

**FORM "A"**  
**TO BE COMPLETED BY ANYONE**  
**WISHING TO ADDRESS COUNCIL OR COMMITTEE OF THE WHOLE COUNCIL**  
***No decision will be made at the same meeting as your presentation.***

*Names of individuals making the presentation:*

Rob Stephenson

*Points to be made:*

Presentation of the Continuous Improvement Program and the Virtual Advisor program of the Western REN. The presentation will highlight the benefits to the Region's companies of the two programs.

*Purpose and any requests that may be forthcoming from the presentation:*

The purpose of the presentation is to generate awareness of the programs in order to reach more companies that may benefit from the programs.

*Please attach a copy of your written or power point presentation.*

*Will your presentation be made in person or virtually?* As you require

*Time requested for presentation:* 15 minutes x 30 minutes \_\_\_\_\_

\_\_\_\_\_  
*Signature*

*Print Name:* Rob Stephenson

*Mailing Address:* Lovitt Plaza, Suite 224, 368 Main Street, Yarmouth, Nova Scotia

*Phone Number:* 902 749 8367

*E-mail address:* rstephenson@westernren.ca

*Will you require a projector and computer for your presentation ?* **YES, If in-person**

***NOTE: Individuals or groups making presentations are required to address their comments and questions to the Chair of the Meeting only.***

***Form "A" must be returned at least 7 days in advance of the Meeting you wish to attend.***



# Western Regional Enterprise Network (REN)

Rob Stephenson  
BusinessNOW Lead

# What is BusinessNOW at the Western REN?

- BusinessNOW is dedicated to supporting businesses.
- BusinessNOW is about :

Helping our Businesses  
Keeping and Creating jobs  
Economic Development  
in our region



# What is Continuous Improvement?

## Continuous Improvement (CI)/LEAN Manufacturing :

- MINIMIZES WASTE within a company's processes/systems
- Is a project facilitated by a consultant.
- Analyzes a company's internal processes and recommends changes
- Is a MINDSET trained into the management team and that continues and grows in the company long after the consultant finishes.



# Objective of Continuous Improvement

To help our Region's Employers  
by making them:

- Stronger Companies
- More Competitive
- More Sustainable
- Able to hire more people
- Able to grow the region's economy
- Able to re-invest profits into their businesses

Ultimately, we want to provide jobs for more people and keep them employed well into the future.



# Introductory CI Projects from the Western REN :

- One-Week projects,
- Introductions to CI/Lean concept
- From this Fiscal, we have 14 projects done/scheduled
- Many positive Outcomes
- The vast majority are booking further projects





## CI Reduces Waste in an Organization, like:

- **Transport** (moving materials around)
- **Excessive Inventory**
- **Unnecessary Motion**
- **Overproduction** (excess inventory/stock)
- **Over-processing** (unnecessary steps)
- **Defects**
- **Waiting/Time** (due to bottlenecks, etc.)

# Benefits of Implementing CI/LEAN Manufacturing in a business

- Increased product quality
- Improved lead times
- Improved Customer Experience
- Sustainability
- Improved Employee Satisfaction/Engagement
- Decreased Costs
- Improved Inventory Processes
- Increased profits



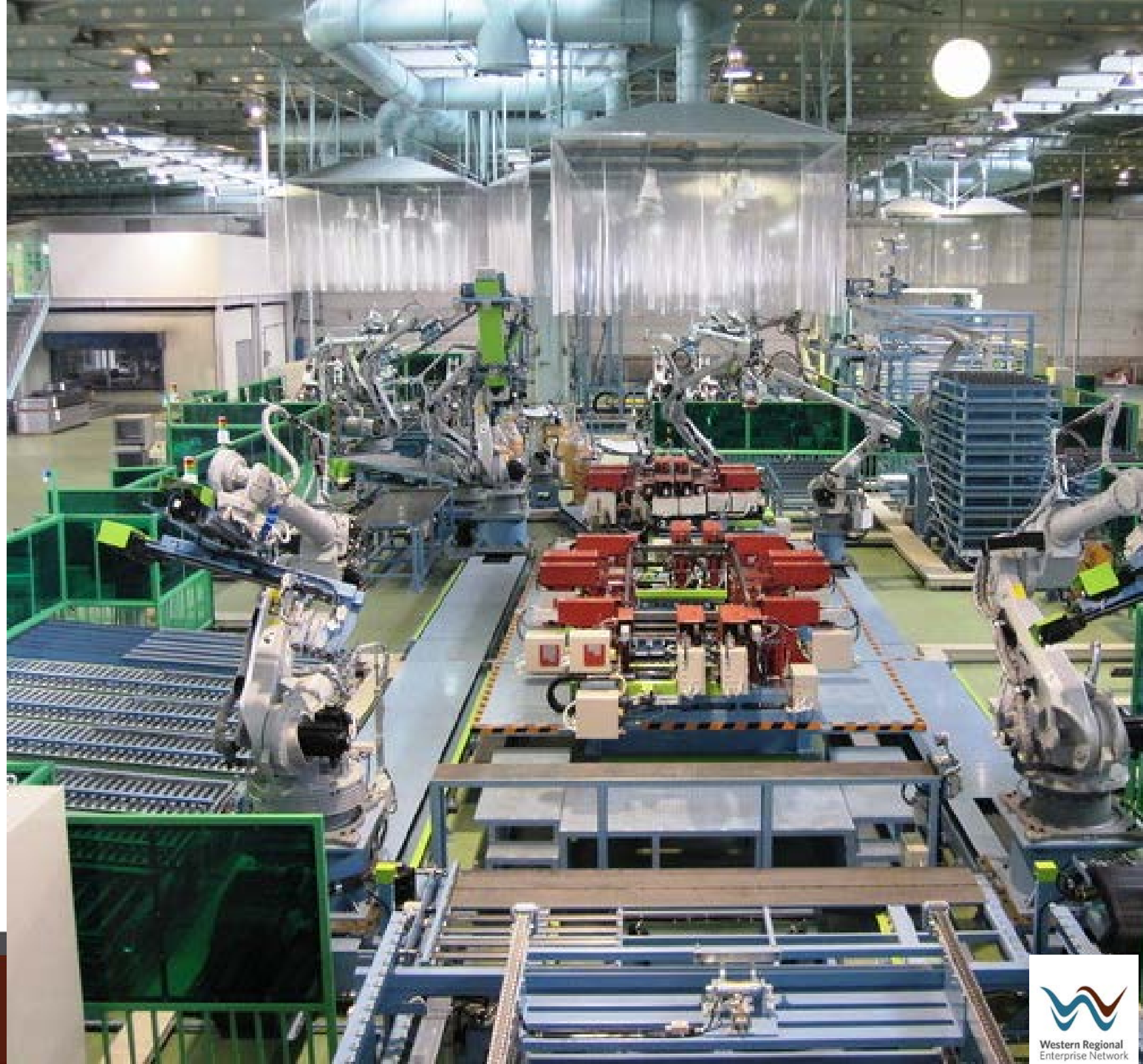
# Proven Results & Testimonials from the Western REN's CI program :

- Reduced transportation waste by 23%,
- Reduced cleaning costs by 48 person-hours per day,
- Increased profits by 26%
- Increase productivity by 9%, or \$600,000 in sales
- Doubled production output on one production line, within a single week



# Proven Results & Testimonials

- “The stockroom has such an important role in the shipyard and improving our processes is only going to benefit the business in the long-term. In addition, our overall billing process has been improved significantly through these efforts with a YTD improvement of 48% fewer days to send bills to customers so far over the previous year.”
  - Nicole Theriault - Stockroom Coordinator, A.F. Theriault & Sons Ltd.
- “LEAN equals teamwork, productivity, better communication and motivation for improvement.”
  - Lionel LeBlanc – General Manager, Riverside Lobster International
- “The program is giving us a great boost in the right directions so we can meet targets for continuous improvement and meet our third-party audit requirements.”
  - Phil LeBlanc – Owner, IMO Foods Ltd.



# Virtual Advisor Program

- The Western REN introduces the Virtual Advisor Program, in association with the BoomerPlus Organization.
- Pool of Very Experienced Senior business people and executives.
- Helping smaller businesses
- Phone/Virtual calls between the advisor and the business owner



# Virtual Advisor Program

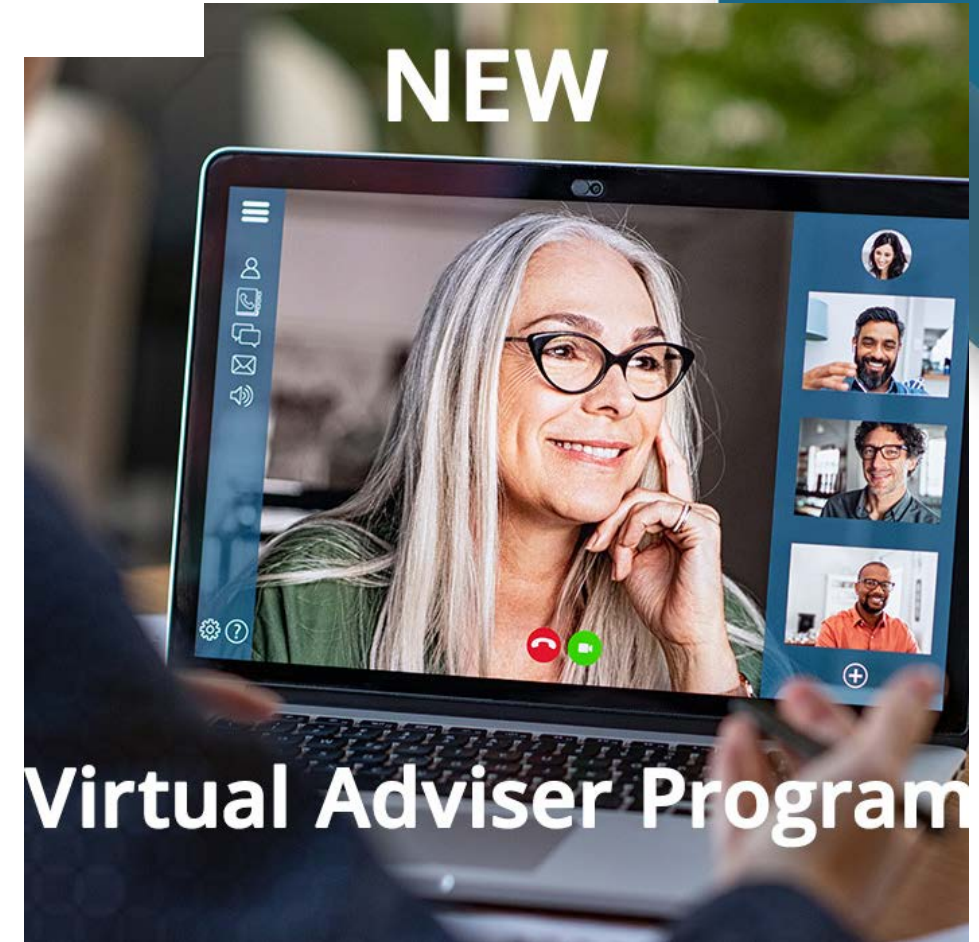
## Consists of:

- 4-6 calls between the advisor and the business owner
- Over a span of 2-3 months.
- Free
- The advisor is selected to match on the most pressing issue for the business



There are many advisors available. You can find specialists with all different types of experience, like:

- Accounting and Finance
- Production
- Sales
- Marketing
- IT and e-Commerce
- Export Sales Development
- Food Processing
- Quality Control
- Management
- Business Start-ups
- Restaurant Management
- Business Planning and Expansion
- Retail
- Human Resources
- And Other Business topics





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