



DEFINE PHASE

DEFINE	What problem are you trying to solve?	Tools Used
1. Understand customer and business requirements	What does the problem look like from your customer's perspective?	Voice of Customer
2. Complete Project Charter		
3. Complete high-level as is process map		

CAPTURE THE VOICE OF CUSTOMER

SURVEYS

INTERVIEWS

FOCUS GROUPS

SUGGESTIONS

COMPLAINTS

COMPLIMENTS

OBSERVATIONS

OTHER TECHNOLOGY DRIVEN SOCIAL MEDIA PLATFORMS

TRANSLATE VOICES TO REQUIREMENTS

Voice of Customer (Verbatim)	Critical Customer Criteria (Need)	Critical to Quality (CTQ) (Requirement / Performance)
Take the exact voice of customer	Write excerpt from customers verbatim showcasing the customer's need	Write the customer's need in measurable terms

DEFINE PHASE

DEFINE	What problem are you trying to solve?	Tools Used
1. Understand customer and business requirements	What does the problem look like from your customer's perspective?	Voice of Customer
2. Complete Project Charter	 How do you know there is a problem? What specific measures indicate there is a problem? 	Project Charter
3. Complete high-level as is process map		

PROJECT CHARTER TEMPLATE:

PROBLEM STATEMENT:

What "pain" are we or our customers experiencing?

GOAL STATEMENT:

- Define the improvement objective in terms of the Primary Metric in the Problem Statement
- Start with a verb: Reduce, Eliminate, Control, Increase, Improve...

PROJECT SCOPE:

What are the boundaries of the initiative?

PROJECT TEAM:

 Enter data on Project Leader, Champion, Yellow Belt, Subject Matter Experts and any other resources participating

MILESTONES:

 Enter a table depicting completion date of each DMAIC phase

DEFINE PHASE

DEFINE	What problem are you trying to solve?	Tools Used
1. Understand customer and business requirements	What does the problem look like from your customer's perspective?	Voice of Customer
2. Complete Project Charter	 How do you know there is a problem? What specific measures indicate there is a problem? 	Project Charter
3. Complete high-level as is process map	Where is the problem occurring?	SIPOC

SIPOC EXAMPLE - GET A NEW WIRELESS CONNECTION

SUPPLIERS

List suppliers of any inputs to your process

- Customers
- Business Users

INPUTS

List any inputs to your process

- Registration form
- Home/Office Address
- Identify/Address Proof

PROCESS

OUTPUTS

List the outputs of your process

- New Phone Connection
- Updated Internal Database
- Input to billing department Billing department

CUSTOMERS

Identify the customers of the process outputs

- Customer
- Business User

Receive **Review Initiate Validate Process** Send Client **Submitted** Phone **Confirmation Documents** Request Request **Connection Documents**

Processing Time = 48 hours



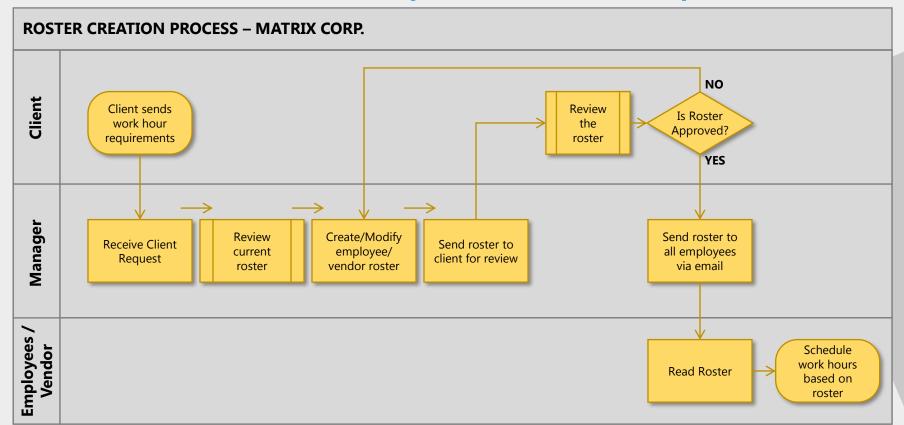
MEASURE PHASE

MEASURE	What is the extent of the problem?	Tools Used
4. Identify What to Measure	What does the detailed process currently look like?	Process Maps 8 Wastes
5. Plan & Collect Data		
6. Determine Baseline Performance		

MEASURE PHASE

SYMBOL	DESCRIPTION & USAGE			
\longrightarrow	Connects any two steps and shows the path or direction of the process			
	Indicates where the process starts and stops			
	 Describes the actual work task that occurs at that point in the process; It generally is best to include only one task in each activity symbol 			
D	 Identifies when the process comes to a temporary halt Also identifies what has to happen before the process resumes 			
8	Shows that a database is associated with this step			
	 Indicates that a written document is prepared or used at that step of the process; the name of the document appears in the symbol 			
	Indicates a pre-defined process			
lacksquare	Indicates when something goes into storage for some period of time; it contains a brief description of what is stored and for how long			
\langle	 Displays a question that has several optional answers/flows that lead away from the diamond; Answers can be simple "Yes" or "No" or specifically described choices Answers are labeled on connector lines 			

PROCESS MAP EXAMPLE (TYPE: SWIMLANE)



EIGHT TYPES OF WASTE = DOWNTIME

	What it is?	What to Look For?
1 Defects	Defective transactions, errors leading to rework	 Rejects, not in good order transactions sent for research or repair Missing information, rework loops or breaks
2 Over Production	Producing too much, or producing too soon	Effort not aligned with risk, complexity or customer needs More information requested than required
3 Waiting	Waiting for documents, resources or information	Idle time, waiting for information Overfull inboxes
4 Non-Utilized Skills	Failure to utilize the time and talents of people	Significant portion of expert time "wasted" on low value activities
5 Transportation	Work transferring across platforms or teams, non essential transportation	 Excessive back and forth, repeated follow-ups Movement from location to location, building to building
6 Inventory	Work stuck in In-boxes not being processed, idle financial or fixed assets	Bottlenecks leading to "staging" areas for work in progress Idle or underutilized equipment
7 Motion	Inefficient placement of resources creating motion	Inefficient placement of office resources Physical distance between workstations
8 Excess Processing	Excessive processing of transactions	Similar information being captured in several places Large variations in time to do similar tasks

MEASURE PHASE

MEASURE	What is the extent of the problem?	Tools Used
4. Identify What to Measure	What does the detailed process currently look like?	Process Maps 8 Wastes
5. Plan & Collect Data	How can we ensure data collection is robust? What does the data say?	Continuous Data Discrete Data Data Collection Plan Sampling
6. Determine Baseline Performance		

TYPES OF DATA

DISCRETE DATA

- aka Attribute Data
- Discrete data is information that can be categorized into a classification
- Discrete data is based on counts
- Finite number of values is possible and values cannot be subdivided meaningfully
- E.g. No. of Parts damaged in shipment, no. of road accidents, etc.

CONTINUOUS DATA

- aka Variable Data
- Continuous data is information that can be measured on a continuum or scale
- Continuous data can have almost any numeric value and can be meaningfully subdivided into finer and finer increments
- E.g. Length, Size, Temperature, etc.

DATA

DATA COLLECTION CHECK SHEET (TEMPLATE)

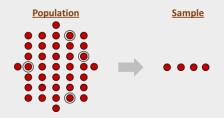
Project Name:	
Name of Data Recorder:	
Location:	
Data Collection Dates:	

Defect Types /	Defect Types / Dates		Total					
Event Occurrence	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
Event 1								0
Event 2								0
Event 3								0
Event 4								0
Event 5								0
Event 6								0
Event 7								0
Event 8								0
Event 9								0
Event 10								0
Total	0	0	0	0	0	0	0	

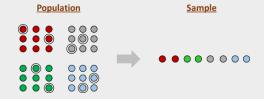
Use the method that best fits your project and timeframes

SAMPLING AND SAMPLING METHODS

SIMPLE RANDOM SAMPLING



STRATIFIED RANDOM SAMPLING



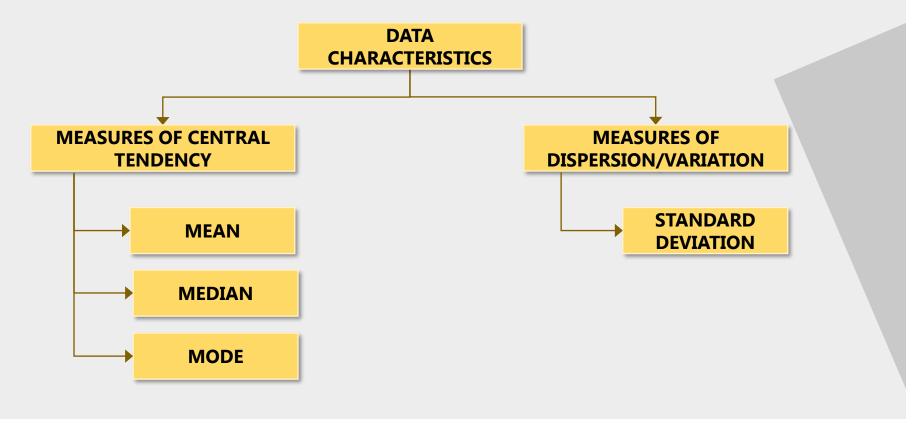
SYSTEMATIC SAMPLING



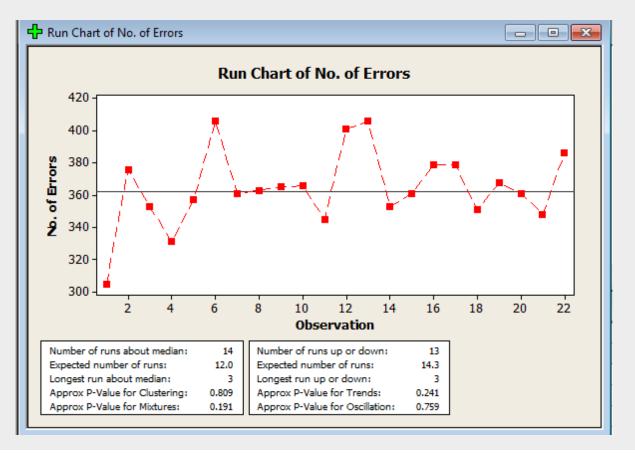
MEASURE PHASE

MEASURE	What is the extent of the problem? Tools Used				
4. Identify What to Measure	What does the detailed process currently look like?	Process Maps 8 Wastes			
5. Plan & Collect Data	How can we ensure data collection is robust? What does the data say?	Continuous Data Discrete Data Data Collection Plan Sampling			
6. Determine Baseline Performance	 Is the process stable? Is the process capable of meeting the customer requirements?	MeanMedianModeStandard DeviationRun ChartDefectsDefectivesOpportunity for ErrorUnitProcess Capability			

IDENTIFYING DATA CHARACTERISTICS



CHECK THE DATA STABILITY USING RUN CHART



DUDO & PROCESS CAPABILITY ANALYSIS

DEFECTS

UNITS

DEFECTS PER OPPORTUNITY (DPO)

SIGMA CONVERSION TABLE

DEFECTIVES

OPPORTUNITIES FOR ERRORS

DEFECTS PER MILLION OPPORTUNITY (DPMO)

PROCESS CAPABILITY ANALYSIS



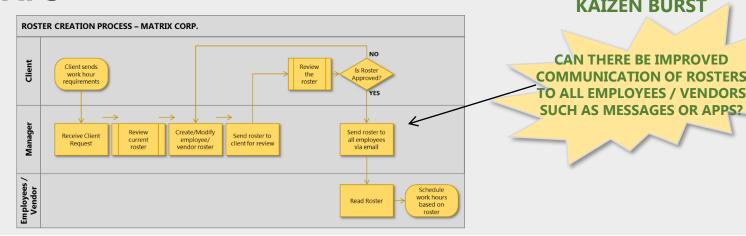
ANALYZE PHASE

ANALYZE	Why is the problem occurring?	Tools Used
7. Identify Performance Gaps	What are the sources of variation and waste?What are the potential causes of the problem?	Review Process Maps Fishbone Diagram Brainstorming 5 Why Analysis
8. Ascertain Critical Root- Causes		
9. Validate Root- Causes		

REVIEW OF PROCESS MAPS

PROCESS MAPS WERE CREATED IN STEP 04 OF THE MEASURE PHASE

REVIEW THE PROCESS MAP & IDENTIFY ANY POTENTIAL GAPS

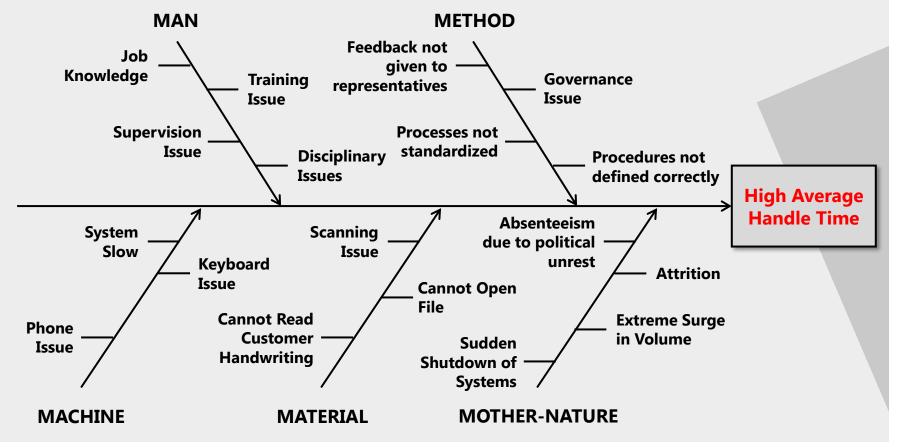


Copyright © Smart Growth Hacks

7 TIPS TO CONDUCT EFFECTIVE BRAINSTORMING SESSIONS

- 1. ESTABLISH THE NEED FOR A BRAINSTORMING
- 2. DON'T ALLOW PARTICIPANTS TO DEVIATE FROM THE TOPIC
- 3. ENSURE DOMINATING PARTICIPANTS ARE EFFECTIVELY MANAGED
- 4. ENSURE EVERYONE PARTICIPATES IN THE DISCUSSION
- 5. DON'T ENGAGE IN EVALUATING VIABILITY OF THE IDEA
- 6. ANY CRAZY IDEA IS WELCOME
- GENUINELY APPRECIATE AND THANK EVERYONE FOR THEIR CONTRIBUTIONS AT THE END OF THE SESSION

FISHBONE DIAGRAM EXAMPLE



5 WHY EXAMPLE

One of the monuments in Washington D.C. is deteriorating!

Why is the monument deteriorating?

Because harsh chemicals are frequently used to clean the monument

Why are harsh chemicals needed?

To clean off the large number of bird droppings on the monument

Why are there a large number of bird droppings on the monument?

Because the large population of spiders in and around the monument are a food source to the local birds

Why is there a large population of spiders in and around the monument? Because vast swarms of insects, on which the spiders feed, are drawn to the monument at dusk

Why are swarms of insects drawn to the monument at dusk?

Because the lighting of the monument in the evening attracts the local insects

Solution: Change how the monument is illuminated in the evening; prevent attraction of insects

ANALYZE PHASE

ANALYZE	Why is the problem occurring?	Tools Used
7. Identify Performance Gaps	What are the sources of variation and waste?What are the potential causes of the problem?	Review Process Maps Fishbone Diagram Brainstorming 5 Why Analysis
8. Ascertain Critical Root- Causes	What are the critical root causes?	Control Impact Matrix
9. Validate Root- Causes		

CONTROL IMPACT MATRIX EXAMPLE

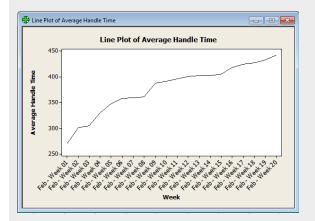
Control \ Impact	High	Medium	Low
In Control	 Job Knowledge Disciplinary Issue Feedback not given to representatives Governance Issue Processes not standardized Procedures not defined correctly Attrition (Employee Turnover) 	Supervision IssueTraining Issue	Keyboard issueSystem IssuePhone issue
Out of Control	Absenteeism due to political unrestSudden shutdown of systems	Cannot Open FileScanning IssueCannot read customer handwriting	Extreme surge in volume

ANALYZE PHASE

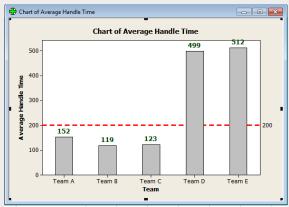
ANALYZE	Why is the problem occurring?	Tools Used
7. Identify Performance Gaps	What are the sources of variation and waste?What are the potential causes of the problem?	Review Process Maps Fishbone Diagram Brainstorming 5 Why Analysis
8. Ascertain Critical Root- Causes	What are the critical root causes?	Control Impact Matrix
9. Validate Root- Causes	 How do you know these are the vital few root causes? 	Line Chart Pareto Chart Bar Chart Histogram Pie Chart Scatter Diagram Correlation Analysis

BASIC CHARTS

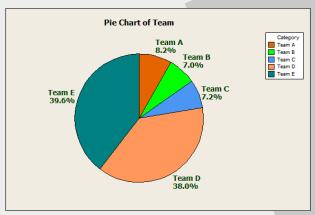
LINE CHART



BAR CHART

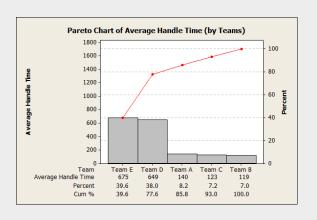


PIE CHART

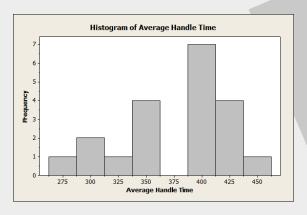


GRAPHICAL TECHNIQUES

PARETO CHART

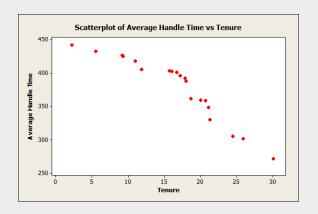


HISTOGRAM

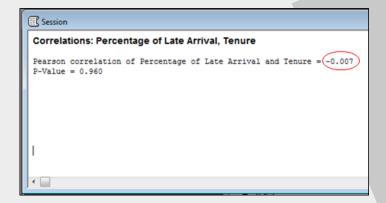


ADDITIONAL ANALYSIS TECHNIQUES

SCATTERPLOT



CORRELATION ANALYSIS





IMPROVE PHASE

IMPROVE	What is the extent of the problem?	Tools Used
10. Generate, Prioritize & Select Potential Solutions	What will fix the root causes?	Brainstorming Brain Writing 6-3-5 Assumption Busting
11. Pilot Solution(s)		
12. Validate Impact of Solution(s)		

SOLUTION GENERATION TECHNIQUES

RECALL: BRAINSTORMING



BRAINWRITING 6-3-5



ASSUMPTION BUSTING



IMPROVE PHASE

IMPROVE	What is the extent of the problem?	Tools Used	
10. Generate, Prioritize & Select Potential Solutions	What will fix the root causes?	Brainstorming Brain Writing 6-3-5 Assumption Busting	
11. Pilot Solution(s)	 How do you know your solutions will be successful? 	Pilot Plan Risk Analysis	
12. Validate Impact of Solution(s)			

STEPS TO IMPLEMENT A "PILOT"

- 1. CREATE A PILOT PLAN
- 2. ENSURE STRONG LEADERSHIP SUPPORT
- 3. COMMUNICATE THE PLAN TO KEY STAKEHOLDERS
- 4. TRAIN THE PILOT GROUP
- 5. IMPLEMENT THE PILOT
- 6. COLLECT AND ANALYZE FEEDBACK
- 7. DIAGNOSE GAPS AND REVISE SOLUTIONS
- 8. IMPLEMENT THE SOLUTIONS

RISK ANALYSIS TEMPLATE

RISK	RISK RATING	MITIGATION	CONTINGENCY	ASSIGNED TO?
Risk Identification	High / Medium / Low	What are you going to do to avoid / minimize risk?	What are you going to do if the risk does surface?	Who's Responsible?

IMPROVE PHASE

IMPROVE	What is the extent of the problem?	Tools Used		
10. Generate, Prioritize & Select Potential Solutions	What will fix the root causes?	Brainstorming Brain Writing 6-3-5 Assumption Busting		
11. Pilot Solution(s)	 How do you know your solutions will be successful? 	Pilot Plan Risk Analysis		
12. Validate Impact of Solution(s)	How do you know these are the root causes?	Process Capability Re-Analysis		

RECALL: PROCESS CAPABILITY (DPMO METHOD)

STEP 01 – COMPUTE DPO

DPO = D / (O*U)

D = TOTAL NUMBER OF DEFECTS

O = OPPORTUNITY FOR DEFECTS PER UNIT

U = TOTAL NUMBER OF UNITS

STEP 02 – COMPUTE DPMO

DPMO = 1,000,000 * DPO

D = 1,000,000 * D/(O*U)

STEP 03 – LOOK UP DPMO IN SIGMA CONVERSION TABLE



CONTROL PHASE

IMPROVE	How will you ensure that the problem stays fixed?	Tools Used	
13. Institutionalize the Solution(s)	 How do you know the problem has been fixed? How will you track on-going benefits? 	Common vs. Special Causes Control Charts Control Plan	
14. Replicate & Share Best Practices			
15. Celebrate & Recognize Success			

COMMON CAUSES VS. SPECIAL CAUSES



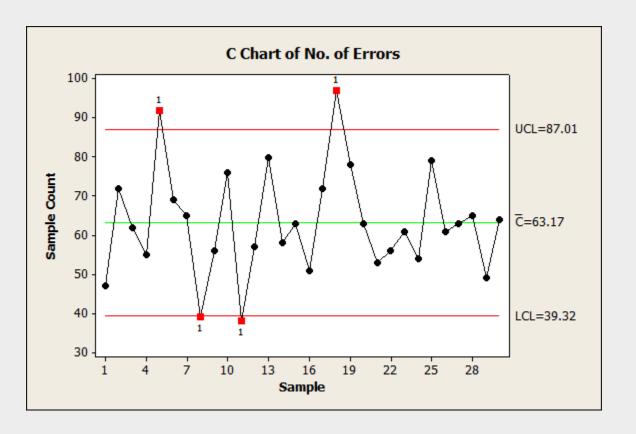
COMMON CAUSES

- PRESENT ALL THE TIME
- HAVE A SMALL EFFECT INDIVIDUALLY
- RESULTS IN A RANDOM VARIATION
- EFFORTS CAN BE TOLERATED

SPECIAL CAUSES

- NOT ALWAYS PRESENT
- TYPICALLY HAS A BIGGER INFLUENCE
- COMES FROM OUTSIDE INFLUENCES
- EFFECT WE WANT TO KNOW ABOUT

YOU WILL LEARN TO CREATE A "C" CHART



CONTROL PLAN TEMPLATE

Process		Method				Action		
Proces	,5	Sample				Action		
Process Step	What is being Controlled?	How is it Measured?	Size	Frequency	Responsible Party	Where is it Recorded?	Response Plan	Responsible Party

CONTROL PHASE

IMPROVE	How will you ensure that the problem stays fixed?	Tools Used	
13. Institutionalize the Solution(s)	 How do you know the problem has been fixed? How will you track on-going benefits? 	Common vs. Special Causes Control Charts Control Plan	
14. Replicate & Share Best Practices	How will you capture knowledge related to best practices and what makes them effective?	O Communication	
15. Celebrate & Recognize Success			

CREATE A CASE STUDY TEMPLATE

THE CASE STUDY TEMPLATE ENABLES YOU TO CREATE A SHORT CASE STUDY OF A COMPLETED PROJECT. IT INCLUDES:

- PROJECT GOALS AND PROCESSES ADDRESSED
- TOOLS AND APPROACHES EMPLOYED
- CHALLENGES FACED AND OVERCOME
- BENEFITS REALIZED (FINANCIAL AND OTHERWISE)
- INDIVIDUAL TEAM MEMBER'S CONTRIBUTION

CONTROL PHASE

IMPROVE	How will you ensure that the problem stays fixed?	Tools Used	
13. Institutionalize the Solution(s)	 How do you know the problem has been fixed? How will you track on-going benefits? 	Common vs. Special Causes Control Charts Control Plan	
14. Replicate & Share Best Practices	How will you capture knowledge related to best practices and what makes them effective?	Communication	
15. Celebrate & Recognize Success	How will you share your results?	Celebrate	

CELEBRATE & RECOGNIZE SUCCESS

BE SURE TO RECOGNIZE THE PERFORMANCE IMPROVEMENTS AND CONGRATULATE TEAM ON SUCCESSES

AND CELEBRATE THE SUCCESS



Copyright © Smart Growth Hacks

SIX SIGMA DMAIC ROADMAP

MEASURE ANALYZE IMPROVE DEFINE CONTROL What do you How will you ensure What Problem are What is the extent of Why is the problem that the problem propose to do & You Trying to Solve? the problem? occurring? stays fixed? why? 1 Understand 13. Institutionalize the 4. Identify What to 7. Identify 10. Generate, Prioritize **Customer & Business** & Select Solutions Measure Performance Gaps Solution(s) Requirements 2. Complete the 8. Ascertain Critical 14. Replicate & Share 5. Plan & Collect Data 11. Pilot Solution(s) **Project Charter** Root-Causes **Best Practices** 3. Complete the High-6. Determine Baseline 9. Validate Root 12. Validate Impact of 15. Celebrate & Level As Is Process Performance Solution(s) Causes Recognize Success Map

TOLL GATE - ANALYZE

TOLL GATE - MEASURE

TOLL GATE - DEFINE

TOLL GATE - IMPROVE

TOLL GATE - CONTROL

SIX SIGMA DMAIC – TOOLKIT

DEFINE	MEASURE	ANALYZE	IMPROVE	CONTROL
1. Understand Customer & Business Requirements Voice of Customer (VOC)	4. Identify What to Measure Process Maps 8 Wastes	7. Identify Performance Gaps Review of Process Maps Brainstorming Fishbone Diagram 5 Why Analysis	10. Generate, Prioritize & Select Solutions Brainstorming Brainwriting 6-3-5 Assumption Busting	13. Institutionalize the Solution(s) Common vs. Special Causes Control Charts Control Plan
2. Complete the Project Charter Project Charter	5. Plan & Collect Data Continuous Data Discrete Data Mean Median Mode Standard Deviation Data Collection Plan Sampling	8. Ascertain Critical Root-Causes Control Impact Matrix	11. Pilot Solution(s) Pilot Plan Risk Analysis	14. Replicate & Share Best Practices Communication
3. Complete the High-Level As Is Process Map SIPOC	6. Determine Baseline Performance Run Chart Defects Defectives Opportunity for Error Unit Process Capability Analysis	9. Validate Root Causes Line Chart Bar Chart Pie Chart Pareto Chart Histogram Scatter Diagram Correlation Analysis	12. Validate Impact of Solution(s) Process Capability Reanalysis	15. Celebrate & Recognize Success Celebrate

WHAT NEXT?

YOUR SIX SIGMA YELLOW BELT PROJECT JOURNEY