



# Lean Accounting Master Class: Creating a Lean Business Management System

Atlanta, GA

October 27-28, 2010

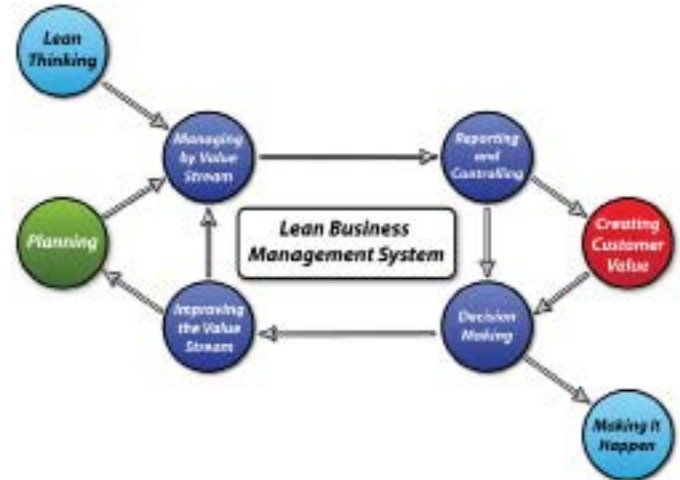


***BMA Inc.***  
The Lean Accounting Leaders

## Lean Accounting Master Class: Creating A Lean Business Management System

This master class is for managers introducing lean manufacturing and finding that the traditional business management systems are working against them. The fundamental changes on the shop floor must be mirrored by similar changes in accounting, sales and marketing, business decision making, purchasing, planning and how information systems are used.

Because it is tightly coupled with the company's lean strategy, Lean Accounting drives lean forward, provides clear and understandable information for managers, motivates the right decisions, promotes continuous improvement, and is itself low cost and lean.



While working in the Lean Accounting context, this fast-paced, 2-day class will include "Beyond Lean Accounting" topics including:

- Value-based pricing
- Lean sales & marketing
- Lean culture and more

## Who Should Attend?

This class deals with the practical management of a lean enterprise. We recommend you bring a small cross-functional team representing the executive, operations, finance, lean, and sales functions of the business.

## Agenda for the Class

### Day 1 (8.00am-6.00pm)

(8.00- 8.30am, Registration and Breakfast)

#### Introduction

#### Lean Thinking

- Problems caused by traditional management
- Five principles of lean thinking

#### Managing the Value Stream

- Value stream definition and organization

#### Reporting and Controlling

- Lean Performance Measurements
- Value Stream Costing
- Month-End Reporting
- Inventory Valuation

#### Creating Customer Value

- Value-Based Pricing
- Lean Sales & Marketing
- Target Costing

### Day 2 (8.00am to 6.00pm)

(8.00am-8.30am Breakfast)

#### Decision-Making

- Routine decision-making; pricing, opportunity review, quoting, make/buy, sourcing, capital equipment, etc.
- Using the Box Score

#### Improving the Value Stream

- Three methods of continuous improvement & how they change the culture
- Simplifying Accounting Processes
- Transaction Elimination

#### Lean Planning

- Strategy Deployment
- Sales, Operations, and Financial Planning
- Understanding Value Stream Capacity

#### Making It Happen

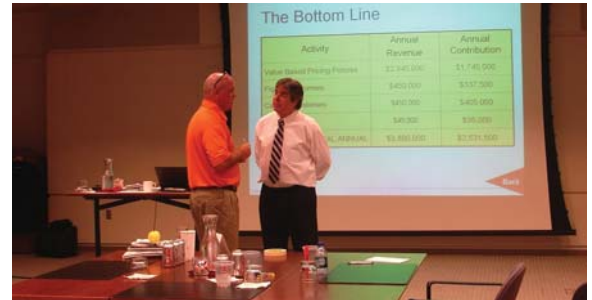
- Creating a Lean Management Culture
- Implementing Lean Business Management Culture

## Why Is This Important?

Lean manufacturing is an integrated system for delivering value to customers in a continuous flow, from order to delivery, while working continuously to improve the process. The organized value stream is the structure that underlies lean.

Because it is integrated, a lean system will resist a piecemeal approach to making improvements if they are made without considering the impact of changes on the system as a whole. In fact, attempting to implement lean approaches on a piecemeal basis (such as cell-by-cell) without an over-all understanding of how the changes fit into planned system performance usually will undermine rather than improve business results of the lean system.

Excerpt from The Lean Business Management System. Lean Accounting: Principles & Practices Toolkit by Brian Maskell, Bruce Baggaley, Nick Katko and David Paino, 2007



## Who Will Be Speaking?



**Brian Maskell**, President of BMA Inc, has helped hundreds of companies on their lean journey over the past 15 years. A sought-after speaker, Mr. Maskell is a leading authority internationally on Lean Accounting and has authored eight books including "Practical Lean Accounting; Proven System for Measuring & Managing the Lean Enterprise" (Productivity Press 2005) and "The Lean Business Management System" (BMA Press 2007). He is a certified public accountant with the AICPA in the United States, a certified management accounting with CIMA in England, and is a fellow of the American Production & Inventory Control Society.

## Practicalities

### Fees

Attendance Fee (per person):	\$995.00
Company discount for registering a group of 5 or more:	Call for information

All attendees will receive a complimentary copy of the book "The Lean Business Management System" by Brian Maskell and the BMA Team.

### Terms and Conditions:

Event fees are due in full on or before October 26, 2010. Event fees include continental breakfast for 2 days, luncheon for 2 days, and refreshments. Accommodations and dinners are not included. For cancellations less than 30 days before the class, there will be a \$250.00 fee. No refunds will be issued after October 26, 2010. If you are not satisfied with the class, we will be happy to refund your fees entirely.

### Location

TBA

### Contact

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