

S A Partners is Europe's longest standing Lean Enterprise consultancy. We were originally formed in 1993 to transfer the lessons learned from pioneering research of Professor Peter Hines, through the Lean Enterprise Research Centre into the market place.

INSPIRING SUCCESS THROUGH PIONEERING, PROCESS-BASED SOLUTIONS



We are an innovative consultancy that inspires a wide range of businesses to raise their game through the application of Lean Principles. We have three UK offices and forty consultants, with clients and strategic partners across the globe.

OUR CAPABILITIES



Strategic Management

We can work with you to develop your strategy. As with all our work it follows the same approach, using a set of principles, a delivery process and practical “how to” tools. You provide the industry expertise and you make the discriminating choices.

The actual job can range between a small intervention to align the leadership team to in-depth strategy formation or even long range scenario work.

Lean Enterprise

Our work in Lean is based on two foundations. The first is Lean Thinking Principles, which are: Specify value by offering; Integrate the value stream; Make the offering flow; At the pull of the customer; In pursuit of perfection.

The second is the Lean Business Model, which provides a blue print for transforming an organisation using Lean as the vehicle both for continuous improvement and for radical change.

Six Sigma

We offer a systematic approach to improving and optimising processes which delivers business performance improvement by starting from customer needs and relentlessly pursuing a goal of perfection by eliminating sources of variation.

Supply Chain Development

By working up and down supply chains it becomes possible to amplify the benefits of waste elimination and creation because you can not only work on waste value within more than one organisation but also work on the inter-company waste.

For us, Supply Chains extend downstream as well as upstream. So our work often involves working with your distributors and large retailers as well as suppliers, both eliminating waste as well as identifying customer value. Equally, we can work on the supply side both at the strategic level and in supply chain development.

Leading and Sustaining Change

Change is an inevitable part of our work and we support our clients through the change in ways of working that are specific to the context whether that is making strategic choices, Lean implementation or any other aspects of our work.

We can also bring measurement to this topic with distinctive systems of measurement for people engagement, skills and workforce continuity.

Our Clients:



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THE BENEFITS TO YOU

Our clients have experienced all of the conventional results of consultancy support, including: increased sales, increased margins, reduced cost, improved quality, reduced space and shorter lead times.

Perhaps **more** relevant are the less obvious benefits of **how** we work. These arise from our dedication to the importance of people and process, the power of ownership and learning, the value of working from sound principles.

It is these beliefs that have enabled clients to:

- Secure stronger results through better measurement
- Reduce inertia by focusing on the vital few important matters
- Accelerate change by energising teams round shared objectives
- Sustain change by creating capable processes
- Increase benefits through integrated solutions
- Enhance leadership by demonstrating effective change
- Make better decisions faster by using appropriate tools
- Avoid dependency on consulting support by learning how to use the methods.

“ S A Partners has helped us to make our Strategic Management and Operational processes more efficient by providing insights into process design and process capability. S A Partners have worked with us on business-wide improvement projects, and with teams of Directors to help create value for Masterfoods Europe and our Customers. ”

Poul Weihrauch, VP Food, Masterfoods.

“ We now have a clear vision and a real opportunity to revitalise our sales platform. Key benefits going forward: a clear framework to work in; a more dynamic Order Creation process; clear accountability. The Lean Thinking process certainly supported us well and the input from S A Partners was excellent. ”

Suzy Stacey, Senior Project Manager UK, Atradius.



OUR APPROACH

Any intervention may be diagnostic, results or learning led. Sometimes, clients require a combination of two or all three. Each intervention is bespoke to meet specific objectives.

We always challenge our clients to find fresh and creative ways of operating, then facilitate, coach and mentor them through this process. We don't do it for them, but support, enable and encourage at every stage from the initial diagnosis to the final implementation.

OUR PEOPLE

Led by Professor Peter Hines, our people are all experienced practitioners.

From a wide range of business functions, and industry sectors, we bring our real life experiences to our clients, together with our specialist sector knowledge.

Every client has a Client Relationship Manager who is passionate about delivering the best possible outcome from every intervention, no matter how large or small.

And we're a good looking bunch too!

“We didn't use consultants, we used S A Partners.”

Marcel Schabos,
Cogent CEO.

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