



## Success stories

### Accumax Global leans in and wins big

Lean implementation a big win for staff satisfaction.

## Winning from Lean Implementation

The desire to implement lean thinking has moved from idea to reality at Perth safety supplies business, Accumax Global, leading to greater profitability and happier workers.

### Reshaping the business

At the outset of their engagement with Entrepreneurs' Programme, Accumax Global knew they had some challenges. The business had seen other firms implement 'lean thinking' and they thought that might be something they could benefit from as well. The question was, how and where to start?

Accumax Global had a mix of products and service offerings. While they all revolved around workplace safety, each business unit was incredibly different in how it ran and operated, and each delivered highly variable financial returns.

A first step in the lean journey of Accumax Global was pausing to look and consider: what was the business trying to be and what was each element looking to achieve?

This review led to the business changing their approach to interstate business and selling one element of their operations to another company.

This decision, albeit difficult, freed up resources both in time and capital to focus on the areas of the company that were best-placed to support the long-term ambitions of the owners.

### High-tech and low-tech lean

With the support of Entrepreneurs' Programme, and adviser Andrew Canion, Accumax Global has implemented changes to improve efficiency and make the business a better place to work.

On the high-tech side, the company has gone paperless, introduced barcodes and scanners for all stock management and operates a new ERP system.

On the low-tech end, the business destroyed internal walls and partitioning to enable the sign printing division to achieve better one-piece flow.

### Happier; more profitable

The business is achieving higher profitability than before lean. The new approach has empowered staff and made the business a better place to work. As a result, both employees and management are feeling great.

"Lean has increased team productivity and morale through looking at each process and making it more efficient. This has led to less time spent on firefighting and more time to focus on value and quality." Daniel Martin, Director at Accumax.

