



# Site Transformation: Turning Lean Thinking into \$1.5M in Cost Savings

*How a Midwestern Manufacturer Fueled Their Growth with Improvement*

## Challenge: Freeing Up Capital

A mid-sized Midwest manufacturer set out to fund strategic expansion through a brand relaunch and product line growth. The challenge: to free up working capital from within its operations. Despite capable teams and years of experience, the organization was burdened with waste—excess inventory, rework, waiting, and inefficient information flow. These inefficiencies tied up cash that could otherwise drive innovation and growth. Bareither Group Consulting was engaged to help them transform their operations and culture, anchoring every improvement in purpose and alignment.



## Approach: Applying the Focus and Align Framework™

Bareither Group Consulting implemented its Focus and Align Framework™, a structured five-step process that integrates Lean, Six Sigma, and Change Management best practices. The framework aligns strategic intent with front-line execution through the steps: Why, What, How, Who, and When.



### Focus and Align Framework™

**Why** – Clarify the business purpose and strategic objectives.

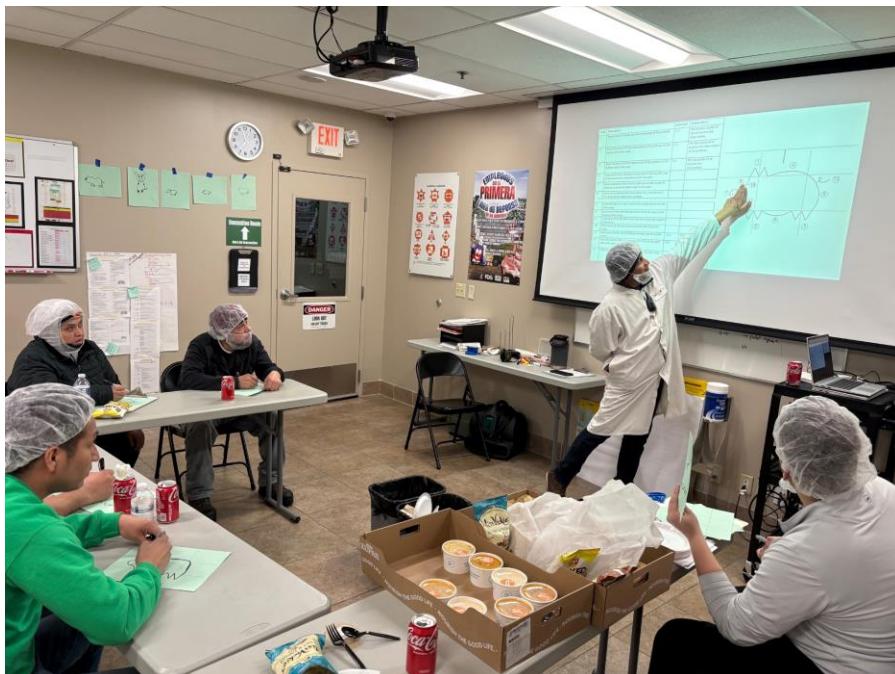
**What** – Define measurable goals that align with that purpose.

**How** – Design and deploy the right process improvement methods.

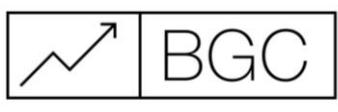
**Who** – Engage and empower the people who will lead the change.

**When** – Establish the cadence and accountability to sustain momentum.

The engagement began with a Rapid Plant Assessment revealing 184 pain points, clustered into 37 improvement areas, refined to 14 issues, and prioritized into 9 core problems. Rather than a tool-based rollout, Bareither Group led a problem-based deployment—using real problems to teach Lean methods, building buy-in and early results.



*"The bottom-up approach of finding problems, collecting data and associated cost savings was eye-opening. The team was fully invested in problem solving and executing cost saving measures using [Bareither Group's] methodology." - Global Quality Director*

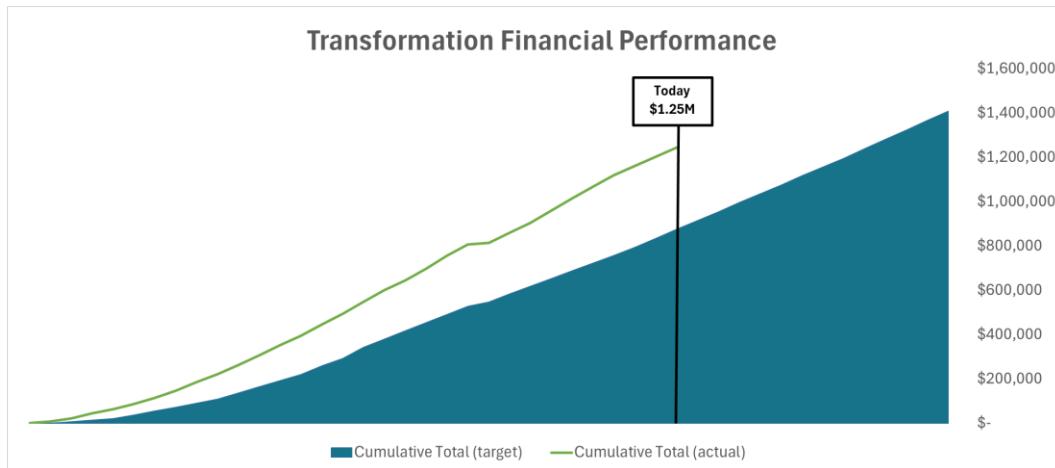


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## Results: Measurable Impact and Lasting Capability

In just nine months, the site will achieve more than \$1.5 million in cost savings by stabilizing key processes, introducing visual management systems, and engaging teams at every level to lead daily improvement.



Beyond financial results, Bareither Group helped develop 12 emerging leaders who gained practical experience in Lean, Six Sigma, and change leadership. They learned to solve problems using data, facilitate cross-functional discussions, and coach their peers—building a culture of leadership and accountability.



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## Insights: Lean as a Strategy for Growth

This transformation proved that Lean is not just a cost-cutting exercise—it's a strategy for growth. By aligning improvement work to the organization's strategic 'Why', the manufacturer freed trapped capital and reinvested it into expansion initiatives. The Focus and Align Framework™ demonstrated how operational excellence fuels sustainable innovation and leadership development.

Key Lessons for Mid-Market Manufacturers:

- Start with purpose—improvement must serve a business goal.
- Engage everyone—from the floor to the boardroom.
- Build internal leaders for sustainability.
- Make progress visible to drive accountability.

## About Bareither Group Consulting

*Bareither Group Consulting helps mid-market manufacturers achieve operational excellence through the Focus and Align Framework™, integrating Lean, Six Sigma, and Change Management best practices. We empower teams to focus on what matters most — aligning purpose, process, and people to achieve sustainable results.*

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