



Sigma Breakthrough Technologies, Inc.<sup>®</sup>

*What is Six Sigma?*

[www.sbtionline.com](http://www.sbtionline.com)



## **SIX SIGMA and SBTI**

Literally, Six Sigma is a statistical measure of the performance of a process or product characteristic compared to a specification level.

A Six Sigma level process would exhibit no more than 3.4 defects per million opportunities.

Very few processes achieve this level of performance and consequently most organizations endure very high costs due to poor quality. Most company processes produce upwards of 6000 defects per million opportunities which for many is simply not good enough for today's competitive environment where customer demands increase exponentially.

To achieve a Six Sigma level of performance, a systematic process based methodology and project framework must be employed. The methods must operate within a defined deployment structure, which involves the development of personnel at various levels within the organization to operate and lead the six sigma implementation program.

Much of the hype around Six Sigma would have one believe that it is all new, but the genesis of the techniques can be traced back as early as the 1920s! Although the methods of Six Sigma are not new, the structured approach to deployment, which is the feature of many programs, is not common.

Uniquely the consultants in SBTI have operated such a structure since the late 80's and the development of internal change agents/leaders, who in Six Sigma companies are referred to as Black Belts, have been a feature of our programs since that time.

The elements of a typical Six Sigma program involve:

- developing the strategic context, rationale and drivers
- executive development
- project champion development
- specialist Six Sigma practitioners sometimes called Black belts and Master Black Belts who will lead six sigma projects
- local Six Sigma project leader or team member development, sometimes called Green Belt and Yellow Belts
- systematic project selection, management and review, usually focused on revenue growth or profitability improvement projects

Six Sigma benefits stem from a significant improvement in process performance, which in turn results in:

- increased revenue from removing process capacity limits
- Increased revenue from excellent new products or greatly improved existing products
- dramatic reduction in defects, cycle time and cost
- reduced reliance on inspection for quality
- greatly improved customer satisfaction
- reduced costs from rework and elimination of non value- adding work



## **SBTI's Six Sigma Approach**

SBTI is synonymous with Six Sigma. We go further than other Six Sigma programs. Some programs put all their concentration on vast quantities of statistical techniques. We know that this is only part of the story. Self sustaining improvement depends on people and their motivation, the whole system being optimized and a culture of continual improvement being embedded. Our programs are based on an underpinning philosophy of the importance of people, continual learning and improvement, system thinking as well as reducing variation. We have many years of developing client expertise including specialists in process improvement, process managers etc. Your Six Sigma program with SBTI will include:

- Development of a top down strategic support strategy
- Creation of a sound change framework with good 'enabling' processes
- A structured management sponsorship method
- A comprehensive training suite from executive down through the organizational structure
- Development of well rounded 'Black Belts' and 'Green Belts' able to influence the change and teach others as well as using the statistical techniques
- Creation of a common problem solving language and core competency in your entire organization
- A systematic approach to design of processes and new products (Design for Six Sigma) as well as a rigorous and consistent approach to improving existing ones
- Continued coaching, support and review.

SBTI will help you:

- understand, meet, and exceed customer expectations
- grow revenues by improving existing products and services
- grow revenues by creating new products and services
- dramatically improve quality and reduce defects
- drive out waste
- improve cost, cycle time and time to market
- develop a cadre of people with a raft of core competencies, whose skills and knowledge will continue to bring value to the business
- achieve your strategic goals by mobilizing your own people towards meeting them in a short time frame.

Contact: SBTI at 1-888-752-7070 & [support@sbtimail.com](mailto:support@sbtimail.com) for further information.

