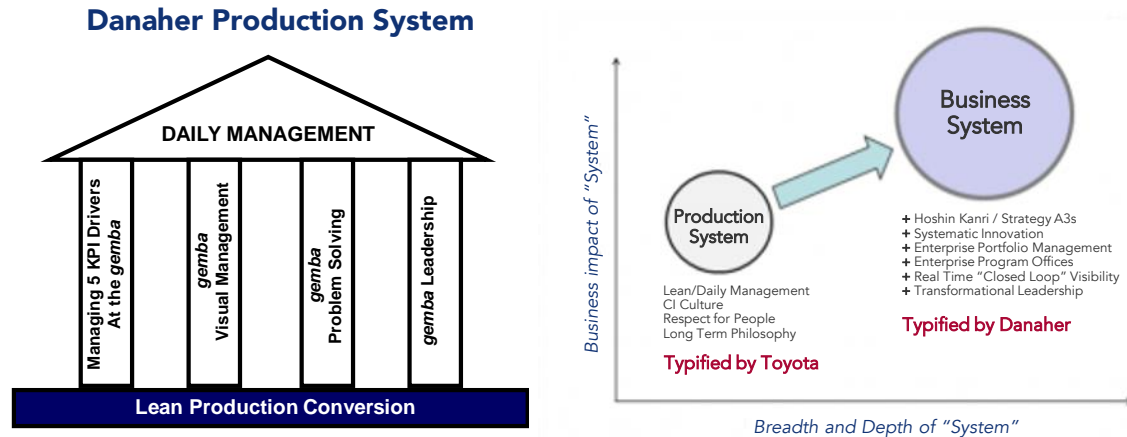


Continuous Profitable Growth at Danaher Corporation

PICTURES BEFORE



Problem

- Up to 1991, the Danaher Production System only sought to improve costs
- The impact on sales was indirect (through Quality and Just In Time Delivery)

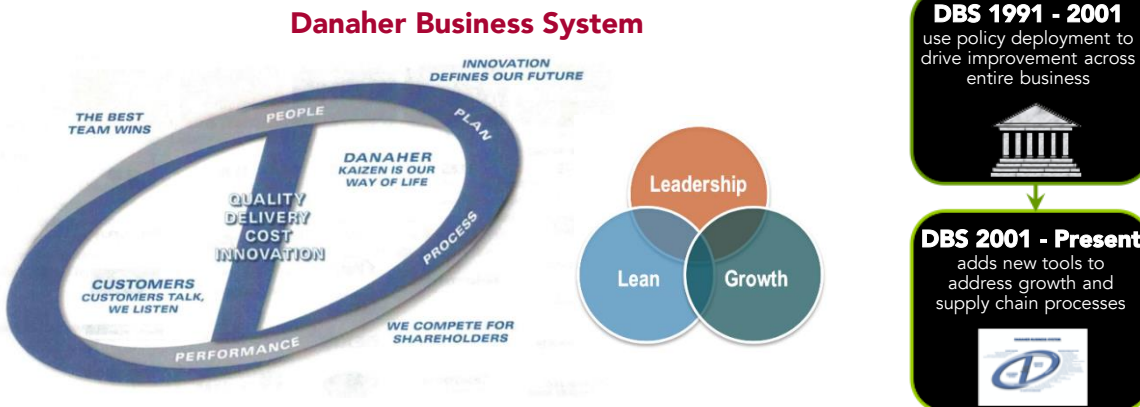
Root causes

- No model or tools to improve non-production departments such as Innovation, Product Development, Sales or Logistics
- Top Management not seeing the benefits
- Strategy planning not following Lean principles

Solution approach

- Expand Lean to Mergers & Acquisitions (M&A)
- Expand Lean to business processes and engage the Top Management
- Expand Lean to cover idea-to-execution processes

PICTURES AFTER



Benefits

20% growth every year

**Market valuation:
80.000% since 1980**

