



# LECP

Lean Enterprise Certification Program



## Beginning in January!

January 14 - Dickinson  
January 28 - Fargo

The next session of the Lean Enterprise Certification Program is scheduled to start **January 14th** in Dickinson, and **January 28th** in Fargo, ND.

Lean Certification is an evolutionary journey where your knowledge and experience work together to create a depth of expertise upon which you can keep building. It weaves innovative ways of thinking and doing business with real-world applications and results. Lean Certification not only helps you attain the knowledge, it validates it. It is the only nationally recognized Lean Certification program; using standards developed and judged by the Society of Manufacturing Engineers (SME) in partnership with Association for Manufacturing Excellence (AME) and the Shingo Institute.

[If you are interested in participating in this LECP training, please click here to read more about the program.](#)

If you have questions, please contact:  
Dickinson: David at 701-202-7876, [davida@impactdakota.com](mailto:davida@impactdakota.com)  
Fargo: Reza at 701-367-8664, [rezam@impactdakota.com](mailto:rezam@impactdakota.com)



**Click here for information!**

*Beginning during the first quarter of 2020!*

- *Are you struggling to take your product international?*
- *Are you turning away sales inquiries from potential international customers because you don't know how to handle them?*
- *Are you frustrated by the lack of direction in your international sales?*

ExporTech is the program for you. The program combines group workshops with individual coaching for each company, leading to an export plan in just 10 weeks. The peer group model, limited to leaders from 4-8 companies, maximizes impact and propels action. The innovative customized workshops help companies extract the specific information they need. Finally, the program builds connections to a team of export organizations that help participating companies go-to-market and implement their export growth plans.

[Click here for a flyer.](#)  
[Click here for an application.](#)



## Lean Leadership Via Value Stream Mapping

There's no clearer indicator of inefficient processes than an unhappy customer. The key to delivering customer value is remembering that customers don't care about the logistical efforts it takes to produce a final product; they care about the outcome. Learn how to make leadership decisions based on this fundamental idea with Value Stream Mapping (VSM) by reading this Quality Digest article from Nicholas Loyd of the MEP National Network.

[Learn About the Idea](#)



## How to Develop Talent Through Internships

Looking for highly-skilled workers to fill your talent pipeline? With the right strategy and plan, you can locate and groom qualified job candidates. Learn the secrets to implementing a value-adding internship program in this hands-on article from MEP National Network workforce development expert Beck Kemp published in Industry Week.

[Succeed With Internships](#)

## Mark Your Calendar

UPCOMING EVENTS  
Please [click here](#) to register or for more information on the following events.

[Lean Enterprise Certification Program](#)  
Dickinson - January 14  
Fargo - January 28

[ExporTech](#)  
Beginning First Quarter of 2020

## MANUFACTURING in Lehman's Terms



Dave Lehman  
[dlehman@nd.gov](mailto:dlehman@nd.gov)  
701-226-0309

## Funding Research and Development in North Dakota

Prior to life at Commerce, I spent more than 10 years working for North Dakota State University's College of Engineering helping manufacturers and entrepreneurs develop and commercialize their ideas. This included product design for manufacturability, identifying prototyping/manufacturing resources, and helping identify research and development (R&D) funding.

[Click Here to learn about Programs to help with R&D Funding](#)

## Making an Impact Since 2001 ...

Client Results\*

» **\$357** MILLION IN NEW AND RETAINED SALES

» **\$109** MILLION IN COST SAVINGS

» **\$204** MILLION IN NEW INVESTMENTS

» **3,605** JOBS - CREATED OR RETAINED

\*Determined by an independent third-party survey.



Combining Lean Enterprise Certification Program and Quick & Easy Kaizen generated \$153,000 in savings and 243 implemented ideas.



Job Instruction Training enabled 75% reduction in set-up time and 50% reduction in deviations from standard procedures.

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Impact Dakota is the official representative of the MEP National Network in North Dakota.

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