



Lean Accounting Master Class: Creating a Lean Business Management System

The Cincinnati Hotel
Cincinnati, Ohio

July 14-15, 2009

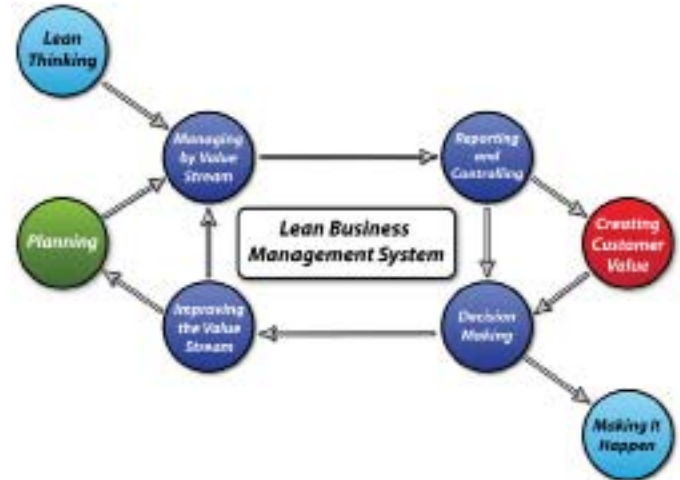


BMA Inc.
The Lean Accounting Leaders

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-5.00pm)

(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 5.00pm)

(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.



Bruce Baggaley, Senior Partner, specializes in the development and implementation of management processes that incorporate Lean Accounting and lean performance management systems. His functional expertise includes the development of management information for operational and financial planning and control, in implementing financial accounting control systems Mr. Baggaley was a Accounting and Audit partner at KPMG responsible for strategic planning for the firm and a managing associate in the management controls consulting practice of Coopers & Lybrand in New York, and was a Professional Accounting Fellow at the Securities & Exchange Commission.



David Paino, Senior Consultant. was previously the Vice President of Operations with an auto-parts remanufacturing company in Philadelphia. David was the driving force behind the introduction of lean manufacturing and other lean methods that – according to the company’s President – saved the company in these increasingly competitive times. David is currently working on Lean Accounting projects with the Boeing Commercial Aircraft Company, a multi-national defense equipment manufacturer; a Maryland pre-fabricated building products company, and a division of the Ingersoll Rand Corporation. David also specializes in quick & easy kaizen methods that are used to motivate and empower the entire workforce for lean improvement.



Nick Katko, Senior Consultant, has led the companies in the implementation of lean accounting practices such as performance measurements, value stream costing, lean decision making and the elimination traditional standard cost systems. With BMA, Nick assists clients in lean accounting implementation. He works closely with clients to resolve the real-world issues they face in implementation. These include removing traditional cost-based performance measurement systems in favor of lean performance measurement systems, migrating from a traditional income statement to a value stream costing income statement, creating a transaction elimination maturity path. Nick is a Certified Public Accounting and has a BS in Accounting and MBA in Finance, both from the University of Kentucky.

Practicalities

Fees

Attendance Fee (per person):	\$1,499.00
Early registration discount (per person) if you register before May 31 2009:	\$ 149.00
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 July 13, 2009. 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 July 13, 2009. If you are not satisfied with the class, we will be happy to refund your fees entirely.

Location

The Cincinnati Hotel
601 Vine Street
Cincinnati, OH 45202

For Room reservations call: 1 513.381.3000
Toll Free: 1 888. 942.9000

Traditional in atmosphere and service, The Cincinnati Hotel captures the warmth and gracious artistry of the turn of the century. Modern amenities and conveniences ensure an additional element of comfort and style. The Cincinnati Hotel is listed on the National Register of Historic Places and remains the only small luxury hotel in the city

Travel Details

Driving Directions



From the Cincinnati-Northern Kentucky International Airport

Take 275 East to 75/71 North.

Follow 75 North signs across the bridge over the Ohio River (stay in the second to left lane).

Take the Fifth Street exit just after you cross the bridge into Ohio.

Follow Fifth Street to Vine Street and turn left onto Vine Street.

Take the next left onto Sixth Street; the hotel is located on the corner of Sixth and Vine on the right hand side of Sixth Street.

From I-75 North (from Lexington)

Follow 75 North signs across the bridge over the Ohio River (stay in the second to left lane).

Take the Fifth Street exit just after you cross the bridge into Ohio.

Follow Fifth Street to Vine Street and turn left onto Vine Street.

Take the next left onto Sixth Street; the hotel is located on the corner of Sixth and Vine on the right hand side of Sixth Street.

