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| Project Title | Sales Linearity | | | | Project Manager | Blaine Barnard |
| Project Start Date | | 6/12/2017 | Project End Date | 8/10/2017 | Project Sponsor | John Hamm |

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| Project Type | Kaizen | Function/Department | Operations | Operating Company/Division | Division A |

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| Business Need | |
| Division A’s sales realization is historically skewed to late in the quarter, negatively impacting DSO and average inventory, and increasing risk to meeting our financial commitments. Initiative supporting Improvement Priority for Division A inventory. | |
| Project Scope | Deliverables |
| Improve inventory and AR/DSO performance for sales linearity across all products for US market; not to include markets outside of US | 1. Kaizen Event 2. Root Cause Analysis 3. Counter Measures Action Plan |
| Risks & Issues | Assumptions |
| * Lack of clean data * Resources not available for Kaizen date | * Managers to provide regular updates * Sales linearity data clean and available |
| Key Activities | |
| * Conduct Kaizen Event * Determine root cause through problem solving processes * VSM process improvement | |

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| Financials | |
| Budget: $15,000 | |
| Milestone Schedule | |
| Milestones | Target Completion Date |
| Kick-off | 6/18/2017 |
| Mid-summer report out | 7/27/2017 |
| Final Report Out | 8/17/2017 |

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| Project Team | | Approval/Review Committee | |
| Project Manager | Blaine Barnard | Sponsor | John Hamm |
| Team Member | Jim Buck | Corporate HR Manager | Erin Andrews |
| Team Member | Joe Gibbs | Operating Company HR | Aliza Ellington |
| Team Member | Chris Sale | Operating Company President | Pat Sabre |
| Team Member |  |  |  |

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| Resulting Impact | | | | | | | |
| Success Metric | $ Cost Savings | % Achieved | 150% | Downloads | 25 | Shares | 50 |