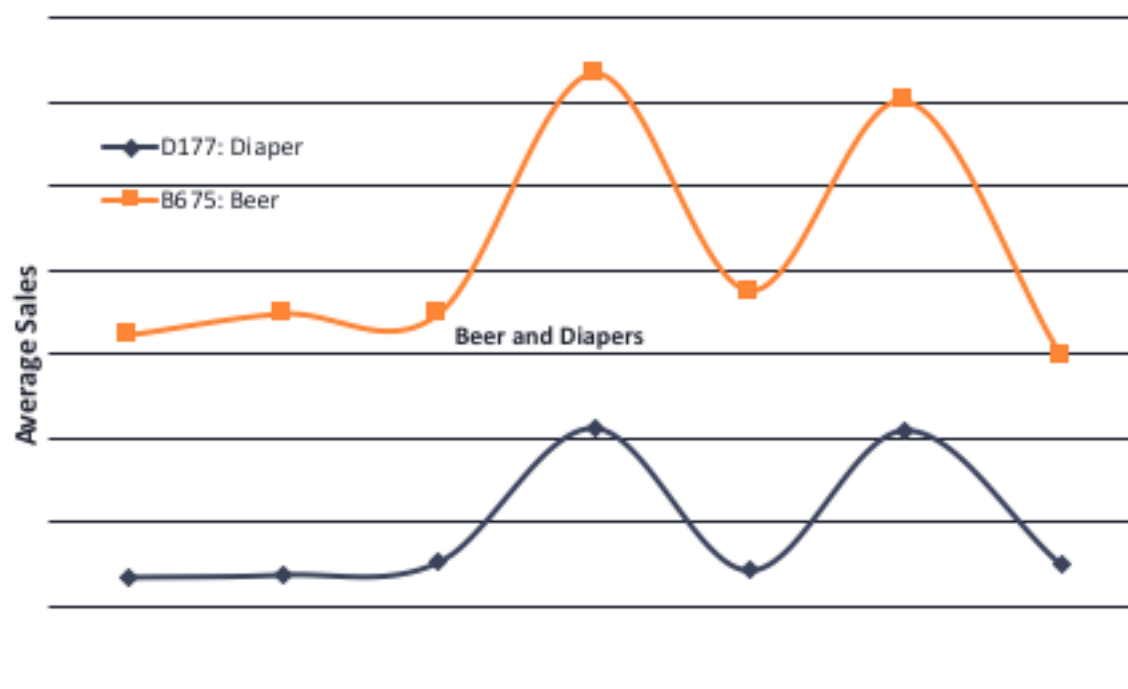


Famous “Beer and Diapers” example

- Consider the follow convenience-store transactional data (register sales receipts)

C	D	E	F	G	H
Date	Day	SKU-1	Units Sold-1	SKU-1	Units Sold-2
1/9/10	Tue	D177	59	B675	202
3/1/10	Thu	D177	124	B675	361
1/30/10	Tue	D177	60	B675	180
1/27/10	Sat	D177	168	B675	306
2/22/10	Thu	D177	161	B675	422
3/2/10	Fri	D177	59	B675	151
2/5/10	Mon	D177	70	B675	168
1/5/10	Fri	D177	73	B675	224
2/23/10	Fri	D177	97	B675	279
2/28/10	Wed	D177	76	B675	198
3/4/10	Sun	D177	97	B675	179
1/6/10	Sat	D177	137	B675	341
2/18/10	Sun	D177	54	B675	200
1/26/10	Fri	D177	50	B675	203
1/14/10	Sun	D177	73	B675	298
1/25/10	Thu	D177	149	B675	288
1/11/10	Thu	D177	165	B675	319
2/3/10	Sat	D177	182	B675	420
2/2/10	Fri	D177	56	B675	291
2/17/10	Sat	D177	139	B675	293
1/7/10	Sun	D177	68	B675	210

Famous “Beer and Diapers” example



- What did managers learn? That beer & diapers are often bought by men on Thursday and Saturdays. Why?
- Data → Information → Wisdom (Insight)



Question 6



WHAT THE CUSTOMERS WANT FORM YOU?

Why Customers are buying from you?

- What are our strengths?
 - Product strength?
 - Process strength?
 - People strength?
 - Brand strength?
 - Infrastructure strength?
 - Secret (technology) strength?



Question 7



HOW MANY CUSTOMERS ARE MOVING AWAY
FROM YOU? WHY?



How many customers are moving away from you? Why?

- What is percentage of repeat orders or repeat customers?
- What have you done last year to increase this %?
- What is the percentage of dissatisfied customers?
- What is the reason?
- How many customer did we loose?
- What is the **Cost of Poor Quality** in your business?

The Secret of Failure!



Workout 7.1

1. What are the major problems your company had faced in past 1 year?
2. What did you learn from that?





Question 8



WHAT IS DISRUPTING YOUR BUSINESS MODEL?
WHAT IS THE NEW TREND?

What is disrupting your business model? What is the new trend?

- What are the emerging potential markets for your business?
- Who is focussing on penetrating into that territory?
- Who / What is going to disrupt your business model?
- What is the threat from technology?
- How could you disrupt your business model?

Do we need to Mind our Business?





Workout 8.1

Write down the threats you are facing in your business.





Question 9



WHAT IS THE ONE THING THAT DIFFERENTIATES YOUR
COMPANY IN THE MARKET?



What is the one thing that differentiates your company in the market?

- What is the one thing that differentiate your company in the market?
- What is the focus on leveraging your differentiator?

The Secret of Success!

Workout 9.1

Brainstorm with your team to find out the differentiators in your business.





Question 10



WHAT IS THE % OF REVENUE FROM THE 'INNOVATIONS' IN
PAST 3 YEARS?



What is the % of revenue from the 'innovations' in past 3 years?

- Who is in-charge of tapping innovations in your company?
- How many totally new things you deployed in your company in past 3 years?
- What is the % of revenue from the 'innovations' in past 3 years?



Question 11



WHAT IS THE % OF YOUR MONEY YOU INVESTED
IN YOUR OWN BUSINESS?

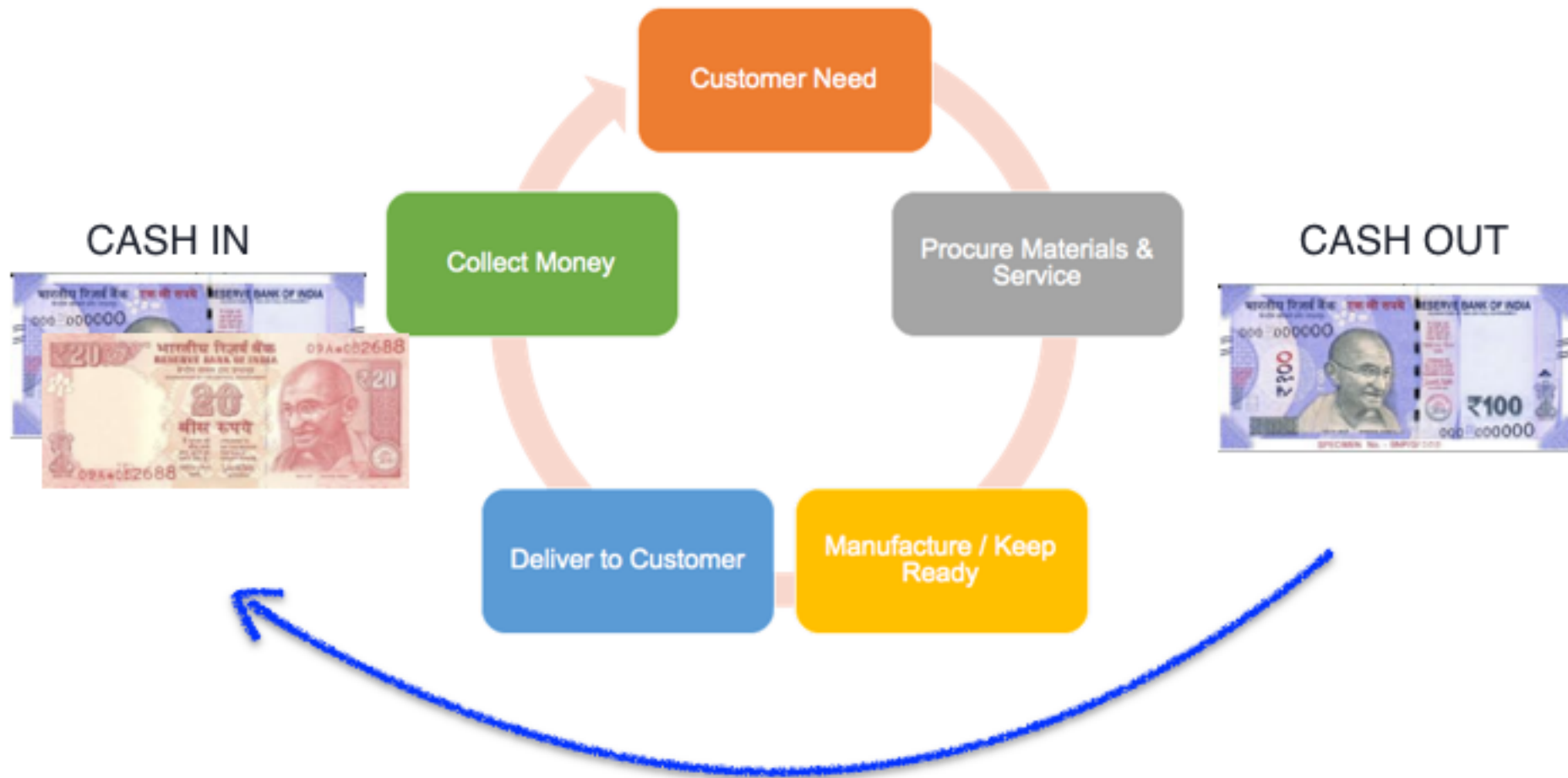


What is the % of YOUR money you invested in your own business?

- Are you working on reducing your Cash to Cash Cycle?
- What is your Cycle velocity and what is the target?

Cash to cash cycle is the single most effective metric to measure the Productivity of a Leader!

What is Cash-to-Cash Cycle?



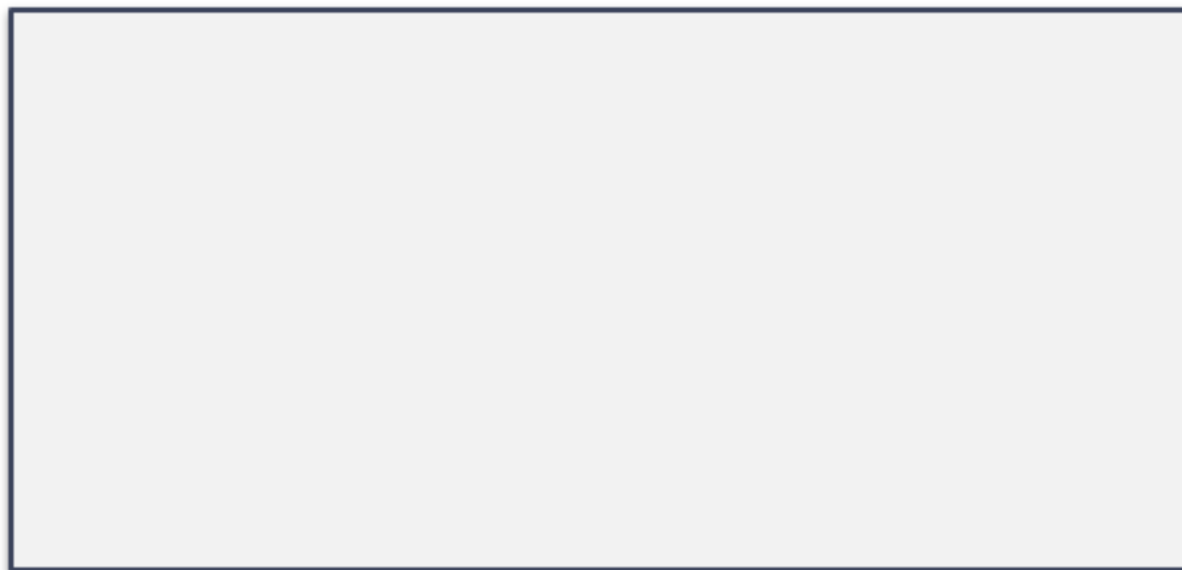
How many days will it take for your Money to make MORE MONEY?



Workout 11.1

Calculate your cash-to-cash cycle

(for one business vertical
or one product line)





Question 12



WHAT IS THE AVERAGE SERVICE-DURATION OF
EMPLOYEES IN YOUR COMPANY?

What is the average service-duration of employees in your company?



The Leader is like a King

- Enjoys the Superiority
- Respect
- High compensation - for no physical work



The Leader is also committed to

- His customers
- Employees and their families
- His Family
- His society



Responsibilities of a Leader

- What are the commitments you have
 - With your Customers?
 - With your Employees and their families?
 - With the society?

Employment Commitment

- The Employment is more than a financial transaction. It is a mutual investment by the company and the employee in the long-term partnership to develop both the company and the employee.

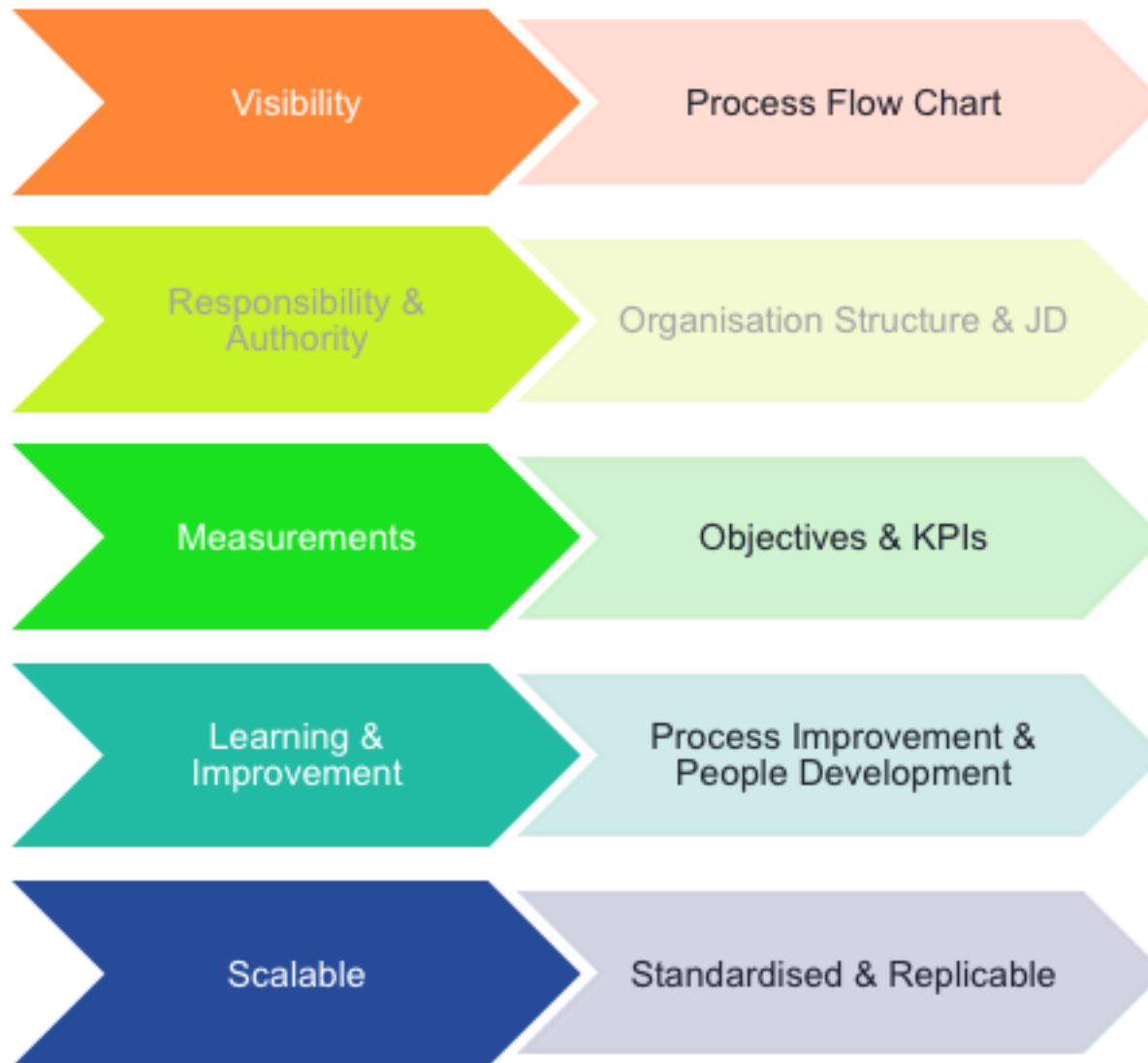
Carrier Progression - Sales



Employee Roadmap



Basic Requirements of a Business System





Great Leaders Grow!





- What are the areas did you upgrade yourself in past 3 years?



Art of Setting a Vision



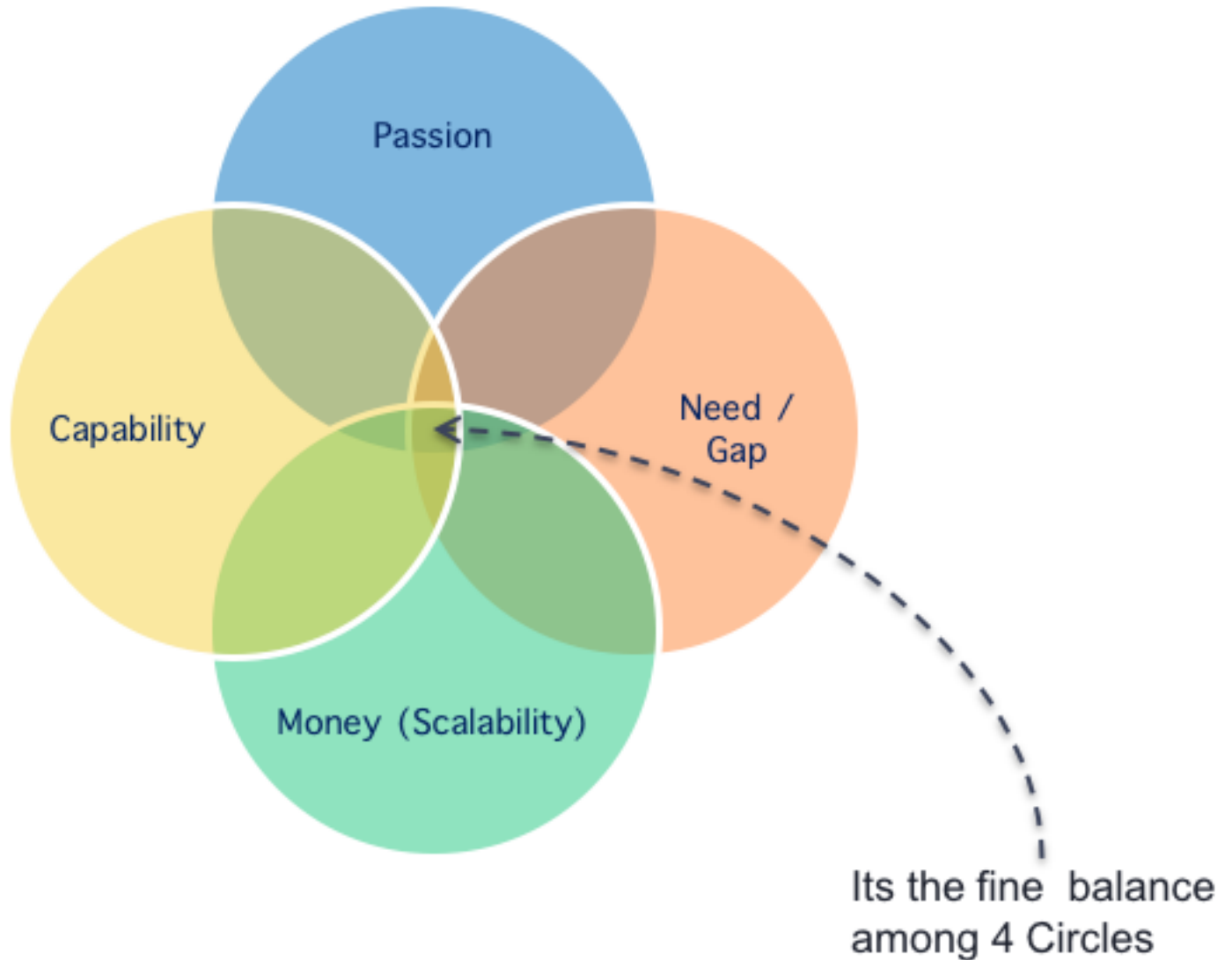
The Art of Setting a Vision

1 நோக்கம் Purpose	4 கண்காணிப்பு Metrics	3 குறிக்கோள்கள் Goals	2 காட்சி Vision
<ul style="list-style-type: none"> உங்கள் வாழ்க்கையின் என்னவாக அடையாளம் காணப்பட விரும்புகிறீர்கள்? அதற்கு இந்தத் தொழில் எப்படி உதவி செய்கிறது? இந்தத் தொழிலை எந்தக் கனவோடு தொடங்கினீர்கள்? அந்தக் கனவு நிறைவேறி விட்டதா? நீங்கள் எதை வெற்றியாக நினைக்கிறீர்கள்? 	<ul style="list-style-type: none"> உங்கள் பயணத்தை சரியாகக் கொண்டுசெல்ல எவற்றைக் கண்காணிக்க வேண்டும்? • மாதம் ஒருமுறை • வாரம் ஒருமுறை • தினமும் 	<ul style="list-style-type: none"> உங்கள் திசையை சரிபார்க்க உங்கள் இலக்கு என்ன? எவ்வளவு வேகமாகப் பயணிக்க வேண்டும்? 	<ul style="list-style-type: none"> உங்கள் பாதையில் எவ்வளவு தூரம் உங்களால் பார்க்க முடிகிறது? அங்கே என்ன பார்க்கிறீர்கள்?  <p>What you can see today?</p>

This is your Strategy

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The Art of Setting a Vision





Setting & OWNING your OWN VISION

Write down your

- Big
- Audacious
- Inspiring

Vision

Note: Your hands may tremble while you write your right vision!

- Your mind cannot perceive something that you cannot achieve!
- Limitations are the excuses of the mediocre, who does not want to own the responsibility of implementation.

Mediocre

me·di·o·cre [ˌmēdēˈōkər] ⓘ

adjective

of only moderate quality; not very good.

"a mediocre actor"

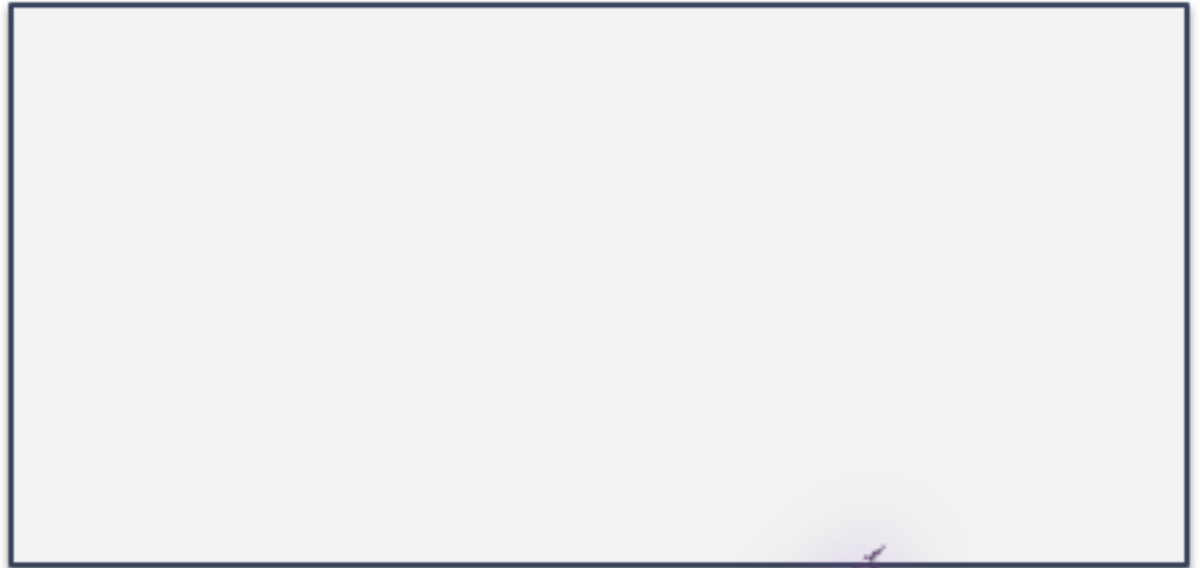
synonyms: ordinary, common, commonplace,
indifferent, average, middle-of-the-road, middling, ...

Powered by OxfordDictionaries © Oxford University Press

Vision

If whatever you ask is
given to you

What will you ask for?





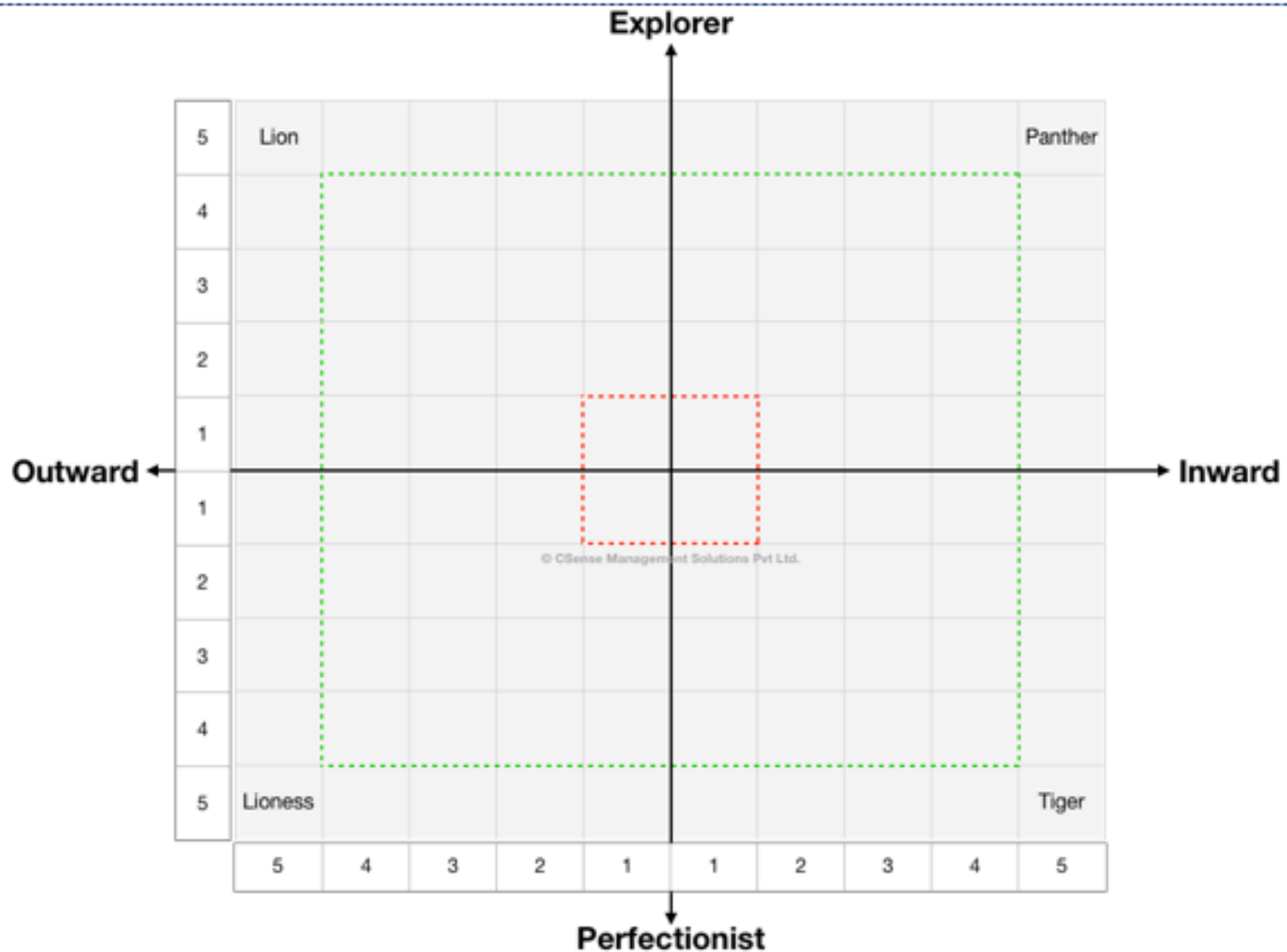
The Art of Execution



**IF YOU DON'T UNDERSTAND SOMETHING -
NOTHING WILL CHANGE!**

**IF YOU UNDERSTAND SOMETHING -
NOTHING WILL CHANGE!!**

Remember – Where are you from?

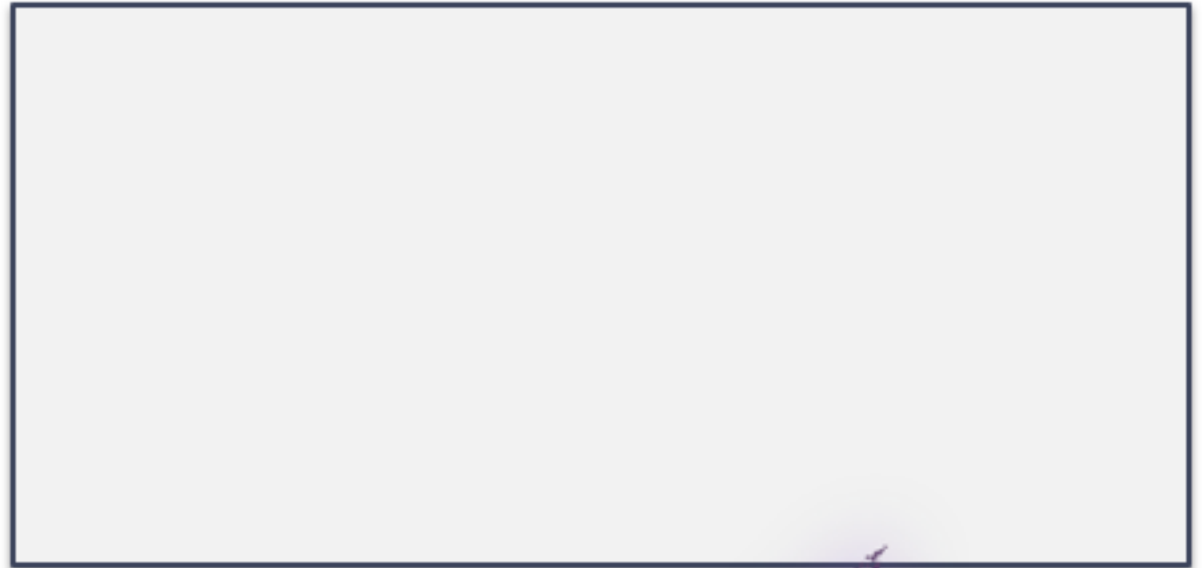


Execution

Imagine:

Whatever you do you
are getting Money and
Recognition beyond you
can ask for,

Then what will you do
the whole day, on a
DAILY basis?



- What is the one thing that you can do from tomorrow – 365 days
- Everyday without absence / excuse
- Wherever you are & Whatever happens to you
- Not possible?
 - Don't you brush your teeth on a daily basis?
 - Don't you eat on a daily basis?

Secret is on Doing it daily...

Simple resolution

- Keep your own Promises
- However small they are
- However big they are
- On a Daily Basis!



Journey towards your Dreams! (Vision)

- One thing that starkly differentiates a Leader
 - Committing himself for the bigger Vision and Keeping his own Promises

If your inner-self believes you – no matter what – you will achieve your Goals!

If your inner-self does not believe you – no matter what – you will not achieve your Goals!





How can we help you?





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.

- 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!

Contact us for

- *a Diagnosis Study with*
- *a detailed Report and*
- *the Roadmap for your Success Journey!*





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