



ROAD TO CASH WORKSHOP

Road to Cash Workshop



Michael G. Beason

Founder and Chairman, Supplier Excellence Alliance

- ✈ Developer of the SEA Lean Enterprise System, Roadmap, and Process Maturity Model
- ✈ Chairman, CEO, L5 Performance Systems
- ✈ Chairman, Corazon de Vida Foundation
- ✈ Chairman, ECO Generations, Inc.
- ✈ Partner, Xcaret Holdings, Inc.
- ✈ Partner, Blackstone Antiquities, LLC
- ✈ Past Chairman, California Awards Program



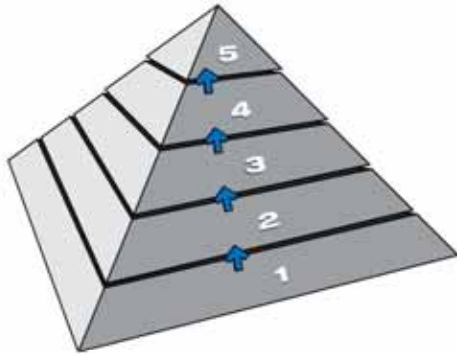
Panel Members

- ➔ Marzel Neckien - W Machine Works
- ➔ Brad Hart - Roberts Tool Company
- ➔ Kevin Urban - Midwest Metal Products

Questions

- ➔ How did following the SEA Roadmap help you to produce more cash?
- ➔ What are the secrets to accelerating your improvement?
- ➔ What would you say to those who are operating on a limited budget?
- ➔ How does supply chain integration relate to your progress?

Process Maturity Model “PMM”



▼ Process Maturity Levels

- 5 The process shows continuous positive trends and benchmarks world-class
- 4 The process is under process control, is analyzed, and improved using data
- 3 The process has certified trainers and is standardized
- 2 The process has been documented to the work instruction level
- 1 The process has been identified, defined, and has an owner

