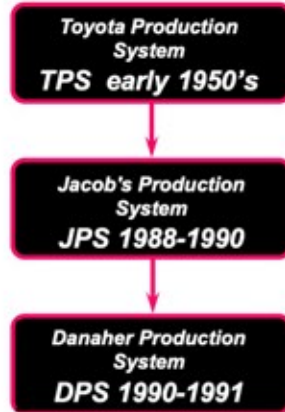
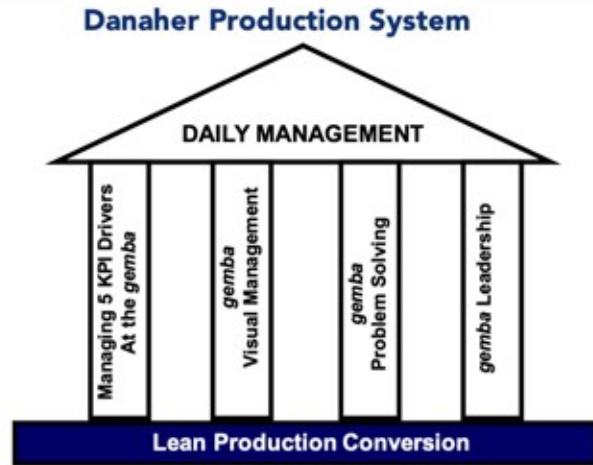


Evolution of the Danaher Business System

DANAHER STARTED WITH LEAN OPERATIONS



Problem

- Until 1991 Danaher Production System only improved costs
- Impact on sales was indirect (via Quality and JIT Delivery)
- No improvement on Innovation, Product Development, Sales or Logistics

Root causes

- No model or tools to improve non-production departments
- Top Management not seeing the benefits
- Strategy planning not following lean principles

AND EXPANDED TO LEADERSHIP AND GROWTH

Danaher Business System



Solution approach

- Expand lean to M&A
- Expand lean to business processes and engage the Top Management
- Expand lean to cover idea-to-execution processes

Benefits

20% growth every year

Market valuation: 80.000% since 1980



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