PROJECT PROPOSAL FOR LEAN SIX SIGMA COMPANIES

PRESENTATION
The International Center for Quality, Productivity and Risk Mitigation with specialized units Grusam services, is pleased to present to you, while attached: "THE EXECUTIVE SUMMARY OF DRAFT PROPOSAL FOR A LEAN SIX SIGMA, the same is directed to:

"To maximize productivity, competitiveness and quality, strengthening the continuous improvement of functional systems integrated management, developed by professional agencies, providing the human talent measure performance on job tasks encouraged in their professional development, both within the organization, value chains and stakeholders, with technology transfer of lean six sigma quality based on scientific methods and technical standards that encourage risk mitigation, sustainable and productive development in time for overcome future audit processes."

It is noteworthy that our organization specialized in technology transfer of lean six sigma quality for systems management and hatchery production units are sustainable over time, according to standards international (ISO 9000: 2008, 14000 27 000, 10 014, 66 175, HACCP, OHSAS 18000) wants to provide services specialized, directed to authorities and practitioners, and human resources in general and for which we currently have technology and a professional staff of fourth level of higher education wide experience, who routed these projects at your institution accepted the attached proposal.

Pending the acceptance or concerns we subscribe.

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EXECUTIVE SUMMARY OF THE PROPOSAL

CURRENT PROBLEM OF COMPANIES

"The high level of risk faced by companies and their stakeholders by the variability of macro and micro environment, global crisis and the lack of utilization of resources, affecting productivity and competitiveness, stability the future of the organization, human talent and functional system transition to new generations."

The root problem mentioned by displaying a large number of sub-and non-financial problems, the same cause serious acute and chronic effects in the short, medium and long term, which are evident in the various areas of the organization.

OBJECTIVE OF THE PROPOSAL:
"To maximize productivity, competitiveness and quality, strengthening the continuous improvement of functional systems integrated management, developed by professional agencies, providing the human talent measure performance on job tasks encouraged in their professional development, both within the organization, value chains and stakeholders, with technology transfer of lean six sigma quality based on scientific methods and technical standards that encourage risk mitigation, sustainable and productive development in time for overcome future audit processes"

LEGAL FRAMEWORK
This proposed project focuses within the priorities of national and international laws:

a. CONSTITUTIONAL GUARANTEES
b. Quality Act
c. "IMPROVING THE QUALITY AS A STRATEGY OF DEVELOPMENT OR COMPETITIVE WITH PRODUCTION FUTURE OF THE INTERNET AND PRIORITIES ICT" recommended by the current ISO Central Secretariat;
international governing body of international breeding standards www.iso.org -

• Management System Quality
1 Purpose and scope
1.1 General
This International Standard specifies requirements for a system of quality management, where an organization:
1. Needs to demonstrate its ability to provide products that meet regularly with the requirements of customer and applicable laws and regulations, and
2. It aims to increase customer satisfaction through the effective implementation of the system, including processes for continuous improvement of the system and ensuring compliance with customer requirements and applicable laws and regulations.

MOTION
Increase productivity, competitiveness and quality of the company, value chains, stakeholders and human talent sustainable over time, through technology transfer clip systemic improvement continued with the Lean Six Sigma approach, based on national and international technical standards, using ICTs. contemporary; sequentially to reduce the level of risk, waste of tangible and intangible resources encourage the growth of the organization (Annex 1, 2)

TOPIC OF THE PROPOSAL:
Strategies to maximize productivity and sustainable quality time with lean six sigma, they face poor quality practices, eliminate the waste of resources sequentially tangible and intangible, and improve growth, social and economic profitability of the organization or value chain stakeholders.

JUSTIFICATION
With the disciplined combination of diagnostic reports, methodology and support of ICT systems proposals, based on international standards, thus improving growth, yield and quality annual organizational, is at least 5%, while tangible and intangible waste are dramatically reduced in the first two years as follows:
• The tangible waste two years are removed by 45%
• Waste intangibles in two years is removed by 55%
• From the second year the waste is removed tangible and intangible long-term 5% year, while generated: growth, yield and quality in a similar organizational value.
• The projection statistics show that in 20 years or organizational quality performance is 100% and the level of risk or waste is reduced in tangibles and intangibles 78.7% 82.6%.

PLAN OF ACTION OF THE PROPOSAL
To achieve this objective, will require:
Technical workshops with professionals and human talent of the organization and its stakeholders, to socializing experiences, new laws, technologies, productivity and quality lean six sigma, needed management systems of charges. Adding further four stages with the following description:
• Planning phase, and data collection.
• Systematization and automation of integrated processes and fees.
• Coaching (Physical training and online) for human talent competitions.
• internal auditing systems of integrated quality management.

ALTERNATIVE PLAN COST
a. - Technical meeting international certification to work with human talent (Annex 3)
b. - The costs for the first, second and third stages will be used for these stages of the resource itself organization, therefore the costs will vary and will depend on contracted services, which can not be provided by the resource itself the organization benefiting from the project.
Annex 1

NAME OF THE SCIENTIFIC METHOD OF LEAN SIX SIGMA QUALITY:
"KNOW HOW RADICAL CONTINUOUS IMPROVEMENT"

STAGES OF CONTINUOUS IMPROVEMENT METHOD KNOW HOW RADICAL IN THE CHARGES:

1. Identify and locate the problem online at each of the scenarios.
2. Correct the problem more gravity as a product of calculating the frequency and probability in origin.
3. Follow-up to avoid future problems.
4. Check if the problem is corrected.
5. Check if there is failure or third party involvement.
6. Technological innovation in the processes of contribution and self-control capabilities of its action.

USES OF THE METHOD
Specialized projects systematization and automation of integrated quality management processes, technology transfer and implementation of lean six sigma quality management based on non-financial standards, using ICT for the implementation of the methodology of the Know How Radical and Continuous Improvement productivity and sustainability of competitiveness over time.
Annex 2

THEY SUMMARIZE EXECUTIVE OF THE KHMCR

The KHMCR is a Solution BI of the administration; that it systematizes eight norms ISO for the administration of the positions guided to get the quality they read six sigma; integrating Metrology SGCI, BPM, ERP, ACE, ACM, TIC, MRC.

OBJECTIVE:

To endow of systemic tools of the administration via web (input-output), to the universe of the human capital; with information processed statistically for the taking of actions correctivas, preventive and technological innovation; to get the increment of competitions and of the social or economic profitability at all level, while he/she stays in a sustainable way the quality they read six sigma in the organizational positions

MAIN USES OF THE SOFTWARE / SAAS BUSINESS INTELLIGENCE

KHMCR BI GRUSAM WEB 2.0:

1. Dynamic strategies in internet to develop the cooperative intelligence of organizations and the continuous improvement of the social and economic profitability; with the involucramiento of the universe of the human talent, chains of value, stakeholders and the car control of the administration systems, metrology of the quality and administration of the risk sosteniblemente in the time.

2. Projects of continuous improvement / they Read six sigma (Tendency to the handling of 3,4 errors for each million of procedures).

3. Standardization of the administration systems according to Norms ISO (9000; 14000; 27000; 28000; 10014; 66175; HACCP; OHSAS 18000); to develop the competitions in social strata of under and high cultural level.

4. Systematizing and automation of the integrated administration of quality, administration of risks and metrology.

5. Strategic alignment (Unfolding of strategies on line).

6. Integration of organizations, chains of value and/or stakeholders geographically together or dispersed with seamless mobility.
Systematized integration of tools:

**BUSINESS INTELLIGENCE BI**

Metrology of the quality (they read six sigma SGCI) Lean6sigmaSGCI

Standardization automatic **ACE**

ISO 9000: 2008; 14000; 27000; 28000; 10014; 66175; HACCP; OHSAS 18000

Controller of the systems of automatic administration **ACM**

Planning of the resource of the organization **ERP**

Administrative management, by means of the work flow for processes **BPM**

Technologies of the information and communication **TIC**

Administration and control of risks **MRC**

**KHMCR DESCRIPTION:**

The "KHMCR" as technical tool for the application of the methodology of the Know-How Improvement Continuous Radical read six sigma; it is a software it leaves of a solution BI web; that it contains a package of standard of Administration of the Integrated Quality ISO with a model "Organizational Virtual Standardized Six Reads Sigma "BI, METROLOGY SGCI / TIC / ACE / ACM / ERP / BPM / MRC: that it harbors with workflow (n) areas of virtual work (model person to person) with seamless mobility and that it is regulated with: "an universe of standard automatizables; aligned strategically Six they Read Sigma; Balance Scorecard BSC; Prospective organizational: adaptive; administrable; visualizables; accessible; manipulables; usable three-dimensional and strategically sure. With architectural purposes and of permanency in a computer digital environment; that it confers them their condition of virtual, authorizing him to work in Internet or intranet; giving a high intangible value to the organization and/or slender process; in the world

**virtual, authorized to operate on the Internet or intranet, providing a high intangible value to the organization and / or process slender, in the globalized world "**
ANNEX 3

ALTERNATIVE PLAN COST
WORKING MEETINGS WITH TECHNICAL CERTIFICATION
INTERNATIONAL HUMAN TALENT

The costs in U.S. dollars for the implementation of technical workshops are offered to the interest and convenience organization considering that:
Will be added to all proposals following items of mobilization and lodging for three specialists coordinate the event (Mobilization Ecuador, country and city to develop the workshops, Ecuador) this is the case:

1. Mixed or specialty shops for the third level.

<table>
<thead>
<tr>
<th>Item</th>
<th>DESCRIPTION OF ACTIVITIES</th>
<th>NUMBER PARTICIPANTS</th>
<th>COST PER PARTICIPANT</th>
<th>COSTS TOTAL MINIMUM</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>1.- Technical Workshop directed to the human talent-themed third-level generic proposal</td>
<td>1-50</td>
<td>$ 130</td>
<td>$ 2,600</td>
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<td></td>
<td>2.- Breakfast or dinner with a special reception at hotel</td>
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<td>3 .- Open Forum.</td>
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<td></td>
<td>4 .- International Certificate of participation in the event accredited by the Grusam Service Units of the International Quality Centre, Productivity and Risk Mitigation</td>
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<td></td>
<td>5 .- Three months of free consulting via e-mail post-conference participants.</td>
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<tr>
<td>2</td>
<td>1.- Technical Workshop directed to the third level human talent or mixed with proposed thematic own use generic and organizational resource (Facilities, projector, sound, internal coordination, coffee breaks, etc.).</td>
<td>100-300</td>
<td>$ 18</td>
<td>$ 1,800</td>
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<tr>
<td></td>
<td>2.- Open Forum.</td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>3.- International Certificate of participation in the event accredited by the Grusam Service Units of the International Quality Centre, Productivity and Risk Mitigation</td>
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</table>
2. Workshops for the first level (administration)

BREAKFAST OR DINNER WORK - WORK SESSION

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<thead>
<tr>
<th>Item</th>
<th>DESCRIPTION OF ACTIVITIES</th>
<th>NUMBER PARTICIPANTS</th>
<th>COST PER PARTICIPANT</th>
<th>COSTS TOTAL MINIMUM</th>
</tr>
</thead>
</table>
| 1    | 1. - Technical Workshop directed to managers or professional proposed thematic level  
2. - Breakfast or dinner with a special reception at hotel.  
3. - Open Forum  
4. - International Certificate of participation in the event accredited by the Grusam Service Units of the International Quality Centre, Productivity and Risk Mitigation  
5. - Three months of free consulting via e-mail post-conference participants. | 1-50 | $ 160 | $ 3,200 |
| 2    | 1. - Technical Workshop | 1-50 | $ 100 | $ 1,500 |
directed to managers or professionals of proposed thematic level and proper use of the organizational resource (Facilities, projector, sound, internal coordination, coffee breaks, etc.).  
2. - Open Forum  
3. - International Certification of participation in the event accredited by the Grusam Service Units of the International Quality Centre, Productivity and Risk Mitigation  
4. - Three months of free consulting via e-mail post-conference participants.

3. Workshops for the second level.

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<thead>
<tr>
<th>Item</th>
<th>DESCRIPTION OF ACTIVITIES</th>
<th>NUMBER PARTICIPANTS</th>
<th>COST PER PARTICIPANT</th>
<th>COSTS TOTAL MINIMUM</th>
</tr>
</thead>
</table>
| 1    | 1. - Technical Workshop directed to the human talent second level proposed thematic  
2. - Breakfast or dinner with a special reception at hotel.  
3. - Open Forum.  
4. - International Certification participation in the event accredited by Grusam Service Units of the International Quality Centre, Productivity and Risk Mitigation  
5. - Three months of free consulting via e-mail post-conference participants. | 1-50 | $150 | $3,000 |
<table>
<thead>
<tr>
<th></th>
<th>Description</th>
<th>Quantity</th>
<th>Price 1</th>
<th>Price 2</th>
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<tbody>
<tr>
<td>1</td>
<td>Technical Workshop directed to managers or professionals</td>
<td>1-50</td>
<td>$100</td>
<td>$1,500</td>
</tr>
<tr>
<td>2</td>
<td>Open Forum</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>3</td>
<td>International Certificate of participation in the event accredited by</td>
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<td>Grusam Service Units of the International Quality Centre, Productivity and</td>
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<td>Risk Mitigation</td>
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<tr>
<td>4</td>
<td>Three months post-conference Consulting mail to participants.</td>
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Annex 4

6. - GLOSSARY OF TERMS:

Action amended **corrective action** that is wrong.
**Preventing** Preparation and provision is made in advance to avoid a risk or execute something
**Audit:** Review of specific management of an organization, society, etc., Conducted by an auditor
**Value chains:** processes or activities of an organization that contribute to value creation over the cycle life of a product or service.
**Skills:** Expertise, aptitude, suitability to do something or act in a particular case.
**Human capital:** Universe of smart people in an organization.
**Quality:** Property or set of properties inherent in something, you can judge their value by the unit action (sigma)
**Innovation:** Creation or modification of a product or service, and its inclusion in a market with added value.
**HACCP:** Standard technique for the management system of good feeding practices (Situation Analysis of areas criticism and control)
**ISO:** Acronym for the "International Organization for Standardization"
**ISO 9000: 2008:** Technical Standard for the system of quality management in international organizations.
**ISO: 14000:** Technical standard for environmental management system
**ISO: 27000:** Technical Standard for Management Systems Information Security - ISMS
**ISO: 10 014:** technical standards that provide guidance on how to obtain financial and economic benefits of application of the principles of quality management ISO 9000 series.
**ISO: 66 175:** Technical Standard Balanced Scorecard or balanced scorecards (Distribution of contributions to the human talent)
**Lean Six Sigma:** A technique for improving processes, focusing on eliminating defects and measurement of quality or performance, whose focus is to raise the performance trends to 99.9996% and margins of error of 3.4 defects per every million procedures.
**Survey:** Proceed to draw a plan, or management system, according to technical procedures in a population.
**No measurable:** You can not count **Organization:** It is a system of consciously coordinated activities comprising two or more people or processes.
OHSAS 18000: Technical standard for system safety management and occupational health

Process: is a set of activities or events that occur or happen (alternatively or simultaneously) with a view determined

Project: First scheme or plan any work that is sometimes done as a test before giving the form final.

Project Profile: A set of unique features planned before a project

Productivity: The relationship between what is produced and the means employed, such as labor, materials, energy, etc.

Tangible resources: What can be perceived accurately.

Intangible resources: That should not or can not touch.

External Risks: Contingency or proximity of damage caused by the external resource to the organization or third parties.

Social returns: That produces sufficient income or profit quantifiable trust of society project beneficiaries.

Financial Return: It produces enough economic rent or profit quantifiable

Inside Risks: Contingency or proximity of damage caused by the company's internal appeal

Six Sigma: Also known as Six Sigma is the maximum value of quality equivalent to 3.4 errors per million procedures or performance of 99.9996%

Stakeholders: Organizations that maintain the interest of relationship management system: A management system is a proven structure for the management and continuous improvement of policies, procedures and processes of the organization

Human talent: smart people or suitable for a particular occupation.