

The following is an unsolicited 7SIM Testimony in Apr 07 from
Russell Porteous, CEO of Maintenance Essentials.

Hello Dan,

I just wanted to share with you a couple of short stories on how 7SIM has helped Maintenance Essentials in just 2 short weeks....

1. Process Improvement Groups

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We at Maintenance Essentials have a vibrant culture of looking for 'better faster, smarter, simpler and easier' ways to do things... Some people call this continuous improvement... We call it keeping ahead of the pack and opportunity...

The challenge has been to find a SIMPLE way that INCLUDED the right people to help drive the change in a METHODICAL way....

After completing the 7SIM 2-day workshop, I found the TOOLS in 7SIM, the missing piece in the puzzle to help facilitate this change...

7SIM is a comprehensive suite of TOOLS that anyone can learn that ENABLES teams to define a problem and follow the path through to process improvement!

With this background, we have already defined 4 "Process Improvement Groups" to address key issues in our business these are;

- 1) Define the company vision/purpose and mission
- 2) Field technician time sheets
- 3) Scheduled maintenance
- 4) Project management

We held our initial 'project scoping' meeting on the "defining of the company vision/purpose and mission this morning. The outcome agreed by all as one of the BEST meetings they have ever attended...

The group working on the "Field technician time sheets" is already 70% through the project, with GREAT results to date... We have our first major company communication session on this project today at 3:00pm with ALL staff... We anticipate that almost immediately we will realise SIGNIFICANT MEASUREABLE productivity improvements company wide...

Again, the process is very inclusive and worthy of investment.

2) Defining a position description for a new employee

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Yesterday, we set ourselves the task of defining the IDEAL characteristics for a new employee, someone who will hold a KEY role in our business.

In the process we asked three questions;

- 1) What desired attitudes or characteristics would help the company?
- 2) What skills does the company need in this role?
- 3) What types of problems would you like this person to solve?

We involved a random group of 5 people to participate in a 7SIM "IP TECHNIQUE" to define and prioritise "attitudes or characteristics would help the company". The results were very exciting.

What was interesting was that there were a couple of people who added their own agendas in the process, the voting system allowed the group to 'prioritise' these accordingly...

The 7SIM "IP TECHNIQUE" helped prioritise (in and out) individual people's agenda's, a powerful testimonial in respect to this tool.

The result was we are now able to define the position description, job advertisement, recruitment criteria and weighting.

While these are IDEAL characteristics and skills. We also recognise that during the selection process, we now have WEIGHTED selection criteria, that has been defined by a team of people who have a vested interest in the outcome...

An obvious extension to this is to design a recruitment pro-forma that the results from the 7SIM "IP TECHNIQUE" could be used by a selection panel to compare candidates against the group's votes.

The bottom line is that the 7SIM "IP TECHNIQUE" and the 7SIM system can help business people address a number of SIMPLE issues in their business that INVOLVES people in a SYSTEMATIC way.

I hope Dan that these testimonials can help other business people realise the power of 7SIM and that they should seriously consider 7SIM for inclusion in their business process improvement.

Again, thank you Dan & the team at SevenSIM.

Regards,

Russell Porteous
Chief Executive Officer
Maintenance Essentials