Thank you everyone for making this convention a big success. It was concluded on a high note with participation from various organizations.

The convention attracted more than 250 delegates from around the country. The year-on-year increase in attendance has established the convention as one of the leading platforms in the country for networking and exchanging best operational excellence practices.

Click here to view the video of IndiZen 2017.
A Big Thank You to All Who Participated In Making IndiZen 2017 A Success

IndiZen 2017, the 8th National Convention on Operational Excellence has come and gone. This year the venue for the event was Hyatt Regency, Pune, India.

**Event Highlights**

1. 255 delegates from 76 organizations
2. 50 case studies from 34 organizations (45 from mfg & 5 from service)
3. Excellence Inside Tours to DSM, ARaymond, Mahindra Steel, KII, Sandvik
4. Knowledge sessions on "Operational Excellence in L&D"
5. Opening Keynote Speakers
   - R. Venkitachalam, Chairman, Bizsol India Services P. Ltd.
   - Prashanth Kaivar, Principal Consultant, Infosys Ltd.
6. Closing Keynote Speaker
   - T. Parasuraman, Dy. MD & Member of Board, Toyota Industries Engine P. Ltd.
7. KMAX (Kaizen Institute's Maturity Assessment for Excellence) Winner: Cimpress India Pvt Ltd.

**Winners of National Case Study Competition**

**MANUFACTURING**

**Winner**

: Godrej & Boyce Manufacturing Co. Ltd., Shirwal (Topic: Being Water Positive)

**Winner**

: Vikram Cements, Khor, MP (Topic: Enrichment in Thermal Substitution Rate (TSR) by Maximization of Tyre Dust (Carbon Powder))

**Runner Up**

: Ashok Leyland, Pantnagar (Topic: Direct Material Cost Reduction, Paint Shop)

**Second Runner Up**

: TAFE Motors & Tractors Ltd., Bhopal (Topic: Paint Shop OLE Improvement)
A lot of hard work went into making IndiZen go off so smoothly. We would like to thank all who made it happen.

The program committee — Aarti, Apoorv, Diksha, Sourabh, Kiran, Arvind, Mili, Nidhi, Jinal, Divyakumar, Mansi and not to mention our Directors Vinod & Jayanth — reviewed a mountain of submissions and helped run the conference tracks on the day.

Our hosts, Hyatt Regency did an excellent job organizing and managing the event. They made IndiZen look well-run, and professional.

A big thank you to the IndiZen speakers R Venkitachalam, Prashanth Kaivar and T Parasuraman! Thank you to all of the IndiZen Sponsors as well!

Last but not least, the attendees. Thank you all for coming to Pune, India and participating in IndiZen. Without you, there is no convention, so once again thank you so much for your attendance and support or interest in the convention.

Hopefully we will be able to do this again next year!

Event reports & photos from majority of the conference sessions are available on below links:

[Event Photo Album](#)
[Event Video](#)

Kaizen Institute India would again like to thank you for another great convention. We hope you enjoyed the informative sessions & networking opportunities, excellence inside tours and national case study competition. We also hope you received useful knowledge and skills you can take back to your work.
Mission Dantotsu
February 2017

Kaizen Happenings

Training Programs Delivered

New Clients On-board

New Joinee

Kaizen Story
L&G Spaces Visitors

21st & 22nd Feb @ Pune
Organized by
IndiZen

Kaizen Happenings

Past Event

Upcoming Event

6th March @ Nairobi
Organized by
Total Environment Management
As a Speaker - Mr. Vinod Grover

16th & 17th March @Bangalore
Organized by
IT Quality & Business Excellence
As a Speaker

25th & 26th March @ Mumbai
Organized by
Chemical Process Technology
As a Speaker

Kirloskar Oil Engines

Jan 2017

Vista Prints

on 21st

HDFC Life

on 21st

Fespro Foods

on 21st

Corning Technologies India Pvt Ltd

on 21st

CIPLA LTD

on 21st

Virgo Valve & Controls Private Limited

on 21st

ICICI Bank

on 21st

Akshaya Patra

on 22nd

Electrotherm

Electrotherm (I) Limited

on 22nd

Jabil

Jabil Industries Pvt LTD
Training Programs Delivered

- Supervisory Training
  - Trainer: Mr. Kuldeep Tyagi
  - 8th to 10th Feb @Unnao
    - Allana
  - Trainer: Mr. Gopinath Prabhu
  - 13th Jan @Pune
    - Maruti Suzuki
  - 16th & 17th Jan @Bangalore
    - JBL
      - Trainer: Mr. Jayanth Murthy, Mr. Vinod Grover
  - Top Management Conclave
    - 18th Feb @Hyderabad
      - Trainer: Mr. Jayanth Murthy, Mr. Gopinath Prabhu

- Kaizen Basics
  - 17th Feb @Hyderabad
    - Trainer: Mr. Gopinath Prabhu
  - 30th Jan @Vadodara
    - exemed
      - Trainer: Mr. S.V.Subramaniam
  - 3rd & 4th Feb @Hyderabad
    - Trainer: Mr. Vishwanathan Ramamurthy

- Kaizen
  - Lean Foundation
    - 20th & 21st Feb @Vashi
      - Allana
    - Trainer: Mr. Kuldeep Tyagi
  - 5S & 7 QC Tools
    - 23rd to 25th Feb @Aligarh
      - Trainer: Mr. Kuldeep Tyagi
  - Towards World Class
    - 22nd to 24th Feb @Myanmar
      - Trainer: Mr. Vijay Allam
Kaizen Story

Opportunity is everywhere!

An immigrant applied for a salesman’s job at London’s premier downtown department store. In fact, it was the biggest store in the world - you could get anything there. The boss asked him, "Have you ever been a salesman before?" "Yes sir, I was a salesman before ", replied the lad. The boss liked the cut of him and said, “You can start tomorrow and I’ll come and see you.”

The day was long and arduous for the young man, but he got through it. And finally 6:00 P.M. came around. The boss duly fronted up and asked, "How many sales did you make today?" "Sir, just ONE sale," said the young salesman. "Only one sale?" blurted the boss. "No! No! You see here, most of my staff make 20 or 30 sales a day. If you want to keep this job, you’d better be doing better than just one sale.

By the way "How much was the sale worth?" “It is 93,300,534.00 pounds” said the young man.
"What? How did you manage that?" asked the flabbergasted boss.

"Well", said the salesman, "This man came in and I sold him a small fish hook, then a medium hook and finally a really large hook. Then I sold him a new fishing rod and some fishing gear. Then I asked him where he was going fishing and he said down the coast. So I told him he'd be needing a boat, so I took him down to the boat department and sold him that twenty-foot schooner with the twin engines.

Then he said his Volkswagen probably wouldn't be able to pull it, so I took him to our automotive department and sold him that new Deluxe 4X4 Blazer. I then asked him where he'll be staying, and since he had not decided, I took him to camping department and sold him one of those new igloo 6-sleeper camper tents. Then the guy said, while we're at it, I should throw in about £100 worth of groceries and two cases of beer.

The boss took two steps back and asked in astonishment, "You sold all that to a guy who came in for a fish hook!" "No" answered the salesman, "He came in to buy a headache relief tablet and I said to him, "Sir, fishing is the best remedy for headache."
**Moral of the Story:**

1. There are opportunities everywhere; it's just that the right mindset is needed to make it large.
2. You should always think out of the box.
3. Without having the power of observation or Kaizen eye it is always difficult to find such opportunities.
4. No opportunities mean no improvements and therefore always keep looking for opportunities.