

Use Six Sigma to meet your organization's needs

SIX SIGMA  
FOR SMALL  
AND MID-SIZED  
ORGANIZATIONS

Success  
Through  
Scaleable  
Deployment

Terence Burton & Jeff Sams

**New!**

# Six Sigma for Small and Mid-Sized Organizations

*Success through Scaleable Deployment*

Terence T. Burton & Jeff L. Sams *Certified Six Sigma Black Belts*

## Tap into the power of a scaleable Six Sigma investment

About 80% of the industrialized world has not taken advantage of Six Sigma techniques to improve productivity and profit. These small and mid-sized corporations can benefit from Six Sigma methods but are struggling with how to deploy them on the scale suitable for their organizations. This book explains the leadership, strategy, execution, integration, alignment, and performance measurement issues that are universal to all organizations deploying Six Sigma, and then shows you how they can be applied successfully in small and mid-size organizations.

Many books cover the statistical tools in detail, but focus on their use exclusively in large multinational companies. With models, hands-on techniques, and a framework for Six Sigma success in smaller organizations, this book shows you how to retrofit Six Sigma to meet the requirements and constraints of your organization, whatever its size. **Six Sigma for Small and Mid-Sized Organizations** is a practical executive Six Sigma cookbook and "give me the answers quick" guide that provides a structured roadmap to success. It makes the power of Six Sigma so user friendly that any size organization can access and benefit from it.

## About the Authors

**Terence T. Burton** is Founder and President of The Center for Excellence in Operations, Inc. He has over 30 years of experience in operations, quality, engineering, supply chain management, and management consulting with hundreds of clients around the world.

**Jeff L. Sams** is Director of North American Operations for Casco Products, a Unit of Sequa Corporation. He has over 22 years of experience in manufacturing, quality, logistics, and customer engineering and extensive implementation experience in Lean and Six Sigma.

Retail Price: \$49.95

**Special Promotional Price:**  
**\$44.95** when Ordered Direct  
from J. Ross Publishing

## Key Features

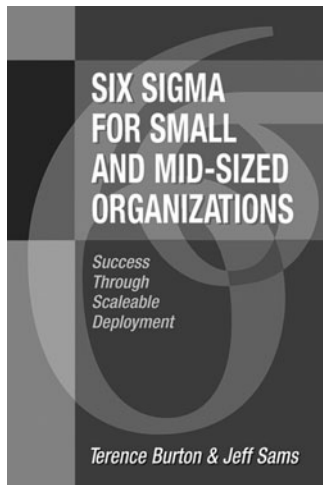
- Provides a detailed implementation roadmap and framework for scaleable Six Sigma deployments in small and mid-sized organizations that addresses their specific business models and resource constraints
- Demonstrates how to apply Six Sigma to non-traditional "soft-side process" areas such as supply chain, engineering, finance, sales and marketing, and customer service
- Illustrates how to integrate Six Sigma with other improvement methodologies and connect it to business strategy
- **WV** Offers free downloadable value-added Six Sigma implementation tools, assessment guides, templates, and worksheets — available from the **Web Added Value™ Download Resource Center** at [www.jrosspub.com](http://www.jrosspub.com)

**Six Sigma for Small and Mid-Sized Organizations:**  
*Success through Scaleable Deployment*

Catalog no. J215, 248 pages, Hardcover, 6X9  
ISBN: 1-932159-21-5, December 2004

Visit  
**J. ROSS PUBLISHING**  
online at  
[www.jrosspub.com](http://www.jrosspub.com)

# Six Sigma for Small and Mid-Sized Organizations — Table of Contents



- Six Sigma Takes Hold
- Six Sigma for Small and Mid-Sized Organizations
- Six Sigma Leadership and Deployment
- Implementing Six Sigma: The Realities of DMAIC
- Transactional Six Sigma and Beyond
- Strategy Deployment and Project Selection
- Mentoring and Individual Project Management
- Six Sigma Begins and Ends with Performance Measurement
- Integrating Lean/Six Sigma and More
- Delivering the Goods
- Index

## ORDER FORM

### Four Ways to Order:

- 1. Mail** Complete this form and mail it with your Check, Credit Card Info, or Purchase Order to:



J. Ross Publishing  
6501 Park of Commerce Blvd., Suite 200  
Boca Raton, FL 33487

- 2. Telephone** Call us at **561-869-3900 ext. 2**  
**3. Fax** Fax this form or your purchase order to **561-892-0700**  
**4. Online** Visit us on the Web at **www.jrosspub.com**

### Attention Professors:

If you wish to consider any book for class adoption, please contact J.Ross Publishing and ask about our 45-day Review Program.

### Ordering Information:

**US:** Orders must be prepaid in US dollars or accompanied by a company purchase order. Please add appropriate shipping and handling charges for each book ordered. Florida residents add 6% sales tax.

**Canada:** Orders must be prepaid in US dollars or accompanied by a company purchase order. Add \$10.00 shipping and handling for the first book and \$3.00 for each additional book.

**International:** Orders must be prepaid in US dollars. Add \$20.00 shipping and handling for the first book and \$5.00 for each additional book ordered.

**Your Satisfaction Is Guaranteed:** If this book does not meet your needs, it may be returned to us in saleable condition within 20 days of receipt.

### To set up a Bookstore, Association, Cataloger, or Corporate account, contact:

Stephen Buda at  
Tel: 561-869-3900 ext. 105  
Fax: 561-892-0700  
or e-mail: [salesandmarketing@jrosspub.com](mailto:salesandmarketing@jrosspub.com)

Please indicate quantities next to the title(s) ordered:

### SIX SIGMA FOR SMALL AND MID-SIZED ORGANIZATIONS: Success through Scalable Deployment

.....Catalog no. J215, ISBN: 1-932159-21-5, December 2004, 248 pages, 6X9  
Special Promotional Price: \$44.95 each.

**Shipping & Handling:** Add \$6.95 for the first book ordered, and \$2.00 for each additional book.  
**Tax:** Florida residents add 6% sales tax.

Name .....  
please print clearly

Company/Institution .....

Address .....

City ..... State/Province ..... Zip/Postal Code .....

Country .....

*If you would like to receive information from us by e-mail, please provide your e-mail address below.*

E-Mail Address .....

Visa    MasterCard    American Express    Check Enclosed \$ .....  
Exp. Date: \_\_\_\_\_  
Month   Year

**Signature and Telephone Number required on all orders**

Signature ..... PO# .....

Telephone .....