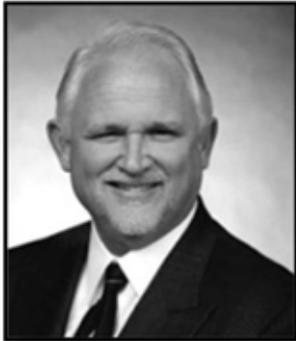


2011 Roadmap



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





Introducing the 2011 Roadmap & Certification

Michael G. Beason

Proposed Changes

What

- Revise Roadmap and Criteria
- Revise Certification Criteria

Why

- We want to simplify and integrate our roadmap to support one certification for all processes
- We want to establish our certification using industry standard terminology and levels

Approved 2011 Roadmap

	Stage One Stabilization	Stage Two Integration	Stage Three Sustaining
Leadership & Culture	1.1.1 Strategic Planning Process 1.1.2 Leadership Communication Process 1.1.3 Organizational Performance Review Process 1.1.4 Continuous Improvement Management Process 1.1.5 Workforce Development Integration Process	1.2.1 Supply Chain Integration Process	1.3.1 New Product Startup Process
Workforce Development	2.1.1 Job Skills & Cross-Training Certification Process	2.2.1 Continuous Improvement Process	
Operational Excellence	3.1.1 Kaizen Process 3.1.2 6S Visual Workplace Process 3.1.3 Quick Changeover/SMED Process	3.2.1 Material Management Process 3.2.2 Production Planning Process 3.2.3 Development Process	
Business Results	4.1.1 Inventory Turns 4.1.2 Sales/Employee 4.1.3 On-Time Delivery 4.1.4 Parts per Million		4.3.1 Process Maturity 4.3.2 Quick Ratio

Note - 15 total processes and 6 total business results measures

Approved Certification Levels

Customer	PPM			OTD		
	Gold	Silver	Bronze	Gold	Silver	Bronze
SEA Adopted	2,500	10,000	15,000	99%	95%	90%

SUPPLIER REGISTRY

MORE INFO	CERTIFICATION CRITERIA	SEA ROADMAP	CERTIFICATION LEVEL	PERFORMING COMPANIES				
Company Name	State	Primary Contact	Phone	Email	Video	Industry Type	OTD	PPM
CERTIFIED COMPANIES STAGE 1								
Geater Machining & Manufacturing Company	IA	Jerry Bitterman Chief Executive Officer	(319) 334-6026 x326			Machining - Machined Assemblies		
GENTEX Corporation (Respiratory Systems)	CA	Robert McCay General Manager	(909) 481-7667 x3600			Life Support Products - Military Commercial Markets		
Hixson Metal Finishing	CA	Douglas C. Greene President	(949) 645-4800		 	Special Processing - Anodizing, Plating, Brazing, Heat Treating, Finishes, Coating, Sealant		
Perfekta, Inc.	KS	Sonya Keller Manager	(316) 263-2056			Machining - Machined Assemblies		
Roberts Tool Company, Inc.	CA	Brad Hart Chief Executive Officer	(818) 407-0291			Machining - Machined Assemblies		
Vaupell, Inc.	WA	Joseph F. Jahn President & CEO	(206) 676-8241		 	Plastics - Parts & Assemblies		
W Machine Works, Inc.	CA	Marzel Necklien President	(818) 890-8049		  	Machining - Machined Assemblies		

Transition Considerations

- **Suppliers Seeking Certification in 2011**
- **Suppliers Seeking Certification to 2011 Standards**
- **Use of Certification Levels (bronze, silver, gold)**

Thank You

