

# Demand side Driven Concept

Six Sigma

# Classical concept for the energy field (monopolistic market)



**NOT Demand  
Side driven**

**From primary  
energies to  
applications**

**Push  
into the market**



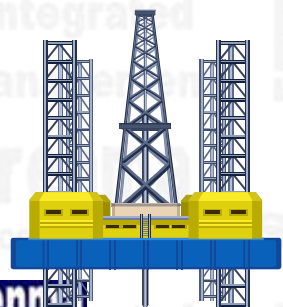
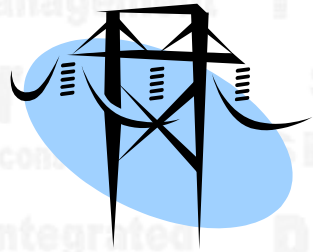
**Think differently !  
You will  
create Values**



# The 10 Commandments of Improvement

1. Abandon fixed ideas.
2. Think of ways to make it possible.
3. No excuses needed.
4. Go for the simple solution, not the perfect one.
5. Correct mistakes right away.
6. Use your wits not your wallet.
7. Problems are opportunities.
8. Repeat “why” five times.
9. Seek ideas from many people.
10. There is no end to improvement.

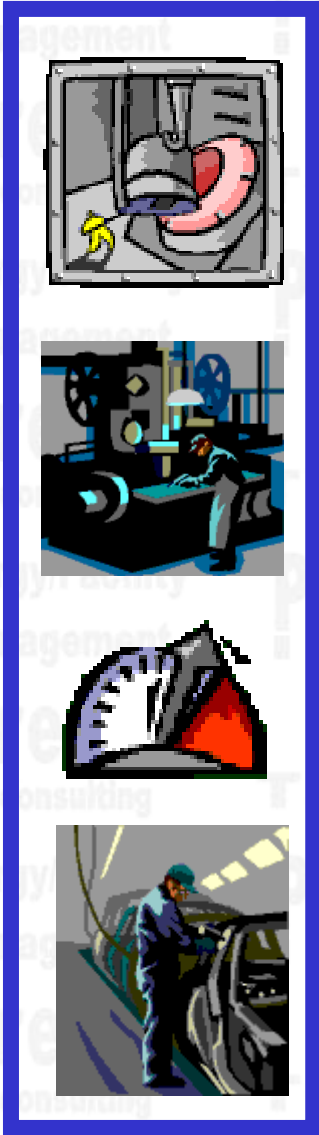
# Lean Concept – Liberalised Market



**Demand Side Driven**

**From applications to primary energies**

**Pull from the Market**



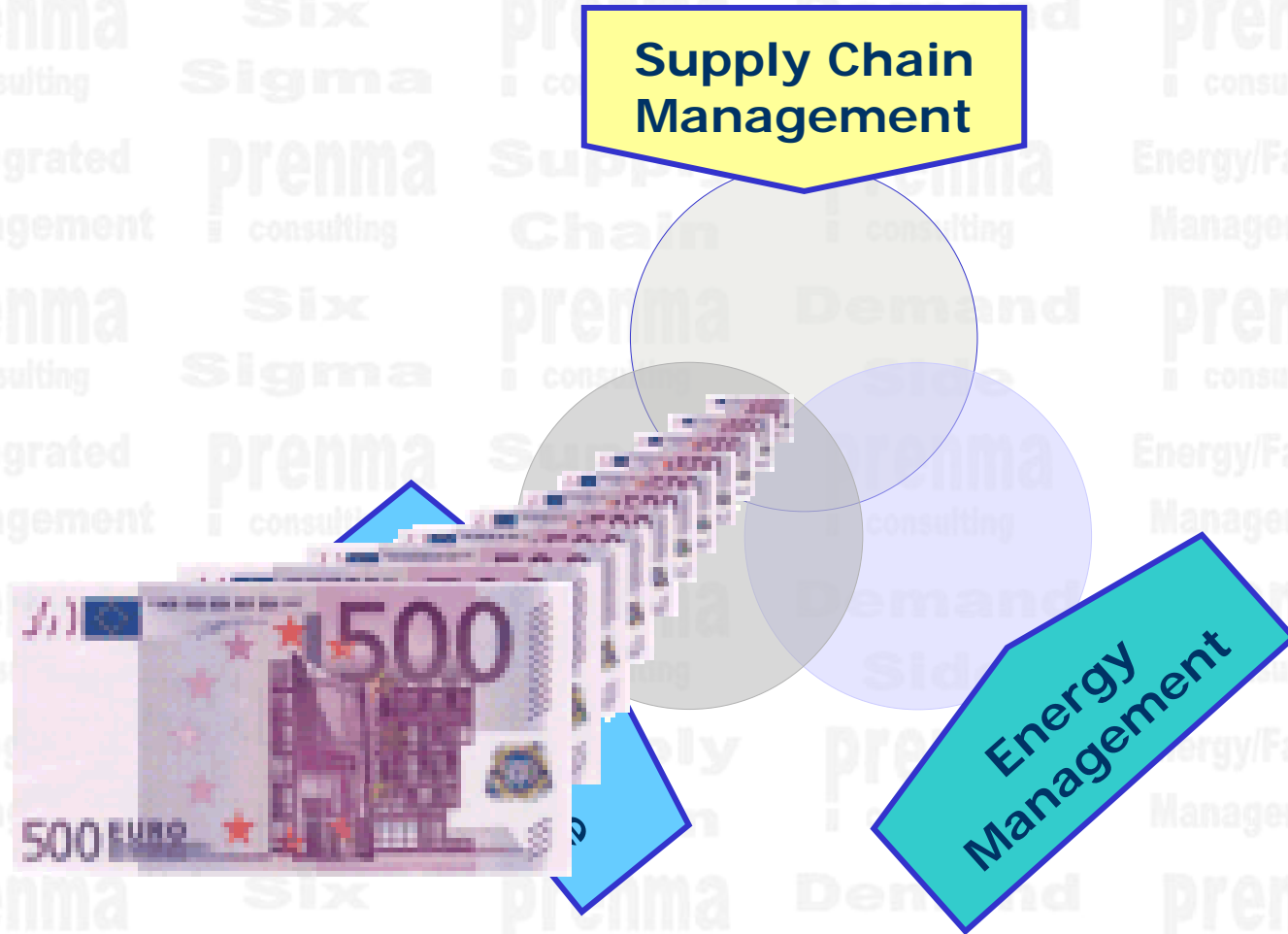
# YES!

**Six Sigma concepts apply also for Energy because they are:**

- based strictly on demand (Voice of Customer)
- objective driven / alignment on demand
- Driven by the global bottom line on sustainable scale  
Balance Score Card (Financial, Customers, Process, Lean & Innovation)  
(Global Value Creation on Final Product)
- quality/reliability driven
- driven by measured facts (DMAIC)  
(**D**efine – **M**easure – **A**nalyse – **I**mprove – **C**ontrol)
- requiring a fully integrated management system

# Integrated Concept

Lean-, Kaizen-, Six Sigma- driven



You are welcome on our website

We suggest to view our PowerPoint presentation on  
Integrated Energy Management:



Links:

*Click on the picture*

Click on the picture

Don't hesitate to contact us

Thank you

for

your

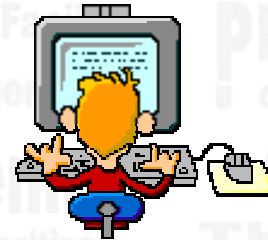
kind

attention

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More concept details are available by opening our webpage at the index INFO

Click on the picture to open !



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