



FLUKE®

Reliability

The Exponential Power of Daily Improvement

Calvin L Williams

Accelix™
Webinar Series

About Me



Calvin L Williams
Founder & CEO of Impruver



N University of Nebraska – Lincoln
Industrial Management Systems Engineer | MBA

- 20 years in Operational Improvement with Fortune 100s
- Over \$2B in Cost Savings and Growth opportunities delivered
- Several award-winning achievements



Company growth is restricted by inadequate improvement culture

**Slowness to
Adapt to
Change**

results in missed sales
opportunities

**Low Sense of
Urgency for
Productivity**

results in lower
margins

**Apathy for
Quality of
Work**

results in more
customer complaints

Companies with inadequate improvement culture tend to fall behind in the market

80%

of companies that fail do so because of an inability to identify and eliminate root causes of issues

68%

of employees leave companies due to lack of development opportunities

63%

of employee time is wasted due to ineffective management practices

Daily improvement accelerates learning and results

Traditional Improvement Cycle

2 WEEKS



Create massive and complicated plan

2 MONTHS



Execute massive plan with dozens of action items

2 WEEKS



Try to convince others that it was a huge success

- No certainty on what worked and what didn't
- No results or feedback for months
- Delayed learning

Daily Improvement Cycle

SUNDAY



MONDAY



TUESDAY



WEDNESDAY



THURSDAY



FRIDAY



SATURDAY



- Scientific approach with isolated actions
- Daily results and feedback
- Accelerated learning

Toyota famously strives for daily improvement



Toyota Stats:

- By 2003, Toyota was generating more profits than its biggest 3 rivals (Ford, GM, Chrysler) combined
- Return on assets in 2003 were 8x higher than the industry average
- Toyota is considered the Bank of Japan, with over \$81B in cash reserves

Companies across every industry currently practice some form of Continuous Improvement

POLL QUESTION No. 1



How many process improvements per week does the average person make in your company? (Click only one answer)

a: 0

b: 1

c: 2

d: 3

e: 4 or more

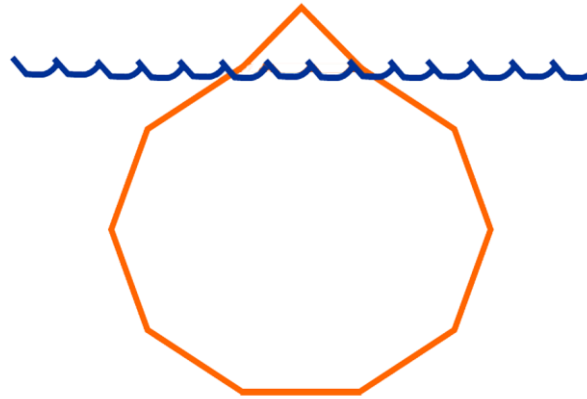
There are 3 important benefits of daily improvement

Psychological



Exponential personal growth

Cultural



Exponential cultural development

Business Performance



Exponential business achievement



Daily Improvement for a Better Self

There are major physiological benefits of daily improvement

Forms a habit and routine of improvement

43%

of everyday actions are enacted habitually while people are thinking about something else

(Journal of Personality and Social Psychology)

Increases engagement at work

59%

of engaged employees say that their job “brings out their most creative ideas,” compared to just 3% of employees who were disengaged

(Krugman and Kilman, 2007)

Accelerates experimentation and learning

50%

reduction in time for learning critical skills with students reporting more a more enjoyable experience

(Adams, Karthaus and Rehak, 2011)

Daily improvement activates the dormant right brain

Left brain

Logic
Reason
Information Learning
Detail Oriented
Serial Processing
Knowledge
Structured



Right brain

Creativity
Imagination
Transformative Learning
Whole Oriented
Parallel Processing
Understanding
Free-Flow

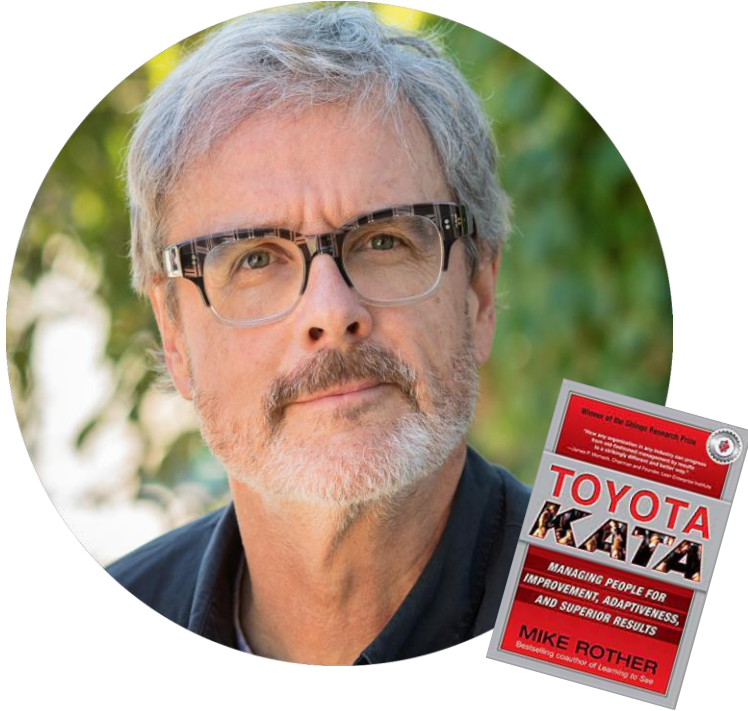
Incremental progress ←
bring this to work

→ Breakthrough progress
...but bring this to work too



Daily Improvement for a Better Culture

The organization's cultural benefit of daily improvement



"Any organization's competitiveness, ability to adapt, and culture arise from the routines and habits by which the people in the organization conduct themselves every day. It is an issue of human behavior."

- Mike Rother, Toyota Kata : Managing People for Improvement

- Conditions company to embrace change
- Creates an environment where failure is defined as not trying
- Encourages proactive effort towards the company's vision
- Develops a virtuous cycle of more improvement



Daily Improvement for Better Business Results

The business performance benefit of daily improvement

The 1% everyday rule



“If you get 1% better each day for one year, you'll end up 37.7 times better by the time you're done.”

James Clear
Author – Atomic Habits

The Ultimate Competitive Advantage



“There are two kinds of companies. Those who work to charge more and those who work to charge less. We will be the second one.”

Jeff Bezos
Founder – Amazon.com

Systematic Perpetual Improvement



“Something is wrong if workers do not look around each day, find things that are tedious or boring, then re-write the procedures. Even last month's manual should be out-of-date.”

Taiichi Ohno
Sr Leader – Toyota

There is a 3-step process for achieving daily improvement

1. Assign improvement targets per employee and measure results daily

3. Coach to accelerate learning and transformation

2. Provide the right tools



TIP : Those closest to the problems are also closest to the best solutions

There are resources to help achieve daily improvement

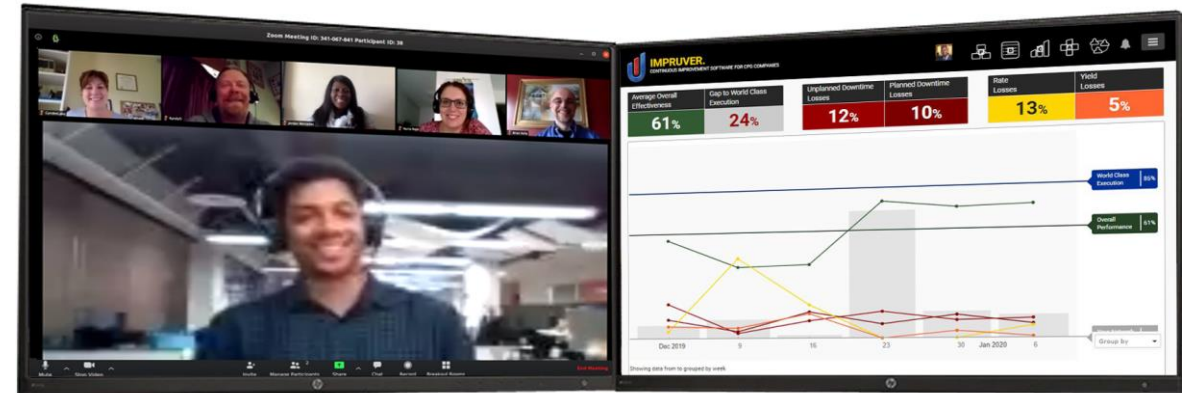
Tools to get things going



Daily Improvement Software

- Software such as Impruver for daily improvement
- Provides tools to accelerate your journey
- Automates many aspects of administration

Coaching to speed things up



Accelerator Programs

- Generate incredible business results fast
- Achieve Daily Improvement in less time
- Become a Certified CI Coach



Companies practicing daily improvement experience dramatic results in little time



97%

Increase in production output



Mike Brodziak
Former President

“Working with the Impruver software has been an absolute pleasure. And the results have been incredible!”



50%▼

Reduction in changeover times



Mike Wargocki
VP of Ops

“I like the systematic approach to engaging all of our people in CI”



56%▼

Reduction in overproduction



Jeremy Letterman
SVP of Ops

“Impruver provides a standard approach for KATA across our network”



126%▼

Increase in processing capacity for key account



Matt Barnes
VP of Ops

“We’re seeing more improvement now than we have ever seen”



55%▲

Increase in maintenance wrench time reporting



Jim Vantighem
Sr CI Manager

“Impruver leverages the science of improvement to transform the culture”

POLL QUESTION No. 2



How much opportunity do you see for daily improvement in your workplace?

(Click only one answer)

- a: Significant amount
- b: Moderate amount
- c: Very little opportunity
- d: Don't know or not applicable

Contact me directly for further questions



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QUESTIONS?



Thank you!

Calvin Williams

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CEO, Impruver

Next webinar: Gain deep insights into bearing health with ultrasonic analysis

BEST PRACTICE WEBINAR

Wednesday, April 21, 11 a.m. ET

Gain deep insights into bearing health with ultrasonic analysis

Friction is inherent in all machine bearings. When this friction starts to change, ultrasonic analysis can tell us a lot about what is happening in that bearing. When both friction and impact monitoring with ultrasound get combined with the real-time data collection of a IIoT system, we can uncover the signs of a bearing asking for help.

In this webinar, **Blair Fraser** of UE Systems Inc. discusses how simple it is to apply ultrasonic technology and how taking full advantage can prevent bearing failure from ever occurring.



Blair Fraser

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DEMO

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