

Make Money While You Learn

A New Approach to Achieving Breakthrough Improvements in Performance

“ETI Group’s new approach to process improvement will make dramatic and measurable improvements in your operational processes, while developing the skills and knowledge of your people”.

**Jack Benham, President
ETI Group**

Table of Contents

Topic	Page #
Process Improvement Program Overview.....	3
Four Steps To Improve Your Bottom-Line Business Results.....	4
Your Company Will Benefit From.....	5
ETI Group.....	6
What Our Clients Say.....	7
The Next Step, Contact ETI Group	9

Process Improvement Program Overview

Most improvement initiatives take months to train people, they are expensive, and don't always deliver the desired results.

If you want fast results and don't want to spend months training people, or your trained people are needed elsewhere, ETI Group is here to help. We can lead, manage and complete your critical improvement project(s).



When we are finished, you will see a measurable improvement in performance that will provide at least a 200% return on investment. Your team will be able to apply what they have learned to continue making improvements long after we have finished.

Our Promise

If we can not provide at least a 200% return on your investment, we will not waste your time and take on the project.

Four Steps To Improve Your Bottom-Line Business Results

1. The program starts with a 2-hour free Leadership Team workshop to introduce process improvement tools and identify opportunities for making dramatic improvements in performance.



2. Work closely with you to prioritize and assess an improvement opportunity based on the impact on your key business objectives and the cost/benefits to the organization when completed.



3. Assist in developing a scope and charter for the selected improvement project, including selecting key people to work on a “process improvement project team.”



4. Train improvement team members in the core tools of improvement, then support and work with the team to:

- a. Analyze the process to determine root causes of problems and process inefficiencies*
- b. Determine solutions and develop a solution action plan*
- c. Review solution action plan with company leaders*
- d. Make changes as required to the action plan and implement process improvements.*
- e. Pilot solutions approved by the Leadership team*
- f. Implement control plans and standard operating procedures to document and sustain improvements*

Your Company Will Benefit From



1. Identifying improvement opportunities aligned with your priorities for quality, delivery, customer satisfaction, and profitability.

2. Learning valuable Lean Six Sigma skills in a real-world context that your people can continue to use to make lasting improvements in operations after we leave.

3. Achieving rapid, measurable and permanent improvements in your company's bottom-line business results by:

- ✓ *Dramatically reducing scrap, rework, complexity, defects, delays, and other forms of waste in your operational processes.*
- ✓ *Creating faster streamlined processes and reducing labor costs.*
- ✓ *Improving product/service quality and customer satisfaction*
- ✓ *Releasing cash tied up in partially finished goods.*

ETI Group



Since 1981, ETI Group has assisted more than 1,000 Companies in the USA, Europe and Asia to improve bottom-line business results.

Our team has extensive experience in Lean, Six Sigma and Change Management. They can provide all of the training and support you need to get your improvement project *done* and achieve *results*.

Results from ETI Group client improvement projects include:

- A semiconductor manufacturer reduced failure rates by 50% with an annual cost saving of \$3,600,000.
- A plastic molding company saved \$700,000 per year by solving a problem of parts failing final inspection for cosmetic damage.
- A metalworking company saved \$230,000 per year by reducing the number of damaged or contaminated parts at final inspection.
- A city government improved its court collections process, resulting in a \$400,000 increase in annual revenue.
- A purchasing process had an average cycle time of 38 days. Major causes were identified and average cycle time reduced to 5 days.
- A logistics company team improved the delivery process for their highest volume products. Late shipments, due to factors under the company's control, were reduced by 43%.

What Our Clients Say



"The Lean Six-Sigma training experience has been very motivational and productive for our company. All I hear are positive comments and genuine excitement. I am glad and thankful we had the opportunity to participate in this program." **Adolfo De la Torre, Pulse Electronics**

"I appreciated the practical applications and the hands-on opportunities of this training. My project was enhancing the wave solder process. We increased our capacity by 100%." **Neil Schneider, Vanguard-ems, Inc.**

"The program content was great. I learned many great tools for analyzing data quickly and making better, more informed decisions. This has been a great course!" **Ken Fisher, Pathway Medical**

"This program exceeded my expectations. It provided us with information and tools of great value. The instructor was very knowledgeable and explained things in a way that everyone could understand." **Phillip Patterson, Compass Aerospace**

"The Lean Six Sigma program exceeded my expectations. Projects completed during the program will more than recover the cost of your services and time away from the work-place. I thought that we were too small to recoup much of a reward, I was wrong." **Larry Remmer, Accel Plastics**

What Our Clients Say



“The value of this training was very high. I’m very happy with the results and would give this program a rating of 10 out of 10!”

Bob Siamro, Electro Scientific Industries

"Key Six Sigma skills that usually take days to grasp are easily understood and applied within the first four hours of this course. Why wait when you can learn Lean Six Sigma and use the tools immediately to create breakthrough improvements? I highly recommend this organization." **J. Randy Armatas, Evanite Corporation**

“ETI Group’s Lean Six Sigma training is the best combination of theory and applied solutions that I have seen. The learning format was easy to follow and the instructors out-standing.” **Anders Ohlsson, Boise Cascade**

“The Lean Six Sigma Black Belt program content and participation were great. The instructor keyed in on the important points and lightened things up with good humor. He also provided great improvement project support during and between the in-class sessions.” **David Baublits, Precision Machine Works**

“I would like to personally "thank you" for providing NAVMAG Indian Island with an outstanding Lean Six Sigma Training Program. Your exceptional professionalism and wealth of knowledge made the week educational and exciting. World Class!”
LCDR Delmas Whittaker, Lean Coordinator, Naval Magazine Indian Island

Make Money While You Learn

By achieving rapid, measurable and sustainable improvements in performance that result in at least a 200% ROI, while your key people learn valuable Lean Six Sigma skills in a real-world context

Contact ETI Group for a free consultative visit and see how we can assist you

Jack Benham, President



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