



LEAN SOLUTIONS ▶▶
BUSINESS CONSULTING

COMPANY PRESENTATION

📍 Lean Rešitve d.o.o.
Kidričeva ulica 24, 3000 Celje

✉ info@lean-resitve.com

💻 www.lean-resitve.com

ISO 9001

BUREAU VERITAS
Certification



2020

AAA

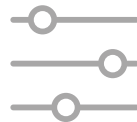
Boniteta odličnosti

LEAN REŠITVE d.o.o.

Matična št.: 6337228
Bisnode d.o.o. / 30.7.2020



LEAN REŠITVE ▶▶



ESTABLISHED

- CLIENTS: 1
- EMPLOYEES: 1 + 5
- COUNTRIES: 1
- TURNOVER: 30.000 €

- CLIENTS: 30
- EMPLOYEES: 5+1
- COUNTRIES: 5
- TURNOVER: 340.000 €

- CLIENTS: 48
- EMPLOYEES: 4+1
- COUNTRIES: 5
- TURNOVER: 597.000 €

VISION

Leading provider of LEAN consulting services

MISSION

Our mission is to increase the added value of our customers by reducing process losses. Ensuring stable growth for all stakeholders in the process of optimizing business practices.

- CLIENTS: 100+
- EMPLOYEES: 8+2
- COUNTRIES: 10+
- TURNOVER: 1.500.000 €



2013



2020



2021



2025

LEAN OFFER

1. CONSULTING



Lean Solutions offers a wide range of consulting in the field of process optimization in production, logistics and administration. Consulting with an emphasis on 80% of consulting time in production and 20% of consulting time for the needs of client training, joint preparation of time plans and reporting. Consulting is the optimal combination for achieving the customer's goals and introducing a lean culture.

2. EDUCATION



Trainings are the second part of the Lean Solutions offer, which are open. They are intended for all interested listeners. These trainings are organized in conference centers and are planned for a longer period in advance. The topics of these trainings cover all methods of lean manufacturing and logistics with many practical examples.



4. TIME EFFICIENCY WORK SHOPS



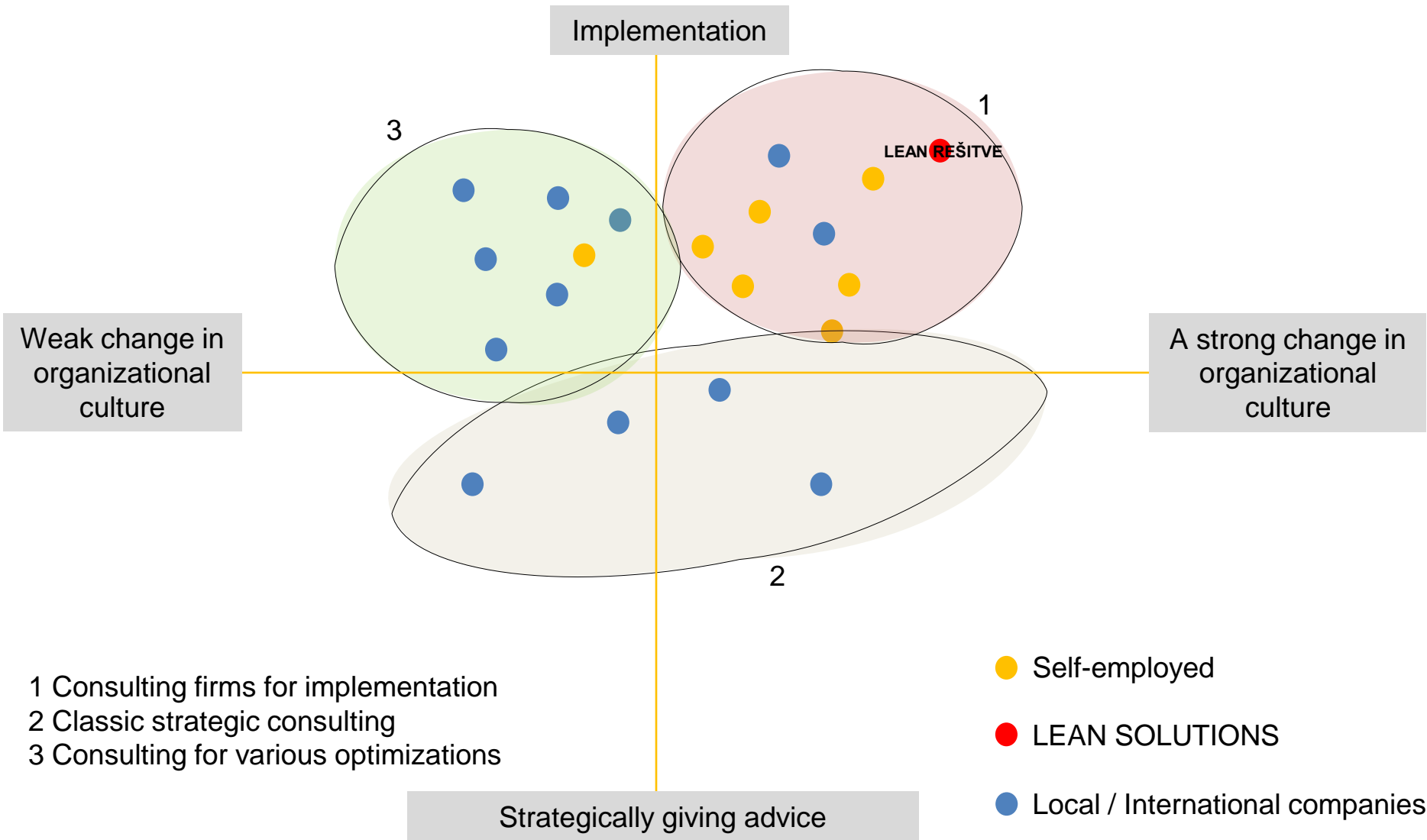
Setting time norms according to REFA, MMA, SDD method, and educating your staff for independent work in setting production times.

3. LEAN ANALYTICS



We quickly and efficiently prepare your existing data, which you record manually, semi-systemically or systemically for visualization in production. Track performance at all levels with a simple and clearly understandable display of indicators and overall operational performance.

PROVIDER COMPERISON



- 1 Consulting firms for implementation
- 2 Classic strategic consulting
- 3 Consulting for various optimizations



TEAM



Miha Vedenik
DIRECTOR

Consultant for lean systems with an emphasis on sustainable efficiency, mentor of future lean managers, and an engaged lecturer.



Mitja Orlačnik
PARTNER

Senior consultant for lean manufacturing and logistics, expert in process optimization with added value.



Robert Krajnc
PARTNER

Senior consultant in the field of lean logistics and integrated lean systems, specialist in efficiency improvements.



Matic Golavšek
PARTNER

Project manager, integrated lean systems consultant and expert in lean method implementation



Nataša Lipovšek
SENIOR BUSINESS ANALYST

Power BI solutions consultant and development manager for business data digitization for SFM.



Aleš Hočevar
ASSOCIATE CONSULTANT

Consultant in the field of lean manufacturing with the primary use of the 6S and SFM method.

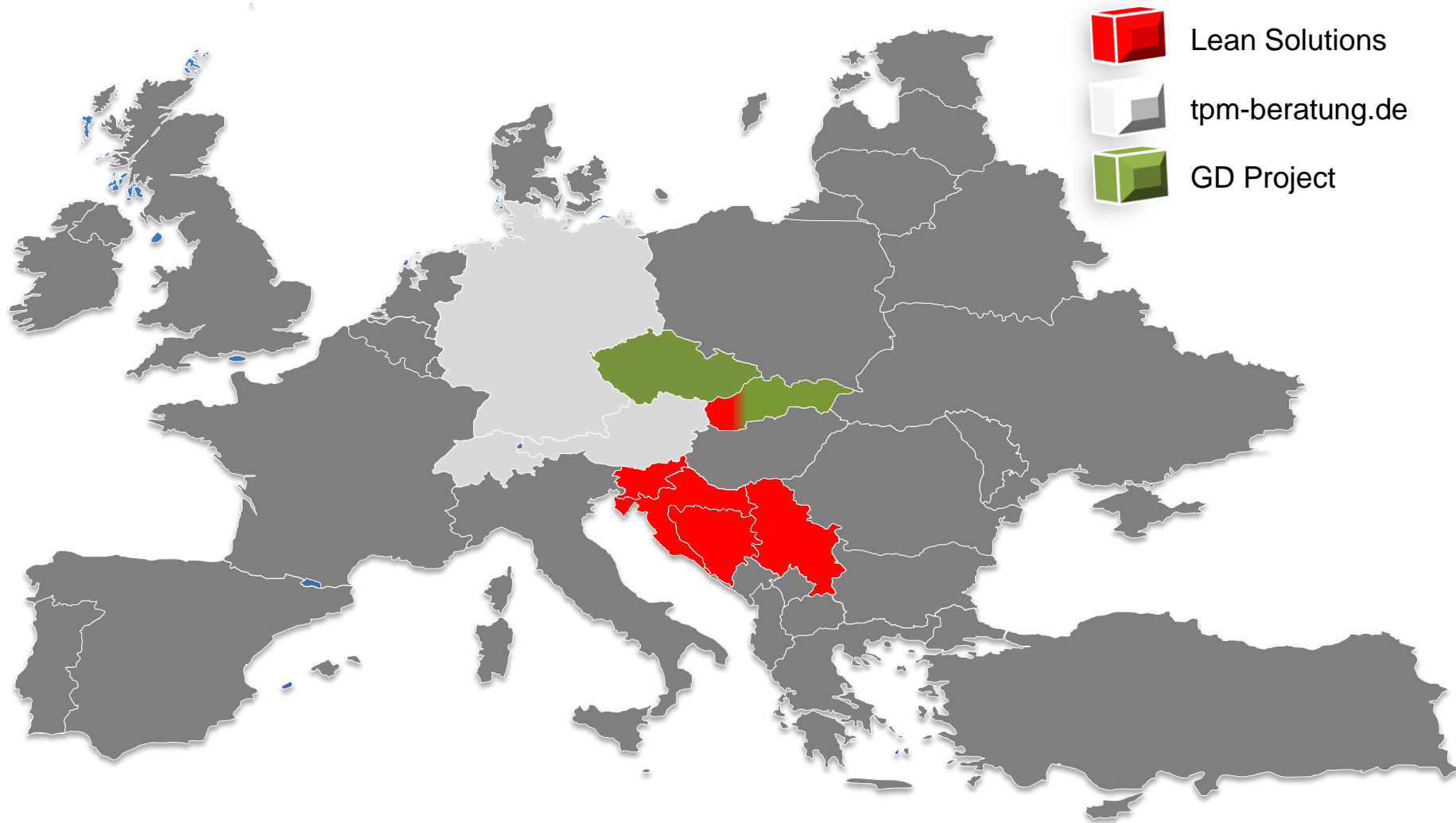


Markus Koch,
CONSULTANT & CERTIFIED
AUDITOR

Auditor of the International TPM Institute in the USA, consultant for the TPM method



INTERNATIONAL PRESENCE



-  Lean Solutions
-  tpm-beratung.de
-  GD Project

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REFERENCE



"TPM Award for Best International Company"

The International TPM Institute



"Lean Award for Best Medium Business in Europe"

BUSINESS PARTNERS

IT solutions



Cooperation - projects - partnerships



International **TPM** Institute
The Hartmann Method

STAUFEN.



Pomurski
TEHNOLOŠKI PARK



Strateško razvojno inovacijsko partnerstvo
TOVARNE PRIHODNOSTI



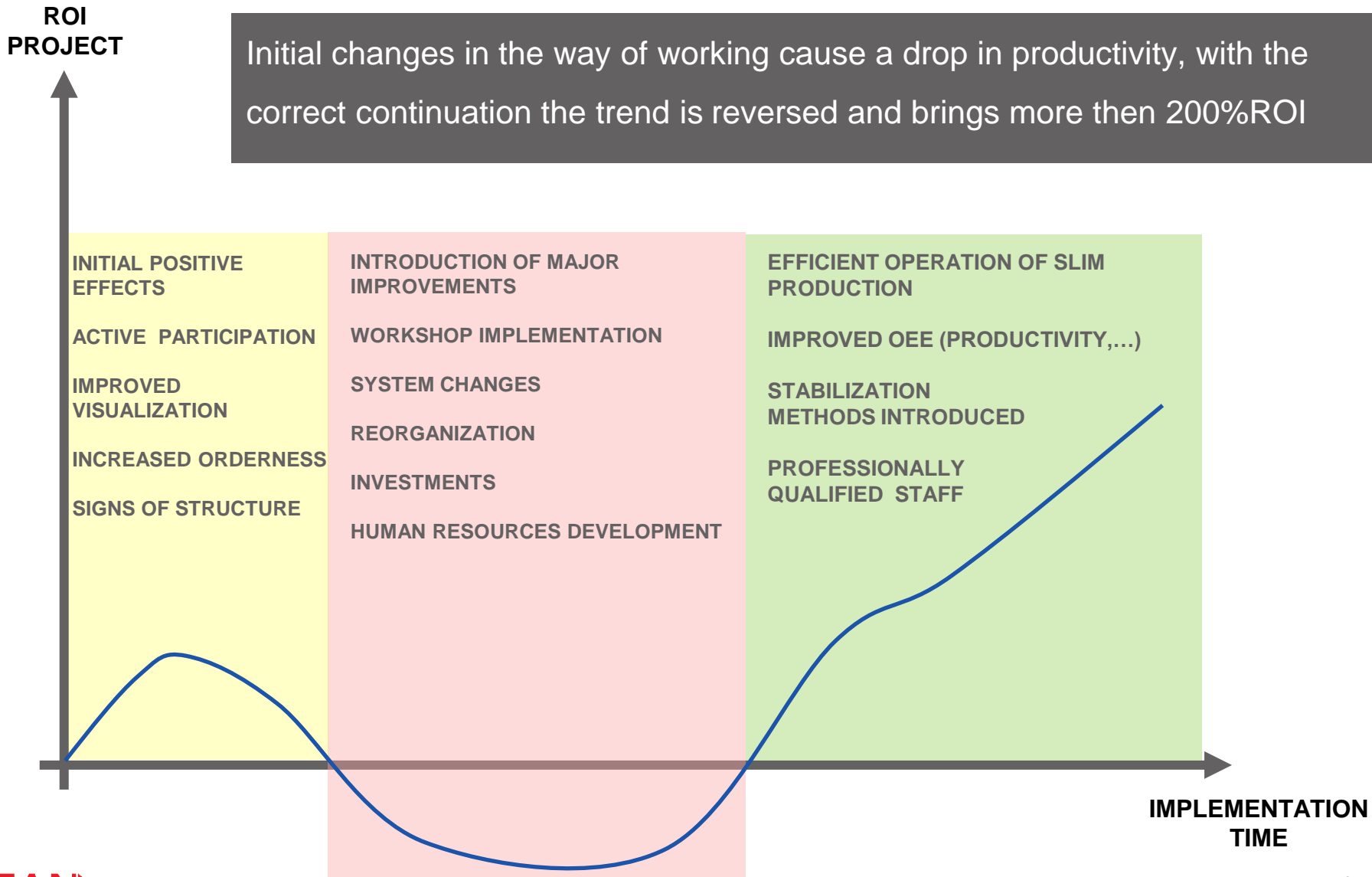
RAZVOJNI CENTER ORODJARSTVA SLOVENIJE
SLOVENIAN TOOL AND DIE DEVELOPMENT CENTRE



IMPLEMENTATION



Initial changes in the way of working cause a drop in productivity, with the correct continuation the trend is reversed and brings more then 200%ROI



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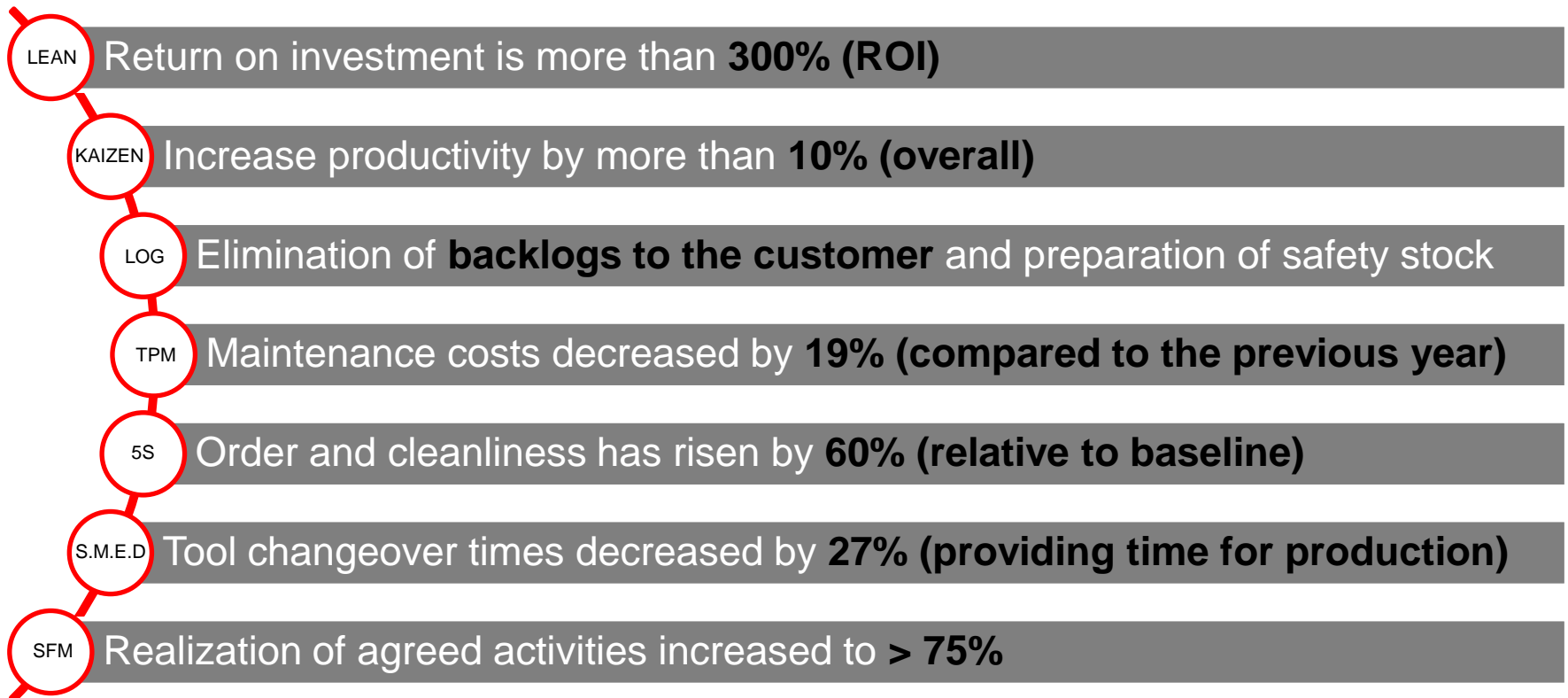


GOOD PRACTICE EXAMPLES INDICATORS (KPI)



	KEY INDICATORS	YOUR COMPANY	LEAN COMPANY	SUITABLE METHODS
STANDARD	PRODUCTIVITY	?	> 98%	KAIZEN, TPM, 5S, VSM, SCM
	SCRAP	?	< 1%	PDCA, KAIZEN, 5S, SCM
+ LEAN	OEE (Overall equipment effectiveness)	?	> 95%	TPM, S.M.E.D., KAIZEN
	VALUE ADDED PER EMPLOYEE	?	SLOVENIJA: 46.000€ AVSTRIJA: 112.000€	LEAN ORGANIZATION PRODUCTIVITY
	DAYS ON HAND (products and raw materials)	?	JIS	LEAN LOGISTIKA
	S.M.E.D. (Effective changeover)	?	< 10min	S.M.E.D.
	MAINTENANCE COSTS	?	< 1% PRIHODKA	TPM
	SUGGESTIONS SYSTEM (No. of small useful suggestions / employees)	?	>10	SUGGESTIONS SYSTEM, KAIZEN

Visible results after persistent implementation of lean manufacturing, logistic and administration



OUR APPROACH



- We determine your needs / pain / desires through conversation
- We assess the current situation by looking at the processes
- If necessary, we perform an extensive LEAN AUDIT

OFFER

- Pilot project includes key machines, lines and departments
- Creating a matrix pilot teams
- Measurable milestones and goals

PILOT PROJECT

- Expansion of methods and teams according to the previously prepared schedule
- Monitoring the effectiveness of implementation

EXTENTION ON WHOLE COMPANY



SDD methodology

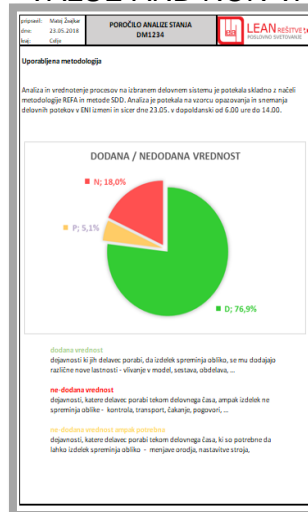
The SDD methodology is a set of methods and tools for achieving better work organization.

What is your added value in the process?

Advantages:

- Analyzing the entire value chain
- Detection of losses
- Correctly set standards
- Optimization of work processes
- Proper production planning
- Better organization of the entire process chain
- Rationalization of business operations

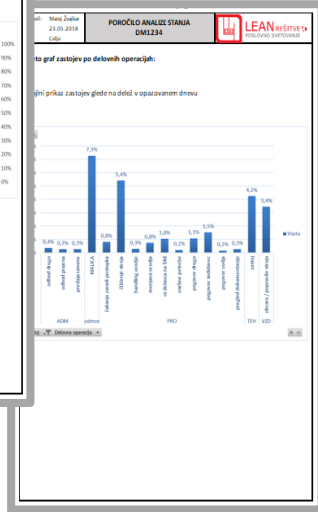
VALUE AND NON VALUE



PARETO OF STOPS



DESCRIPTION



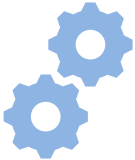
DETAILED insight into the production process in the workplace. We prepare quality data and analyzes for all further LEAN Activity Solutions - KAIZEN workshops, S.M.E.D. workshops, TPM workshops,...

EDUCATION

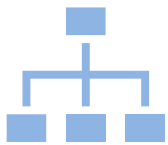
The first comprehensive and in-depth training on lean production methods in Slovenia.



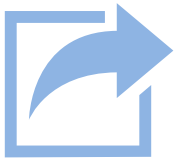
Knowledge of lean organization methods



Knowledge of how to transfer the acquired knowledge into practice



Successfully solve challenges from your company with the help of a consultant/trainer.



Exchange of good practices and influx of fresh ideas



TPM CERTIFICATION - TPM AWARD

- TPM steps are designed to achieve optimal performance of TPM groups and the organization.
- The level is monitored / audited according to a predetermined TPM plan
- Each step requires more from TPM teams

Best in Class

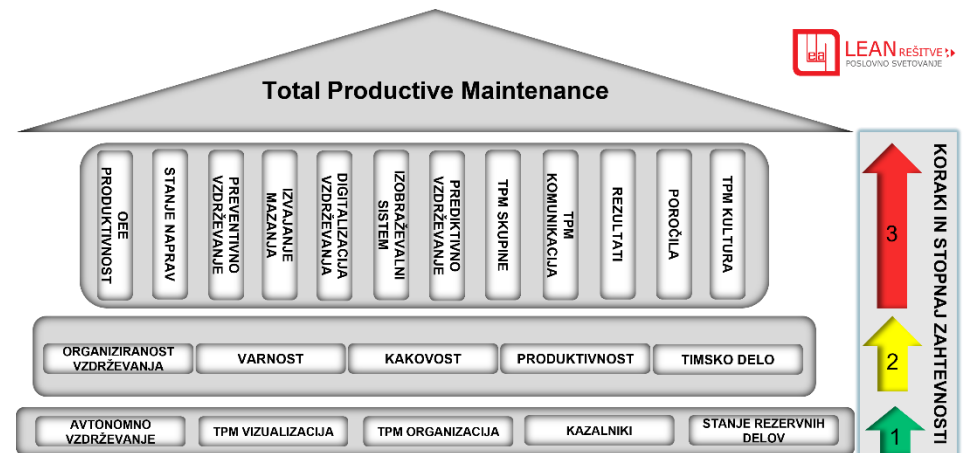


TPM AWARD

LEVEL 3

LEVEL 2

LEVEL 1





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LEAN Logistics

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Approach to LEAN Logistics

Lean logistics is an assembly of methods that focus on elimination of classic 8 losses from the supply chain, with an emphasis on improving material flow and reducing flow time.

EFFECTS:

- **Overproduction** → reduction of stock by 5-10%
- **Waiting and unnecessary movement** → reduction of labor costs 15-20%
- **Excessive processing** → improvement of equipment utilization 5-10%
- **Waiting** → elimination of congestion and line disruptions
- **Moving** → reduction of direct transport costs



Advantages of LEAN Logistics

One of the main advantages of lean logistics is inventory management. Excess inventory leads to losses, and insufficient inventory upsets customers in delays.

- By removing losses from the process, maintaining inventory, make sure production lines run smoothly due to material shortages or late deliveries.
- Lean logistics is a great way to reduce inventory risks.
- Lean logistics processes also remove processes in which large losses occur from the supply chain, which shortens throughput times.
- The need for storage space is reduced if you have a stock plant under control.
- It reduces the cost and amount of tied-up capital you need to run and maintain your business.
- It increases efficiency and profit.

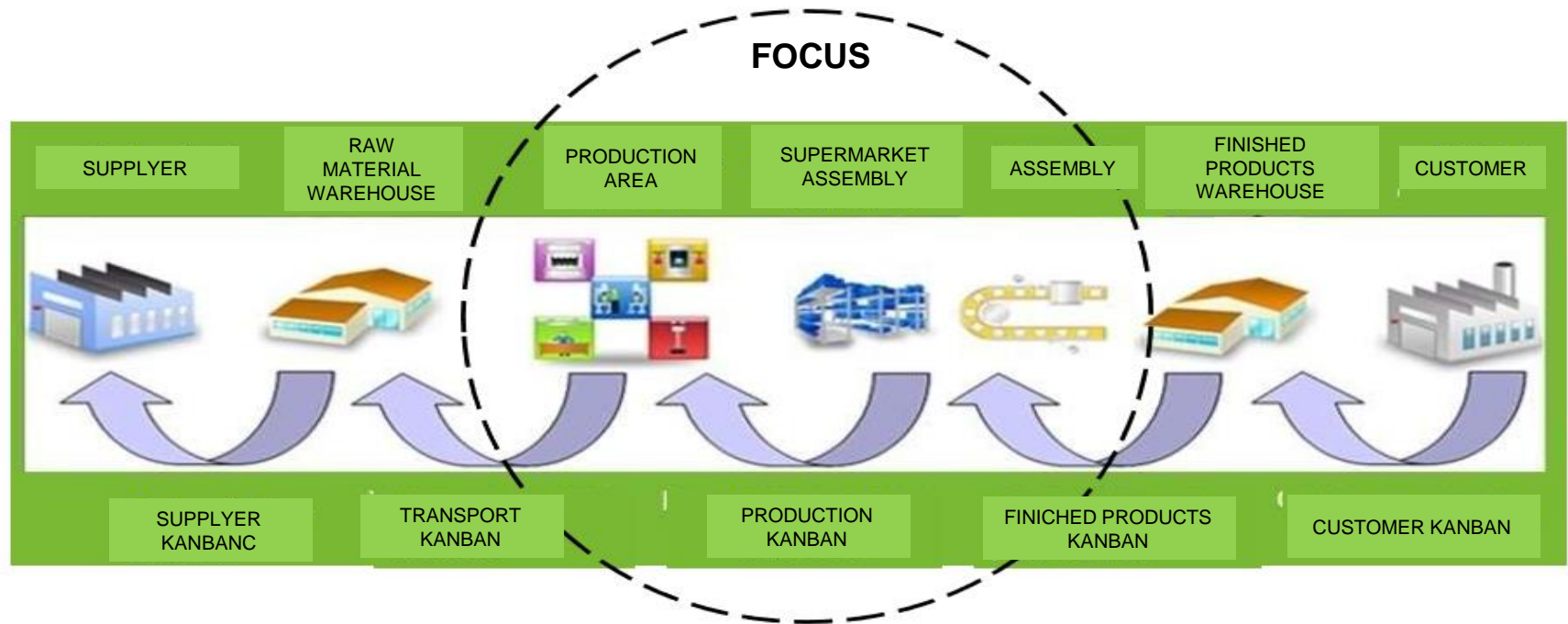


LEAN Logistics Objectives

- 1) Establishment of a logistics organization
- 2) Reducing 8 losses in processes
- 3) Establishment of a pull system
- 4) Synchronization of material and information flow
- 5) Uninterrupted supply of production
- 6) Optimal storage / supply system in warehousing and production
- 7) Improving visualization systems and capabilities
- 8) Minimize processes without added value
- 9) Standardization
- 10) Gradual implementation of One-Piece Flow (inline production)

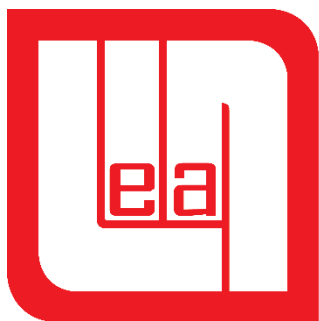


Production supply KANBAN



Priorities:

- Introduction of material traceability (warehouse organization, bar codes, supply lists, kanban cards ())
- Layout by flow areas
- Production supply - organization of work with line suppliers
- Grouping processes by value flows into cells
- VSM project concept of internal logistics / line supply, internal transport, packaging, material and information flow, stocks, flow times



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BUSINES INTELIGENCE ANALITYCS

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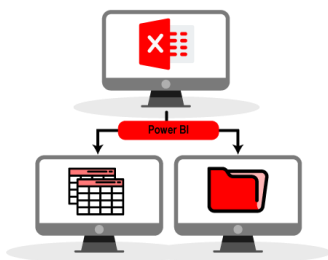
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Business analytics to your liking

With the Power BI analytical tool, we create quick access to automated measurement of indicators and their visual display



CONSOLIDATION OF DIFFERENT SOURCES



VISUALIZATION OF INDICATORS



ACCESSIBILITY ON ALL DEVICES



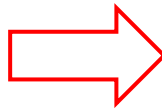
EASY IMPLEMENTATION

From spreadsheets to the production process control panel

- Lots of intertwined, transparent sheets
- Out-of-date and often poor quality data

- Clear interactive dashboards
- Real-time monitoring

	Bal (50/50)	Cash or Bank (10/10/80)	Cash or Bank (20/80)	Cash or Bank (30/70)	thru Cash or Bank (20/80)	thru Cash or Bank (30/70)
Months to Pay	36	24	24	24	36	36
List Price	2,352,000.00	2,352,000.00	2,352,000.00	2,352,000.00	2,352,000.00	2,352,000.00
Discount (rate)	11.0%	4.0%	3.0%	4.0%	0.0%	1.0%
Discount (amount)	258,720.00	94,080.00	70,560.00	94,080.00	-	23,520.00
Promo Discount						
Total Discount	258,720.00	94,080.00	70,560.00	94,080.00	-	23,520.00
DP Rate	50%	10%	20%	30%	20%	30%
Net List Price	2,093,280.00	2,257,920.00	2,281,440.00	2,257,920.00	2,338,000.00	2,328,480.00
Vat 12%						
Other Charges 5.50%	115,130.40	124,185.60	125,479.20	124,185.60	129,360.00	128,066.40
Total Contract Price	2,208,410.40	2,382,105.60	2,406,919.20	2,382,105.60	2,481,360.00	2,456,546.40
May 4, 2012	RF 25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00
June 4, 2012	1 1,079,205.20	213,210.56	19,015.99	28,734.65	13,090.89	19,776.78
July 4, 2012	2 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
August 4, 2012	3 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
September 4, 2012	4 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
October 4, 2012	5 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
November 4, 2012	6 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
December 4, 2012	7 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
January 4, 2013	8 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
February 4, 2013	9 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
March 4, 2013	10 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
April 4, 2013	11 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
May 4, 2013	12 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
June 4, 2013	13 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
July 4, 2013	14 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
August 4, 2013	15 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
September 4, 2013	16 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
October 4, 2013	17 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
November 4, 2013	18 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
December 4, 2013	19 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
January 4, 2014	20 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
February 4, 2014	21 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
March 4, 2014	22 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
April 4, 2014	23 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
May 4, 2014	24 30,672.37	9,925.44	19,015.99	28,734.65	13,090.89	19,776.78
June 4, 2014	25 30,672.37	9,925.44	1,925,535.36	1,667,473.92	13,090.89	19,776.78
July 4, 2014	26 30,672.37	1,905,684.48			13,090.89	19,776.78
August 4, 2014	27 30,672.37				13,090.89	19,776.78
September 4, 2014	28 30,672.37				13,090.89	19,776.78
October 4, 2014	29 30,672.37				13,090.89	19,776.78
November 4, 2014	30 30,672.37				13,090.89	19,776.78
December 4, 2014	31 30,672.37				13,090.89	19,776.78
January 4, 2015	32 30,672.37				13,090.89	19,776.78
February 4, 2015	33 30,672.37				13,090.89	19,776.78
March 4, 2015	34 30,672.37				13,090.89	19,776.78
April 4, 2015	35 30,672.37				13,090.89	19,776.78
May 4, 2015	36 30,672.37				13,090.89	19,776.78
June 4, 2015	37 30,672.37				1,985,088.00	1,719,582.48
July 4, 2015	38					
Retention						
Total Investment Cost	2,208,410.40	2,382,105.60	2,406,919.20	2,382,105.60	2,481,360.00	2,456,546.40



BI implementation process

Review your current status

- What data do you collect
- Data source
- Data quality

Overview of KPIs

- Which KPIs are you already monitoring
- What other KPIs would you like to monitor?

Data model

- Creating a complete data model from various data sources (ERP, MES, manual records,...)

Interactive control panels

- Standardized control panels
- Examples of good practice
- Custom reports

Webinars, workshops and trainings

- Power Business Intelligence
- Power Pivot
- Excel and DAX commands
- Pivot tables

Connectivity with all your departments



Business analytics for financial management

Control your income and profits, better manage your investments, and eliminate unnecessary expenses



Cash flow management

Control your cash flows, have more control over payment deadlines, and optimize your payment plan and manage your funds



Monitor the performance of KPIs in sales daily

Detect critical points of your sales with Power BI, increase the profitability of individual sales activities



Monitor marketing activities and CRM

One platform that brings together different data sources of marketing campaigns such as Facebook, Google Analytics, LinkedIn, Instagram and others



Inventory management

A systematic approach to ordering, storing and shipping materials and products



Supply chain control

An overview of inventories, time and quantity accuracy of suppliers or customers, and quality management tailored to the needs of your organization



Manufacturing Solutions (OEE)

Optimization and savings at all stages of the production process

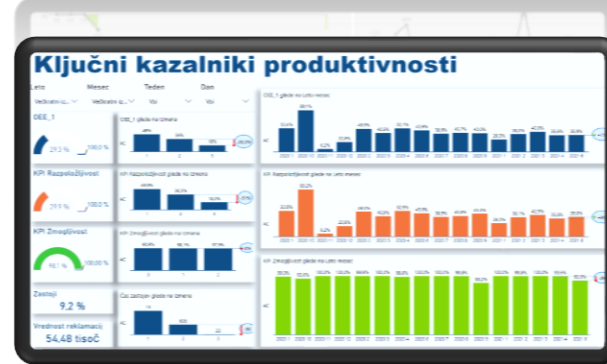
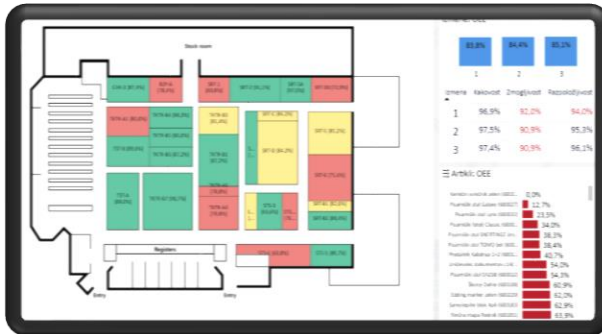


Custom solutions

Dashboards and custom reports



Examples of control panels





LEAN REŠITVE
POSLOVNO SVETOVANJE



<https://app.powerbi.com/view?r=eyJrIjoIMjUzNmEyOTctM2JkMy00MDM1LWVhbnZAtNTczZTc2MmVlOGI1IiwidCI6IjcwZjI14Njg2LWUxY2YtNGE5NS05YmY2LW14NDY5YzUwNDQyMSlmMjI0Ij9&embedImagePlaceholder=true&pageName=ReportSection13caee884ae9e6a3741b>

 Digitalni in interaktivni svetovanje



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LEAN CULTURE BEGINS NOW!

