

Background
EE Survey
Agents of Change
Williams IDP
Operations Team
1% Ideas
Continuous Improvement Training
Problem Solving
Pareto Analysis
Root Cause Analysis
5 Whys
Fishbone Diagrams
Rework
Graphics Department Initiative
Sales
Pricing
Compensation Formula
Financial
Assessment
Costing

Concepts to Embrace
Business Model
Full-Service Sign Solutions Provider
Highly Variable Customized Solutions
Massive Order Processing
Parallel Processing = Concurrent Activity
Workflow
Visual Cues
Communication Triggers
Management Reporting
Financial Status & Projections
Key Performance Indicators - KPIs
Methodologies
Tip of the Iceberg Theory
Plan, Do, Check, Act
Continuous Improvement
Stop Doing List

Organization
<div> <div>Leadership</div> <div> Smith Peters Blackman Williams Talley Group Other 1 Other 2 Other 3 </div> </div> <div> <div>Project Role</div> <div> Champion, Owner Engagement Manager Process & Technology On Site Project Leader Technical Expert TBD TBD TBD </div> </div> <div> <div>Department Focus Areas</div> <div> Sales, Finance Manufacturing, Sales, Installation, Finance Pre-Production (Graphics, Production Planning), Sales Graphics, Production Planning Finance TBD TBD TBD </div> </div>

Resource Allocation
<div> <div>Process Improvement Teams (PIT)</div> <div> Financial Sales Graphics Production Planning Manufacturing Project Management Installation </div> </div> <div> <div>Team Members</div> <div> Smith, Peters, Alex, Talley Group Smith, Peters, Blackman, Other? Blackman, Williams, Henry Blackman, Williams, Michel Peters, James, Dan, Ricky?, Others ? Change around it? Peters, James, Jay, Install Spvr? </div> </div>

First Steps
Relocate departments
Graphics & Installation
Gating Item - Technology
Kick-off meeting
Organization Chart
Financials
Rework
Graphics & Prod Plan Filter
MFG/Installation Filter
Project Tracking

Days & Times (Typical)		
M, W, TH		As Needed
T	JB	8AM-5PM
T	AP	3PM-5PM
F	AP	2PM-4PM
Status Meeting		Monthly

Next Steps
Timeline
Overall Project Plan

Future Initiatives
Job Descriptions
New Building
Financing
Other Great Ideas

Project Tracking
Accomplishments
Results (Quantified)
Next Steps

Duration
12 Months

Budget	
Expense Limit	
Expense Budget	

Fee Structure				
Weekly Fee				
<div></div>				
Success Fee (Scale)				
NI	<div></div>	<div></div>	<div></div>	<div></div>
%	<div></div>	<div></div>	<div></div>	<div></div>
Team	<div></div>	<div></div>	<div></div>	<div></div>
Break-up Fee				
<div></div>				