

# MISSOURI ENTERPRISE



\$197.6 million in new and retained sales  
\$11.9 million in new investments  
651 jobs created or retained

**Missouri Enterprise** has a really simple mission: to help Missouri businesses succeed. To do that, they provide a broad range of hands-on business, technical and manufacturing optimization services, delivered by an experienced, “been there, done that,” staff and a comprehensive network of public and private partners.

There are a number of characteristics that distinguish Missouri Enterprise from others in the field. Perhaps the most important point of distinction is represented by the words “Hands-On.” They don’t just hold a training class and write a report or a list of recommendations and then move on the other things and other companies.

Missouri Enterprise helps manufacturing businesses with every step of their journey to excellence.



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\* Impacts are based on clients receiving service in FY2010

# CLIENT SUCCESS: AESCULAP INCORPORATED

*“We selected Missouri Enterprise to augment our internal resources because Missouri Enterprise project managers provide hands-on implementation assistance and staff training in a very effective combination. We continue to benefit from their support.”*

Phil Draper, Process Improvement Specialist

## Continuous Improvement Project Helps Aesculap Manage Fast Growth

Aesculap Incorporated is a division of the B. Braun family of companies that serves as the United States distributor and repair center for a wide variety of Aesculap surgical equipment. In addition, the facility is home to the company's fast growing Set World operations. Set World is a nationwide loaner program that allows hospital access to high value instruments and implants for surgical procedures and only pay for what is actually used.

### *Situation:*

Aesculap's internal continuous improvement team had created current and future state Value Stream Maps that identified a number of potential opportunities to reduce non-value added activities and support the strong growth that the company was experiencing. The company did not have enough internal resources that were trained and qualified to manage Kaizen events and continuous improvement teams to move forward as rapidly as possible, so Missouri Enterprise, a NIST MEP affiliate, was brought in to help.

### *Solution:*

Aesculap brought in Missouri Enterprise manufacturing experts to further refine their process maps and to help manage Kaizen events focused on quality at the source processes; employee training; inventory control and reorder controls; and to create standard work instructions in their rapidly growing organization.

In the Kaizen events, the Missouri Enterprise-led teams established quality control standards for the company's very costly stainless steel product containers, created supporting work instructions, and trained employees to meet these new standards.

The implementation of these standards and work instructions has resulted in a completely new process for picking and shipping product kits, receiving and restocking the returned kits to proper warehouse locations, and accounting for the returns. Finally, the team documented the entire process to improve training of future employees.

### *Results:*

- \* Retained sales of \$560,000.
- \* Revenue increased 10% over the year.
- \* Investment in workforce practices of \$10,000.

## Increased sales of \$560,000

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