

SIX REASONS WHY LEADERS LOVE SIX SIGMA

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SIX REASONS WHY **LEADERS LOVE** *SIX SIGMA*



Learn... Live... Lead...

1. SIX SIGMA IMPACTS THE BOTTOM LINE

- Six Sigma has generated bottom-line results for all types of organizations in hundreds of cases!
- How could cutting defects by 98% impact your business?
- One large technology, media and financial services company introduced Six Sigma and cut invoice defects and disputes by 98%, thereby speeding payment and improving productivity.
- The company also streamlined the contract review process, which led to faster completion of deals and annual savings of \$1 million!

2. SIX SIGMA DRIVES
STRATEGY
EXECUTION

- Are you confident that the activities in your organization are properly prioritized and powerfully aligned with strategy?
- In today's demanding business environment, organizations need reliable management systems capable of *aligning strategy* and delivering breakthrough results.
- Leaders love Six Sigma because it drives focus on the results that really matter (the Big Y's) and on high-impact projects and activities (the sub-y's and little x's).

3. SIX SIGMA GENERATES
ROBUST,
FLEXIBLE
BUSINESS PROCESSES

- Can you see how much opportunity for success is latent in every process in your business?
- Everyone knows that building competitive advantage requires consistently meeting and exceeding customer requirements for products, services, and prices.
- Leaders love Six Sigma because it recognizes that *mastering process* is the best way to accomplish this objective on an ongoing basis.

**4. SIX SIGMA IMPROVES HUMAN
PERFORMANCE
ACROSS THE ENTERPRISE**

- Do you know how to get every individual in your organization focused on a common goal?
- Now that's a challenge in an organization of any size! Six Sigma provides companies with a *common vehicle and language* to frame business goals, focus organizational energy, and drive results. Its implementation involves building human capability with common approaches and tools to address business process issues.
- Leaders love Six Sigma because it helps their employees improve their performance and impact on the issues that matter most.

**5. SIX SIGMA IS HIGHLY
SCALABLE**

- Wondering how many Black Belts and Green Belts you need to be a "Six Sigma company?"
- Better to focus on the business improvements you need most, and determine how many projects you can manage effectively. *A focused set of projects* is the key to achieving improved business results!
- Leaders love Six Sigma because it can be applied to tackle a specific problem in a single department or to renew the entire business.

**6. SIX SIGMA IS A
LOW RISK
INVESTMENT**

- Think Six Sigma is too expensive or risky for your organization?
- Not when the training provided for building organizational capability is directly linked to real-time improvement projects!
- Leaders love Six Sigma because it delivers financial returns that far outweigh the investments it requires.
- That's why most of Fortune 100 companies have implemented Six Sigma already:

Companies implementing Six Sigma

- 3 M
- A.B. Dick Company
- Abbott Labs
- Adolph Coors
- Advanced Micro Devices
- Aerospace Corp
- Alcoa
- Allied Signal
- Apple Computer
- Bank of America
- Beatrice Foods
- Bell Helicopter
- Boeing
- Bombardier
- Borden

Companies implementing Six Sigma

- Bristol Meyers - Squibb
- Campbell Soup
- Cellular 1
- Chevron
- Citicorp
- City of Austin, TX
- City of Dallas, TX
- Clorox
- Dannon
- DOW Chemical
- Florida Dept. of Corrections
- Fidelity
- Ford Motor Company
- General Dynamics
- General Electric

Companies implementing Six Sigma

- Hewlett Packard
- Honeywell
- Intel
- Junior Achievement
- Kaiser Aluminum
- Kraft General Foods
- Lear Astronics
- Lenox China
- Litton Data Systems
- Lockheed Martin
- Loral
- Los Alamos National labs
- Martin Marietta
- McDonnell Douglas
- Microsoft

Companies implementing Six Sigma

- Morton Int'l
- Motorola
- NASA
- Nat'l Institute of Corrections
- Nat'l Institute of Standards
- Nat'l Semiconductor
- Natural Gas Pipeline Company of America
- Northrop Corp
- Parkview Hospital
- Pentagon
- Rockwell Int'l
- Rohm & Haas
- Seagate
- Society of Plastics Engineers

Companies implementing Six Sigma

- Solar Optical
- Sony
- Star Quality
- Texaco
- Texas Commerce Bank
- Texas Dept. of Transportation
- Texas Instruments
- TRW
- Ultratech Stepper
- United States Air Force
- United States Army
- United technologies
- UPS
- Xerox

Companies implementing Six Sigma in India

- Wipro
- Tata
- ICICI Bank
- Bharti Tele
- Reliance
- Lear
- BSNL

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SIX SIGMA...
WE LOVE IT, TOO.

 Concept Learning Centre <i>Learn... Live... Lead</i>	Nital Zaveri Six Sigma Black Belt - ISI Sr. QMS Consultant - QCI-NRBPT Lead Auditor ISO 9001-IRCA, UK (m): 93770 55941 (p): 91-265-2466401, 3012419 (f): 91-265-2466401 E-127, 128, Vrundavan Township, Harni Road, Vadodara - 390 006, INDIA.
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