

An aerial night view of a city, likely San Francisco, with a prominent grid overlay of white lines. The city lights are visible, and a large, illuminated building is on the left. The background is a dark blue sky.

Applying Six Sigma to Strategy and Execution

Changing the Focus to the Business

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Sun Microsystems Inc.



Is Six Sigma helping your business to execute [your strategies], or is your business helping execute Six Sigma?

Agenda

1. Sun
2. What Do You See?
3. Old Six Sigma at Sun
4. New Six Sigma at Sun
5. Finance Example
6. Close



1. Sun

Solving Complex Network Computing Problems Through Innovation

TAIWAN SEMICONDUCTOR MANUFACTURING COMPANY

#1 Integrated Circuit foundry in the world updated popular customer portal with Sun Java Enterprise Systems.

O2 (GERMANY)

High-performance, massively scalable Sun infrastructure supports large Oracle data warehouse application used to track and manage business growth.

HEWITT ASSOCIATES (U.S.)

Sun Java™ Enterprise System serving 19,000 employees in 35 countries at global human resources outsourcing and consulting firm.

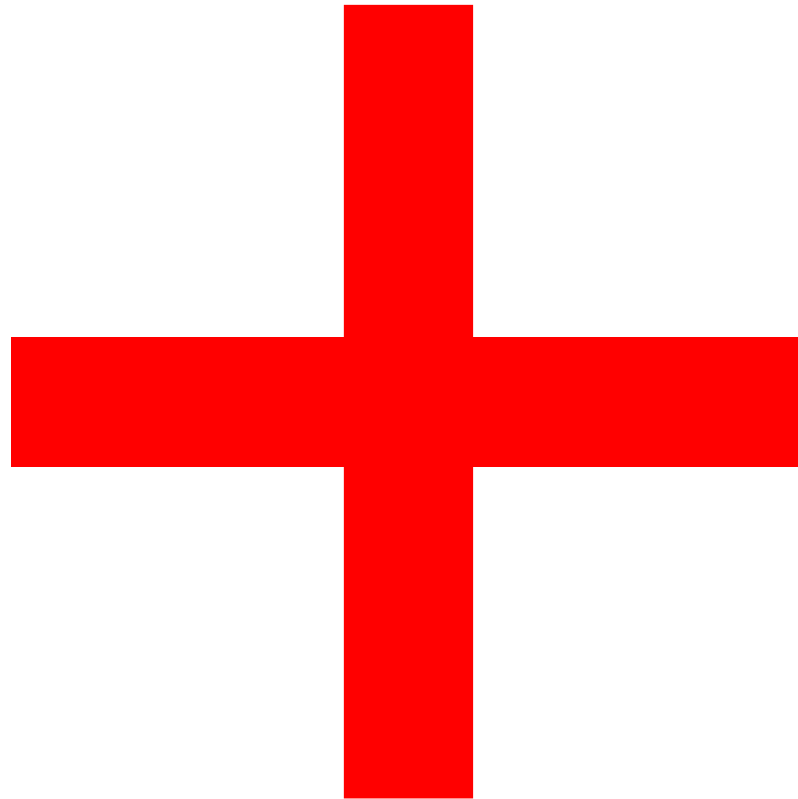
SFR (FRANCE)

Vodafone subsidiary and #2 mobile operator in France with 15 million customers choose the Sun Java Enterprise System to deploy its access management global project.

NOTTINGHAM UNIVERSITY (UK)

Centralized Sun SPARC® and x86-based grid powers eScience across Europe as well as furthers commercial relationships with Rolls Royce, Jaguar and Boots.

2. What Do You See?



3. Old Six Sigma at Sun



Focus The Business On Sigma?



4. New Six Sigma at Sun



Focus Sigma On The Business!

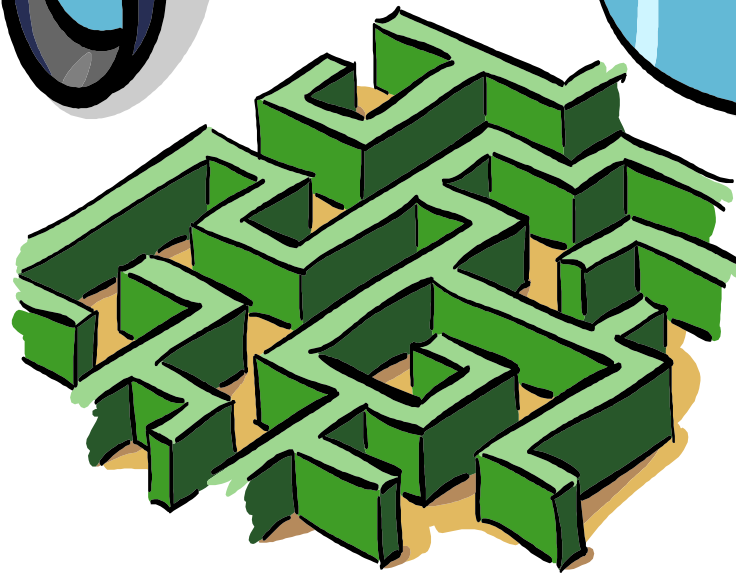


The Sun Sigma Culture Change

Mindset



Toolset



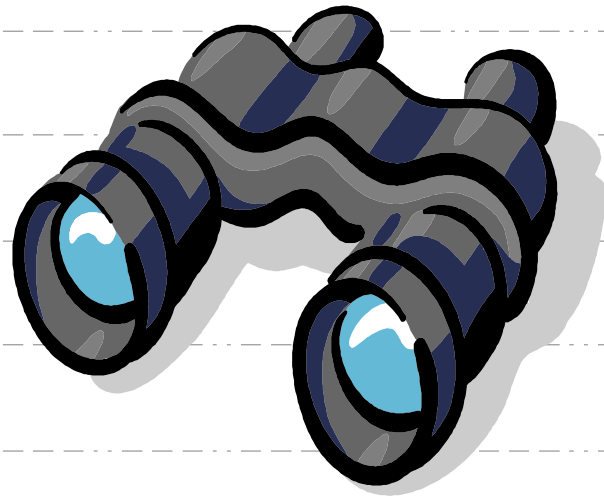
Skillset

Sun Sigma Mindset

Focussing On The Business & The Customer With Data

From

- Sigma goals
- Champions
- Problems
- Stats
-



To

- Business goals
- Customers
- Opportunities
- Data
- ...

Sun Sigma Toolset

The Right Tools For The Right Problem

From

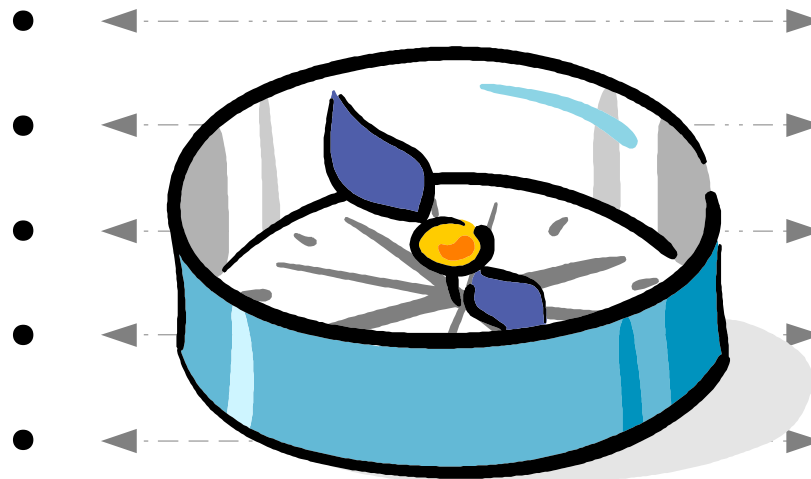
Projects

“5 Months”

DMAIC

Paperwork

...



To

• Engagements

• “5 Steps”

• D/M/A/I/C

• Progress

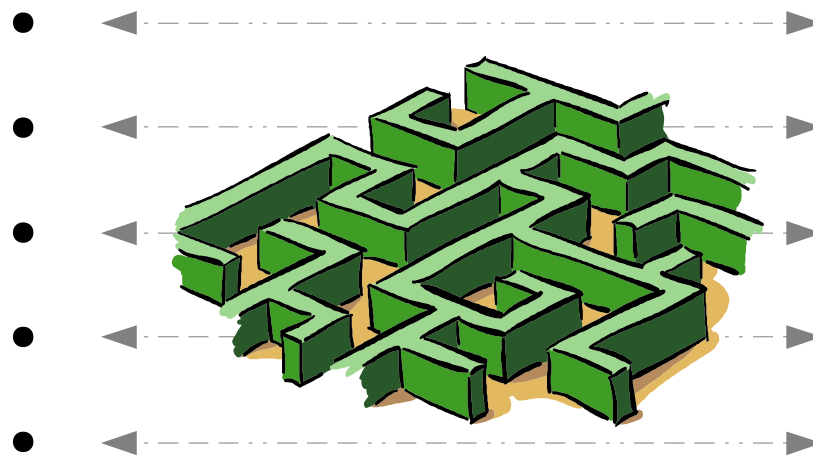
• ...

Sun Sigma Skillset

Applied In Everyday Business Situations

From

- BB's only
- Job codes
- Stats only
- Books
- ...



To

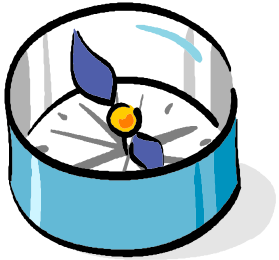
- Anyone
- Curriculum
- Stats too
- Business
- ...

5. A Finance Example

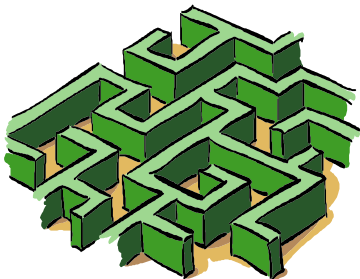
Mindset



Toolset



Skillset



“Speed Cash Conversion Cycle”

- Key stakeholders
- Key processes (cross-functional)
- Key metrics & drivers
- Built into management system
- VOC/benchmarking/scorecarding
- Hypotheses tested/fixes implemented
- Business/Sigma mix
- Facilitation
- Process management

6. Close

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Thank You

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Visit Sun Microsystems at sun.com

