

# Why Lean Six Sigma Implementations Fail?

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- Background
- 9 Reasons why Lean Six Sigma implementations fail
- Review of 9 reasons in detail
- Conclusion

## Professional Credentials:

- M.S. Industrial and Systems Engineering
- Certified Six Sigma Master Black Belt
- Certified Six Sigma Black Belt (CSSBB)
- Certified Lean Trainer
- Certified Lean Professional
- Certified Quality Engineer (CQE)
- Certified Manager of Quality and Org. Excellence (CQM/OE)

## Industry Experience:

- 2000-2010 Worked in almost all Lean Six Sigma Roles:
  - Global Director Lean Six Sigma
  - Manager – Lean Six Sigma
  - Engineering Manager
  - Lean Six Sigma Black Belt
  - Mfg. Engineer
  - Lean Engineer
  - Lean Coordinator
  - Lean Intern
- 2010 – Founded “LSSE – Lean Six Sigma Experts Corp.)  
*“help our clients to fully realize the benefits of Lean Six Sigma”*

# 9 Reasons why Lean Six Sigma implementations fail

100% Satisfaction Guaranteed!

Failure to.....

**Starting:**

0 – 3 years of deployment:

1. Align LSS with strategic direction/plan
2. Create sense of urgency
3. Select right people, leaders, vendors
4. Develop leadership knowledge
5. Create quick wins, excite the organization!

**Mid-Life:**

3 – 5 years of deployment

6. Link LSS results to bottom-line
7. Expand the deployment to Enterprise wide

**Sustaining:**

5 + years

8. Leverage the improvements to GROW
9. Having pay for performance for all

1. Aligning LSS with strategic direction/plan
  - LSS improvements not linked to what the business really needs
  - LSS should help organizations to deliver the results
  
2. Sense of urgency & need for change
  - Sense of urgency & for the need for change should be clear
  - Communicated throughout the organization
  
3. Right people, leaders, vendors
  - Right leader to lead the initiative
  - Right practitioners to carry out improvements
    - Flexible to adapt to varying business conditions
  - Right outside company to help

4. Leadership knowledge
  - Start with Leadership training first
  - Root cause of lack of leadership support = lack of knowledge
  
5. Create quick wins, excite the organization!
  - Go for the difficult problem first!
  - Communicate, communicate and communicate success
  
6. Linking LSS results to bottom-line
  - Most of the improvements must link to bottom-line
  - Lack of linkage = lack of leadership support

7. Expanding the deployment to all
  - All functions, departments
  - Expand to key suppliers and customers
  
8. Leverage the improvement to GROW
  - Real reason = to grow market share
  - Must leverage the improvements to grow organically or through acquisition
  
9. Pay for performance for all
  - Drives ownership/accountability to all levels
  - Excites the whole organization

- Almost all successful Lean Six Sigma companies eliminate these failure modes to fully leverage Lean Six Sigma
- The 9 reasons listed here in the presentation can be used as a checklist to identify the gap exist in fully realizing the benefits of Lean Six Sigma
- Lean Six Sigma implementations should help companies to GROW profitably

LSSE provides comprehensive support for all Lean Six Sigma needs from Training, Consulting, Recruiting and Software. We are the one stop shop for all Lean Six Sigma needs. No other company provides as comprehensive services as LSSE for Lean Six Sigma.

LSSE objective is to *help our clients fully realize the benefits of Lean Six Sigma*

## Major Services:

- Training (Custom & Public)
- Consulting
- Recruiting for Lean Six Sigma talent
- Software applications to support Lean Six Sigma

[www.LeanSixSigmaExperts.com](http://www.LeanSixSigmaExperts.com)  
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