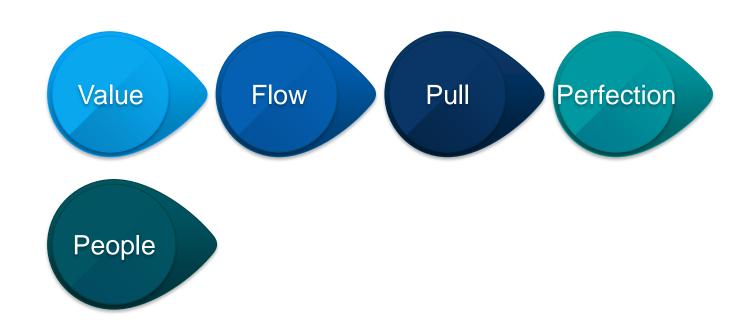


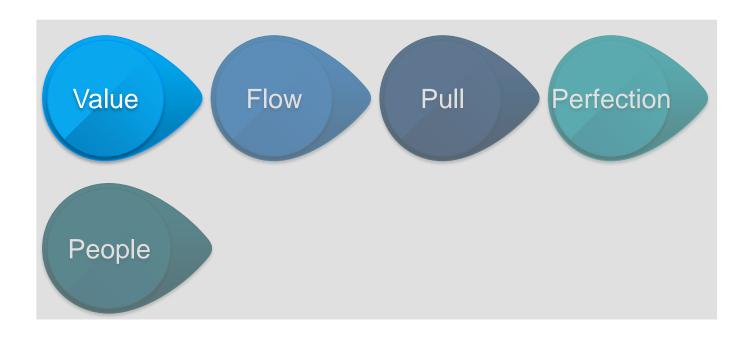


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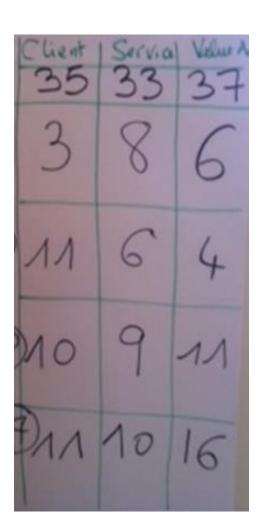
# Who are your clients?

Clients

Employees

**Functions** 

Us





## Who are your clients?

#### Clients Business

**Employees** 

**Functions** 



## What is your value?

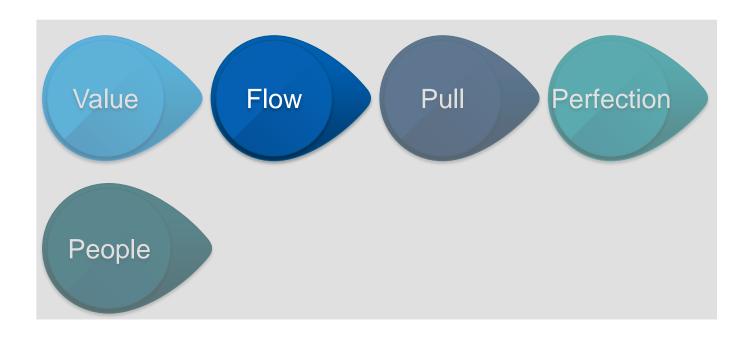




### What is your value?



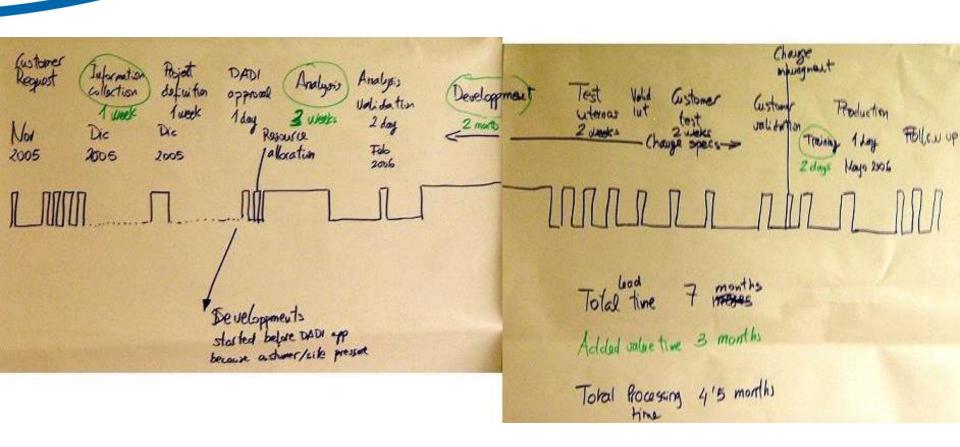






#### Flow is for velocity





Extract from C. Chabiron - http://www.lean.enst.fr/wiki/bin/view/Lean/LesPresentations



#### Flow

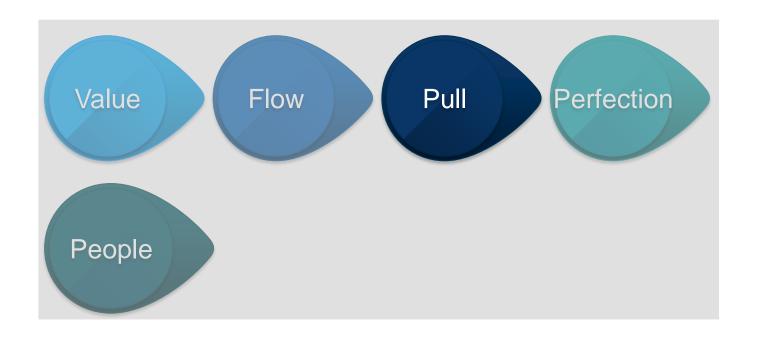
1. Connect the dots

2. Manage your red bins

 $23 \rightarrow 1$  days









### As fast as your client requests it

As late as possible





#### Pull

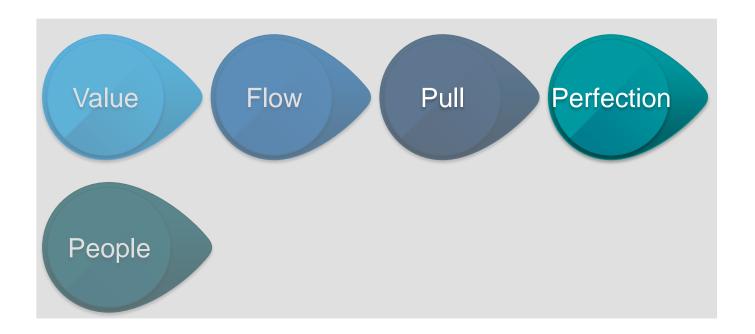
1. Calculate your takt time

+10→0 days

2. Let it lead your process













Marc Onetto served as a Senior Vice President of Worldwide Operations at Amazon.com Perhaps the biggest challenge I see is the application of lean management principles to software creation, which is highly complex, with numerous opportunities for defects.

. . .

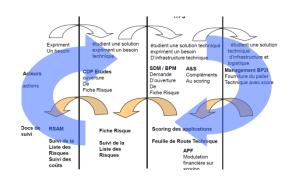
The only real testing happens once the software is completed, with the customer as a beta tester. To me, this is unacceptable; we would never do that with a washing machine.



### Availability of the infrastructure

Count the 9

#### TPM in IT



Year 0 - 98,993% Year 1 - 99,373% Year 2 - 99,696%



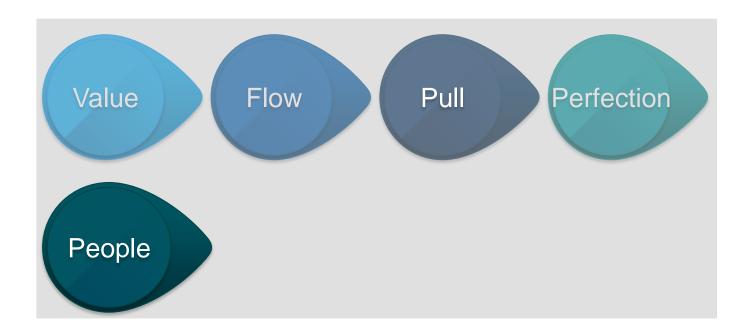
### Quality of the code

Count the Kloc

eXtreme-Programming Small batches Reduce dependencies SW/HW **Automated continuous** integration **Design-By-Contract** 

0.05 defects /Kloc



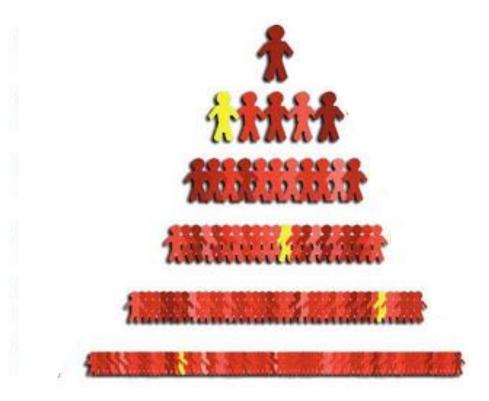


I found what Toyota did so remarkable. The company thought about the assembly line as a way to get product out. But it also engaged people in solving problems. And that turned the company into a creative environment.



Pixar's co-founder Ed Catmull









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