



# Manufacturing P.A.R. Excellence

- Are you looking for a “Traction” like approach specific to Manufacturing?
- Do you feel you get strategic planning right but fall short on execution?
- Is your company the best in its category?
- Are your employees self-motivated and fully engaged?
- Would others describe your business as being run like a “tight ship”?



**Manufacturing P.A.R. Excellence is a management system that enables a company to achieve peak performance and get the best results from and for their people.**

P.A.R. stands for Process, Accountability and Results, which are the cornerstones of successful enterprises. Positive results flow from in-control processes driven by engaged, accountable employees. Excellence comes from getting the best out of the people including a rich and flowing set of innovations. Manufacturing P.A.R. Excellence is similar to the operating system described in the book Traction, but is specifically focused on addressing the distinct needs of manufacturers.

A Manufacturing P.A.R. Excellence implementation puts in place a set of routines and tools that bring control through disciplined process and individual accountability. Every important activity the business performs is identified, prioritized, defined, and assigned to individuals as SMART goals and then followed up on. Team P.A.R. Excellence gets very good at identifying and resolving issues quickly.

With a strong control structure in place, the business can focus on getting the best out of people by tapping into and supporting the implementation of their ideas and talents for moving the organization forward.

## **Becoming a Manufacturing Par Excellence company results in:**

- A process-driven business management system
- A workforce that enjoys participating in a highly productive and invigorating environment
- The strongest accountability model: peer-to-peer accountability
- The best combination of individual and team-based innovation
- The best structure to become the competitive powerhouse in your markets
- A calendared rhythm of activity that keeps everyone on track and on the same page to grow the business

Contact Jim Sullivan at 608.354.1346 or [jsullivan@wmep.org](mailto:jsullivan@wmep.org) today for more information on becoming a Manufacturer P.A.R. Excellence company.

# We're successful because we want the same things you do including:



**Cost & Efficiency** - Increasing profitability through waste and downtime reductions, improved materials usage and operations, grant utilization and financial systems.



**Growth** - Growing revenues by reaching new customers and markets, new product development, exporting, adding capabilities through strategic hires, and improved employee productivity.



**Winning Culture** - Developing an environment and processes that attract and retain talent, grow employees' capabilities, and create an empowered workforce.



**Certification & Compliance** - Pursuing certifications that set a company apart as well as certifications needed to fulfill local, state, national and international qualifications and to achieve awards and grants.

## WMEP's Value Proposition

| How we're different   | Why it matters  | How clients benefit   |
|---|---|---|
| We are an end-to-end solution. From supply chains to sales, we have the capability and networks to positively impact your business. | We understand the contributions of the pieces to the whole and use this understanding to help you optimize your enterprise.         | We can identify the most impactful enhancements to make to your business to help you achieve your objectives.   |
| We have extensive experience across all major manufacturing industry sectors in Wisconsin.  | Our breadth and depth of experience working on projects and companies similar to yours increases our speed and effectiveness.       | It takes less time for our staff to learn your business and objectives. We apply proven solutions to your business challenges.                            |
| We are all about manufacturing. We work with everyone and anyone who is committed to the success of manufacturing in Wisconsin.     | We get manufacturing, and we're ready to roll up our sleeves and get to work to help you be successful and achieve your objectives. | In addition to our experienced and talented staff of experienced manufacturers, we provide access to our extensive national networks of industry experts. |
| We are evaluated by the results we produce for your organization. Your success is our reward.                                       | Our objectives are aligned. We only recommend solutions that will help you achieve your business objectives.                        | Since the year 2000 we have generated over \$3.0 billion in total financial impact for our state economy, averaging slightly over \$450,000 per project.  |

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