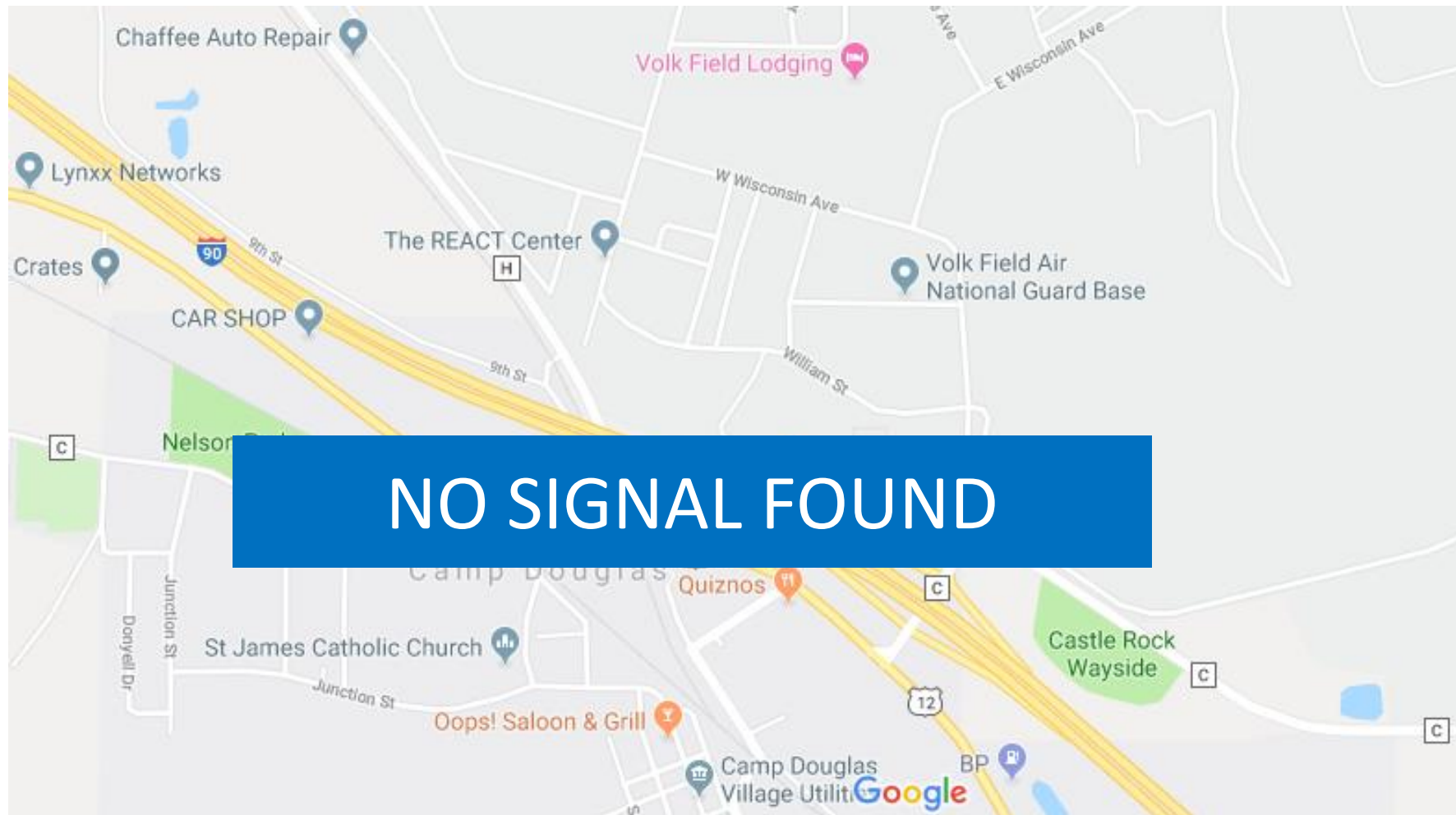


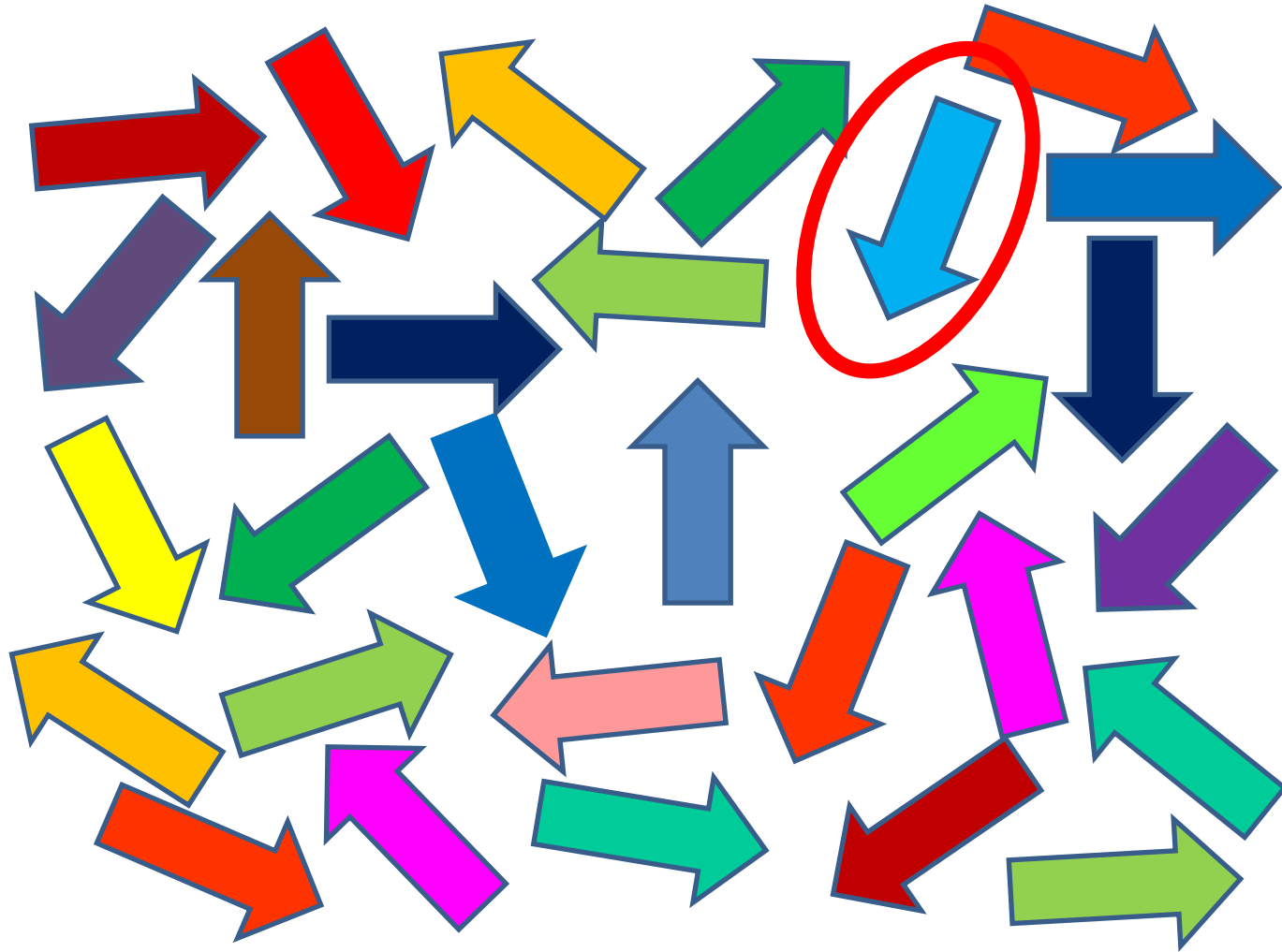
Strategy & Execution



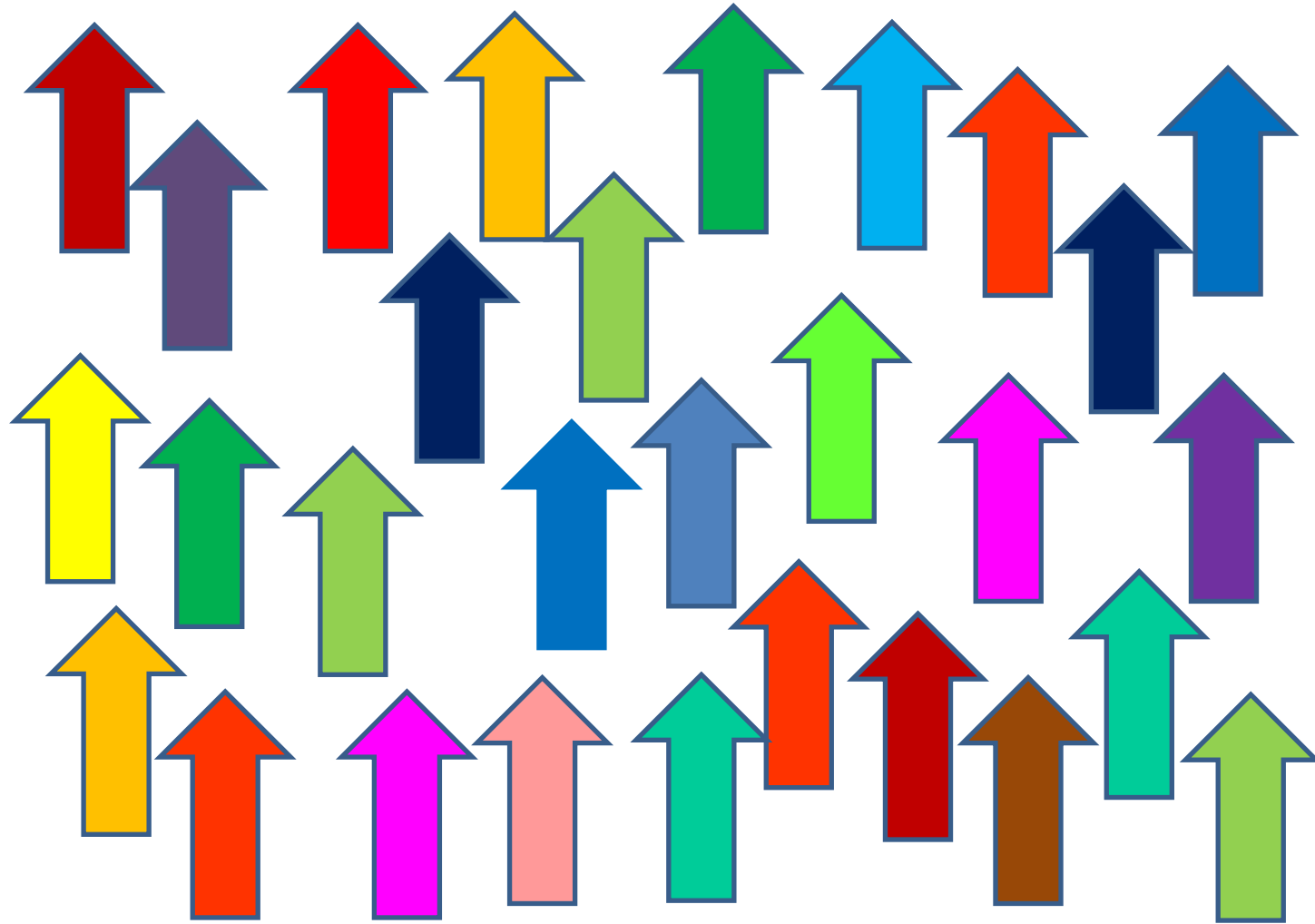
Plan & Execute



Plan & Execute



Plan & Execute



Strategy & Execution



- **Strategy & Execution**
 - Where's your company headed? How will you get there?
- **Succession Planning**
 - Passing on the business to the next generation
 - Statistically 24% will succeed in transferring their business.

Organizational Check - up

	Organizational Check – Up Questions	Score (1-5) Weak = 1 Strong = 5
1	We have a clear vision in writing that has been properly communicated and it is shared by everyone.	
2	Our core values are clear, and we are hiring, reviewing, rewarding, and firing around them.	
3	Our core business is clear, and our systems and processes reflect that.	
4	Our 3,5, & 7 years target is clear and has been communicated to everyone.	
5	Our target market is clear, and our sales and marketing efforts are focused on it.	

Winning Workforce Environment



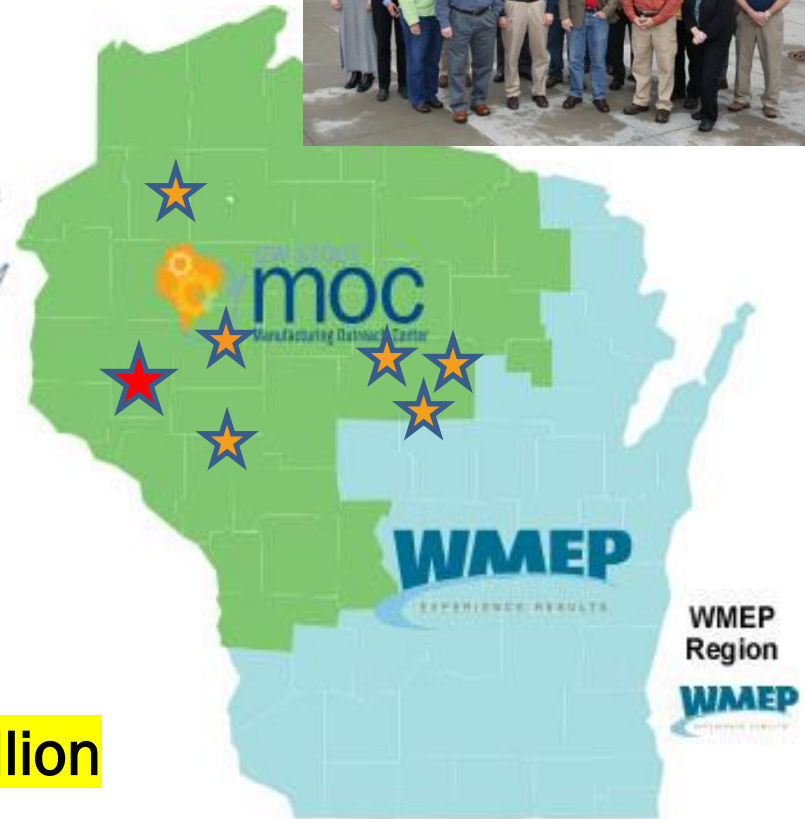
UW-Stout MOC

3,584 manufacturers in
33 Wisconsin Counties
(green shaded region)



- 8 Project Managers
- 200+ years of industry experience
- Over 700 million \$\$ in **impacts** since 1994
- In the last 4 quarters: Served 198 Manufacturers
 - Create / retained 287 jobs
 - Achieved *client reported* impacts of **\$32 million**

MOC
Region



STOUT MOC helps companies.....

Improve profitability

- ___ eliminate waste & variation (improve processes)
- ___ produce more daily
- ___ improving flow through the factory and office
- ___ minimizing lead times (shop & office)
- ___ reducing cycle times
- ___ increasing utilization
- ___ reducing inventory
- ___ eliminating bottlenecks
- ___ finding new processing technology
- ___ automating key processes
- ___ lean product development
- ___ facility layout (creating product family cells)
- ___ other _____

Grow Revenues

- ___ creating a pipeline of new products or services
- ___ discovering new markets
- ___ creating sales leads
- ___ exporting
- ___ finding new product technology
- ___ vetting ideas to maximize benefits
- ___ developing new marketing messaging
- ___ other _____

Enrich your People

- ___ educating employees
- ___ transferring knowledge through hands on exp.
- ___ creating teamwork
- ___ project management skills
- ___ problem solving skills
- ___ leadership skills
- ___ developing job instructions
- ___ Lean Certificate
- ___ foundational supervisory training
- ___ empowering people to solve problems
- ___ other _____

Reduce Business Risk

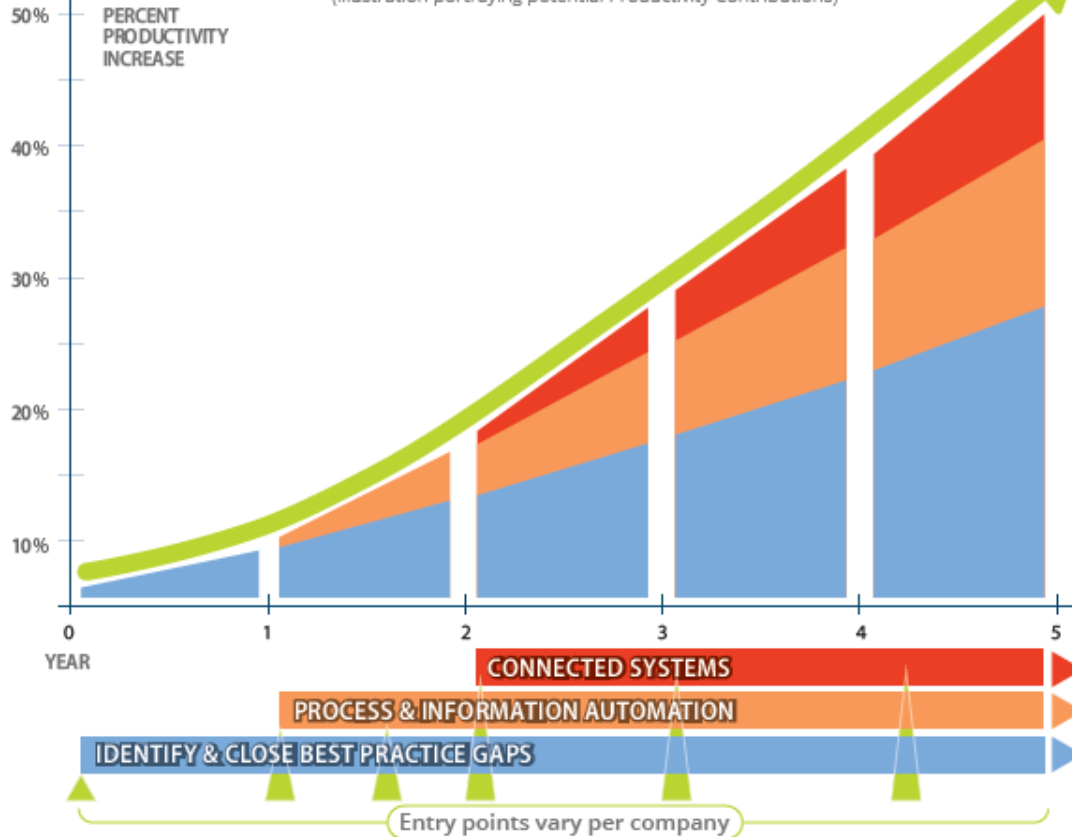
- ___ identifying business risks
- ___ developing strategy and an execution plan
- ___ creating a pipeline of new products or services
- ___ diversifying the business with new markets
- ___ improving quality
- ___ creating safe environments
- ___ keep up with technology (technology roadmap)
- ___ preparing for certifications (ISO 9001...)
- ___ standardizing processes
- ___ other _____

New Items.....

- **SMART Automation (Aug 14th Workshop)**
- **Technology Roadmaps**
- **Digital Design & Manufacturing Initiative**
- **Lead Generation**
- **Supervising Standardization (TWI)**
- **Total Productive Initiative (TPI)**

Transformational Productivity Progression

(Illustration portraying potential Productivity Contributions)



Questions??