



The Simpler Business System[®]

Turn Your Strategy Into Actionsm

 **reView**

 **reThink**

 **reBuild**

 **Increase
Enterprise
Value**



We Are Unique

- *Founded by the earliest adapters of Lean in North America in 1996*
- *\$1.2B verified client savings in last 3 years*
- *Pioneered use of Lean in non-traditional applications*
- *We are an unconventional company — no direct comparison with other traditional consulting firms*
- *Our people are former executives who have led lean transformations*

Simpler® has built a reputation for strategically applying Lean to achieve breakthrough performance levels for our clients. Our proprietary approach is designed to rapidly identify and then implement the strategic improvement opportunities that exist within any organization. We have honed this approach to deliver speed, impact and unsurpassed return on investment. By linking strategy to action and implementing a new operating model, Simpler is able to help organizations achieve their purpose and enhance their value.

Simpler's roots are in the commercial manufacturing sector, but we've also made a name for ourselves in non-traditional industries. These include Life Science, Transport & MRO, Private Equity, and Energy / Renewables. Today, with more than 140 people situated globally, Simpler has the knowledge and experience necessary to work effectively with you and your team from day one.

Simpler's Global Reach Includes More Than 140 People



Chris Lloyd
reView / reFocus
(English)

Sharon Baker
reDevelop HR
(English)

Jose Lorite Lopez
reSource
(Spanish, French, English)

Chris Cooper
reDesign Innovation
(English)

Albrecht Delius
reFlow
(German, French, English)

Ed Borjorquez
reSolve
(Spanish, English)

Key Services:

- reDevelop* - Coach people at all levels
- Change Management
- Improvement Systems
- reFlow* - Lean Conversion
- reDesign* - Product / Service Innovation
- reSource* - Procurement / Supply
- reView* - Diagnostic Assessment
- reFocus* - Engage leaders to deliver breakthrough
- reSolve* - Problem solving to consistently meet customer demands

We Turn 'Strategy Into Action' to Increase Enterprise Value

Simpler Business System® (SBS) Has Proven To Work In a Wide Range of Applications



Industrial Products



Life Science



Transport & MRO



Heavy Industry



Energy / Renewables



Private Equity



Bank & Insurance



Government



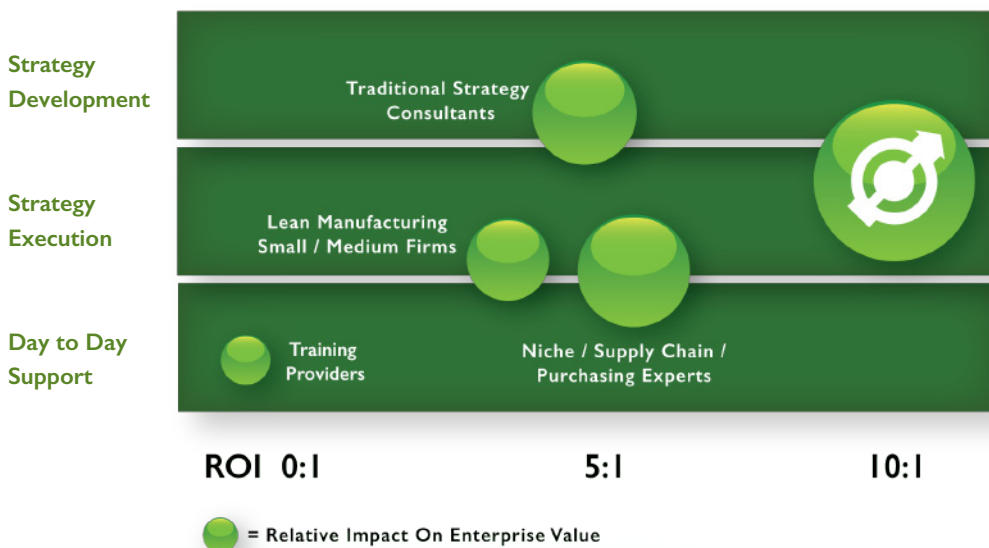
Healthcare

- *Simpler engages you and your people using the **Simpler Business System®** to reView, reThink and reBuild your organization*

*re*View
Think
Build

- *Simpler helps you achieve increased enterprise value by improving top line growth and customer and employee satisfaction, while reducing cost and complexity*

External Studies and Our Clients Confirm We Are Industry Leaders In Creating Value



Increasing Your Enterprise Value

- Using our proprietary **Simpler Business System®** (SBS), we have a long, proud track record of improving performance in the commercial, public and healthcare sectors

- Our clients are often surprised by how quickly they start seeing results when we work with them

- This early success creates an appetite for more change, setting the stage for even greater improvements

- *Lean Transformation is a journey. It starts wherever you are. We lead you on that journey, providing training for every employee at all levels*

The **Simpler Business System®** (SBS) will take you wider and deeper to increase your enterprise value. We begin with a **reView** process, to assess your enterprise and rapidly uncover opportunities. Along the way, we help to educate you in "what good looks like", and with developing a road map of transformation for achieving your goals. With **reThink**, we will define breakthrough goals to focus improvement efforts by teaching you how to see your business' true potential and challenging you to commit to the

right breakthroughs. In the **reBuild** process, you will improve your operating model by learning to apply Lean principles. We coach your team to implement the required changes and deliver real results using a series of rapid improvement events. In parallel, your team will also learn a daily improvement system capable of delivering thousands of small improvements annually. Through this powerful combination you will experience real cultural change.



SBS is built around key principles that ensure your continuing success:

- **Taking the Long View**
Goals aren't designed simply just as narrow, short-term fixes; they create solutions vital to your long-term success
- **Knowledge Transfer**
We do more than help you improve your processes. We train you and your staff, giving you the skills needed to sustain the Lean improvements we help you achieve
- **Leadership / Staff Buy-In**
True improvement only happens when it is embraced at all levels
We work with your entire team to achieve buy-in
- **Lasting Results**
We give you the system needed to maintain the improvements you have achieved
- **Ready for Real Results?**
We're ready to help you achieve them

Engagement Model and Key Services

• *Other's do it to you,
while we do it with you*

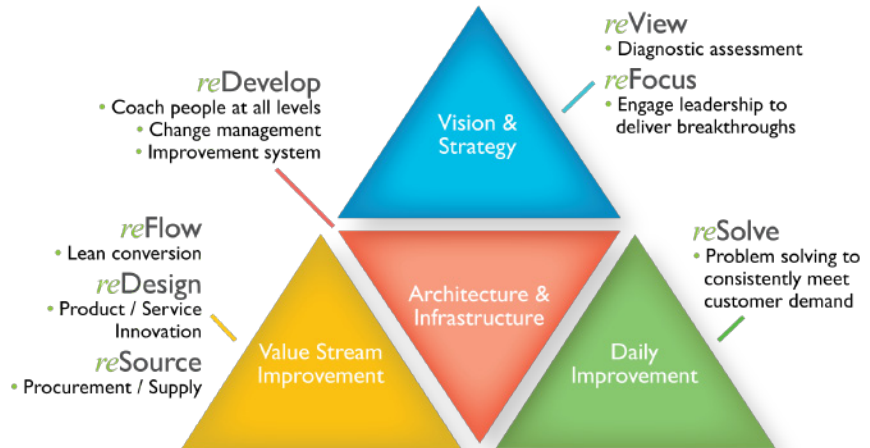
• *We are capable of
engaging at every level
and function of your
organization*

• *We deliver real
physical change,
not endless reports*

• *We nurture and
finance growth by
releasing capacity*

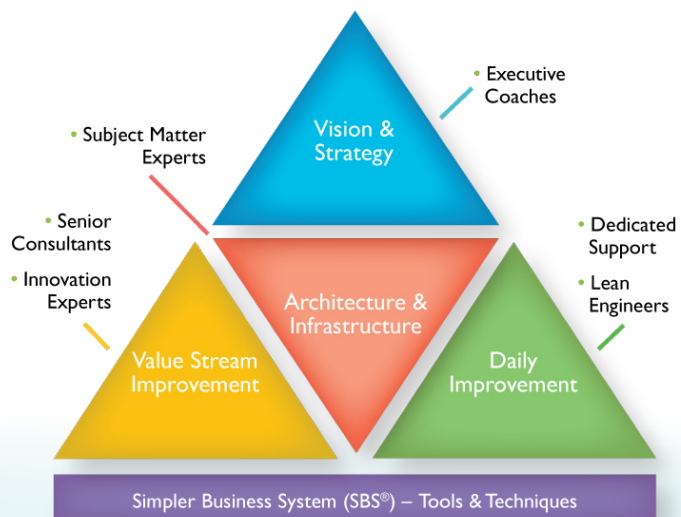
• *We significantly increase
the capability and
effectiveness of your
processes and
your people*

Drawing from real world experience, the Simpler Business System® (SBS) Engagement Model will analyze your organization's key components and develop a plan to turn your strategy into action.



The Right People The Right Tools

Simpler team members, who are highly specialized in critical elements of organizational performance, will deliver a customized approach. They will transfer their knowledge to you to achieve the desired results.



You Will Enjoy the Difference Working With Simpler

You will enjoy the difference working with Simpler. We deliver results — real, measurable, breakthrough results. For many clients, the improvement is so dramatic they only wish they had started sooner. We will significantly improve your ability to implement your business strategy, while increasing the capability and effectiveness of your people and processes.



Reinvest Savings to Multiply Impact

By driving waste down and value up, we further nurture and finance the capacity for growth and the promise to increase enterprise value is realized.

- *We help you to solve “unsolvable problems”*
- *Simpler differentiates itself by delivering measurable, breakthrough results*
- *In 2011, Simpler adopted Client Verified ROI as one of our breakthrough goals to ensure client satisfaction and strengthen our reputation. Since then, we have delivered over \$1.2B in savings*



Why Should You Engage Simpler To reView, reThink and reBuild Your Organization?

- We are trusted partners for the CEO and Leadership team
- We turn **Strategy Into Action** using a proven system and experienced people
- We **Increase Enterprise Value** and achieve 10:1 ROI
- We engage, develop and motivate your people
- We enable business growth by increasing customer and employee satisfaction



*Marc Hafer
President, Simpler®*





simpler.com

**Want to know more? We're ready to help.
Contact us and we'll get the conversation started.**

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South America**

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