

## Achieving Business Excellence

Business Excellence is a team sport. It's about winning as a company team in how we work together, plan and execute our game plan for success. The speakers are skilled in taking this message from the shop floor to the board room and will tailor the presentation to meet your specific needs.

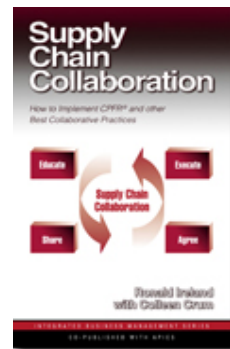
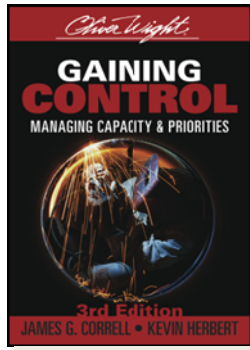
This session will encourage interaction and provide an opportunity for attendees to do a self evaluation of where their company is on a path to Business Excellence. Therefore, teams of two or more people from the same company are encouraged to come out and share the experience.

Topics include:

- **What is Business Excellence?** Using an Integrated Business Model, describe elements of an excellent business and how they support each other as an integrated whole. Relate actual company examples to the various elements based on the type of companies in attendance at the Seminar.
- **How to evaluate Excellence in your business!** Using a tool that Oliver Wight refers to as maturity models, establish for each company attending where they identify themselves on their maturity journey and why. Define specific Class A Behaviors within the context of Business Excellence as described within these models and relate those behavior to the audience.
- **Key measurements and targets for excellence.** Describe minimum measures for Business Excellence and minimum expectation of results based on maturity levels. (Use a scorecard approach and let attendees estimate their current level of performance.)
- **What is your Journey to Business Excellence?** Use the Proven Path – Define the proven path process and how it leads to discovery of what business area is in most need of improvement. Also how to plan for defining and launching an improvement initiative and what are the key ingredients to success.

The company Journey Plan – Each company is on a journey specific to their business needs and maturity. Describe a journey plan and how to develop it. Relate to Strategy and Business Imperatives to optimize ROI and proven results. Assure that each attending company finishes the session with their journey plan that fits their company situation.

You will take away insight on opportunity for improvement in your company and how you might go about achieving it. To further your excellence each company that signs up three or more people for the seminar will also receive a copy of the Oliver Wight Class A Checklist for Business Excellence. All attendees will be entered into a drawing for a chance to win three of the books the Oliver Wight group has to offer (see below).



Read more about these books by going to their website and reading the synopsis

([http://www.oliverwight-america.com/ow\\_library/business-management-books.htm](http://www.oliverwight-america.com/ow_library/business-management-books.htm) ). We hope you will join us for this seminar on April 4<sup>th</sup> @ 8am. Location will be in St. Cloud at a site to be named later.

To register please go to: [http://www.apicscmn.org/events/100\\_538001.aspx?PROG=SMNR](http://www.apicscmn.org/events/100_538001.aspx?PROG=SMNR)

For any other questions concerning the seminar please write to: [vpseminars@apicscmn.org](mailto:vpseminars@apicscmn.org)



# Principal biography

Inspiring  
Business  
Excellence

## Allan R. Kauth

Allan R. Kauth, a principal with Oliver Wight Americas, is a professional speaker, educator, and coach. During the past 25 years, AI has coached management teams worldwide in the development and execution of continuous improvement strategies to help them achieve Class A business excellence and world class performance.

"AI has demonstrated a very strong knowledge and understanding of the process to guide an organization to Class A. AI is a determined individual with a steady ability to drive positive momentum and beliefs from within the RED organization."

Don McCourt  
Project Leader  
Flowserve Rotating Equipment Division

His multi-national industry experience includes defense industries, re-manufacturing and repair, pharmaceuticals, food, electronics, light and heavy fabrication, and medical device manufacturing. Companies range in size from Fortune 500 to privately-owned businesses. In the early 1980s, AI served as operations manager for a multi-plant industrial foods company.

Certified in Production and Inventory Management by APICS, AI has keynoted management conferences in Australia and was a featured speaker for conferences in New Zealand, Taiwan, and Malaysia. AI has a BA in Business Administration from the University of Wisconsin, Madison.

Since 1986, he has been an educator/consultant working with companies throughout North America spanning microwave electronics, fabrication, pharmaceuticals, and U.S. Air Force logistics. For three years in Australia, AI gained experience with manufacturing companies and business practices there and in the ASEAN (Association of Southeast Asian Nations) region.



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# Principal biography

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## Jon Minerich

Jon Minerich is an Oliver Wight principal with over 30 years' experience in industry, holding positions as Plant Manager, VP of Operations, Chief Operating Officer, and President in a variety of industries. As an executive coach and supply chain architect, he has helped his clients save millions of dollars through strategy deployment and supply chain execution.

As a consultant specializing in the pharmaceutical and biotechnology industry, Jon's client list includes Merck, Johnson & Johnson, Aventis, Roche-Genentech and others. As a frequent speaker around the globe, Jon has presented at numerous conferences, workshops, and seminars in multiple countries, and continues to support his clients internationally. He is a member of the board of directors of a select group of manufacturing companies, and operates a manufacturing

business with his wife, specializing in short-run and prototype production to the aerospace and defense industries, and NASA.

Jon received his undergraduate degree from the University of Minnesota and his MBA from National University in San Diego.



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