



## Variation Reduction

Variation is an occurrence in a process or business practice that may alter its expected outcome. Variation is normal, however, for an organization to maximize its potential, they need to develop a strategy that will minimize or eliminate variation.



Many organizations have a quality measurement system that attempts to inspect defects out rather than a proactive approach of building quality in. Costs are greatly increased with this as your company mindset. Levels of improvement can be measure by defects per million, by time, by cost, by ROI, by customer loyalty or other measurement that may be specific to your industry. Understanding where there is common cause variation and systematically redesigning processes to remove that variation becomes a significant competitive advantage.

Sources of variation range from people, equipment, materials, methods, measurements and the environment. The focus of our process is to identify the “vital few” rather than the “trivial many” and target solutions to address the vital few.

### Key Areas within the Variation Reduction Process:

- Process Identification
- Team Selection
- Education
- Measure the Problem
- Customer Focus
- Root Cause Analysis
- Identify New Solutions
- Manage Risks
- Measure Results

### Measurable Outcomes and Results:

- Improved Capacity
- Lower Unit Costs
- Less Rework
- Improved Employee Morale
- Improved Customer Satisfaction
- Higher Return on Assets
- Greater Productivity
- Increased Effectiveness
- Improved Profitability
- Improved Competitiveness

### The Aspire Formula for Success:

$$\text{Ask} + \text{goals} = \text{PBC} \rightarrow \text{IR}$$

Attitudes  
Skills  
Knowledge

Positive Behavior Change  
Improved Results

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