

Operational Excellence. Implemented.

Hands-on implementation and leadership coaching
that turn improvement ambition into sustainable ways
of working.

MARK PEARSON | DIRECTOR

Implementation / Coaching / Client ownership

DIAGNOSE | IMPLEMENT | COACH | TRANSFER

www.opeximplementation.co.uk

The problem is rarely the lack of a method.

Many organisations already have improvement tools, KPIs, meeting structures and capable people. Yet performance still plateaus because those elements do not operate as one management system.

THE DIFFERENCE IS IMPLEMENTATION

Operational Excellence succeeds when leadership, management routines, processes, measures, behaviours and improvement work reinforce each other.

WHEN TO ENGAGE

- Previous improvement programmes have lost momentum or failed to sustain results.
- Functions, sites or leadership levels are working to different priorities.
- KPIs and meetings describe problems but do not drive timely decisions.
- Lean, Six Sigma or other tools exist, but sit outside everyday management.
- The organisation needs internal ownership rather than permanent consultant support.

WHAT CHANGES

- **Direction**
Clear priorities and measures at every level.
- **Control**
Decisions made at the right time by the right people.
- **Capability**
Leaders and teams able to improve their own work.
- **Ownership**
The new way of working continues after external support reduces.

Six months from support to ownership.

Successful change needs enough time to become normal. A typical engagement starts intensively, then deliberately reduces external support as client leaders and teams take control.

01

Diagnose and align

WEEKS 1-4

Assess operational maturity, leadership routines, performance and capability. Create a shared view of the priorities and outcomes required.

02

Implement and coach

MONTHS 1-3 - INTENSIVE

Work alongside leaders, managers and operational teams to install the management system, measures, routines, standard work and priority improvements.

03

Embed and transfer

MONTHS 4-6 - TAPERING

Reduce external involvement while coaching the client team to lead, improve and sustain the new way of working independently.

TRAINING SERVES THE IMPLEMENTATION

Lean Six Sigma training is included only where it builds the capability needed to deliver and sustain the work. It is not sold as a standalone product.

Experience that stands up in practice.

SELECTED OUTCOMES FROM PREVIOUS ENGAGEMENTS

Client names omitted

58% to 78%

Production efficiency in seven months; waste reduced from 7% to 3%.

66% reduction

Maintenance losses across three European production sites.

GBP 1.9m

Annualised savings enabled at a chemical manufacturing site.

18% equivalent

Productivity improvement in a food manufacturing operation.

MARK PEARSON

Practitioner. Leader. Coach.

Mark Pearson is an Operational Excellence and transformation leader with experience across manufacturing, chemicals, process industries, defence, telecommunications and financial services. He combines technical improvement expertise with formal leadership training and practical operational command.

Before consulting, Mark served as a British Army officer, led a field maintenance unit of 255 people, and was a senior instructor at the Royal Military Academy Sandhurst.

- Lean Six Sigma Master Black Belt
- Chartered Engineer
- MBA and MSc
- Global and multi-site implementation experience



Ready to make improvement part of how the business runs?

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