



Dean Gilliam

Position: **Principal, US Business Development & Operations**
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Overview

Accomplished and multi-dimensional executive coach and consultant with demonstrated performance in creating and deploying lean enterprises in small and large manufacturing organizations. Author of, "The Quantum Leap, Next Generation", the definitive work on demand driven flow manufacturing.

Dean's past experience in taking two manufacturing companies public and as the Chairman of JCIT, International, Inc., a global operations focused consultancy, provides Project7 with a mature and balanced focus to improving business entities in a scientific manner.

Technical Capabilities

Executive Management and Mentoring

Dean has spent significant time working with executives at all levels to help them "see" their business operations through an unbiased filter and in real time. Helping executive managers through the challenges of translating varying types and quality of data to a single view of "what do I need to do now?" is a complex effort that requires experience.

Notwithstanding the rigors of the business environment there are many, very necessary, process methodologies required to improve business operations to achieve substantive results. Improvement methodologies such as Change Leadership, Demand Driven Operations, Sales and Operations Planning, Voice of the Customer, Strategy Deployment, Talent Management, Dynamic Metrics and Lean Enterprise toolsets are but a sampling of the approaches to improvement.

Lean Enterprise Design Expert

Having architected many of these systems Dean brings a very high level of practical experience of how to present, apply and sustain the many tools of a lean enterprise across all disciplines of the business. From sales to product development to supply chain to operations to finance to culture to the executive(s) who must sustain the environment there exists a powerful need to understand how to "dose" the patient to achieve realistic and sustainable results.

Science Focused Diagnostic

Setting the intensity and timing of improvement actions requires a clear and unbiased view of the business. Scientific diagnostics is an approach Dean has developed over the years and combined with Project7's current fingerprint analyses we can paint a transparent view of the business that allows for applying the right tools, in the right quantity at the right time.



Experience

Executive Coach | Bombardier Aerospace

2009 - Present

Executive Consultant | Hawker Beechcraft Corporation

2007 - 2008

Chairman | JCIT International, Inc.

1998 - 2007

Chief Executive Officer | Loronix Information Systems, Inc.

1992 - 1997

Chief Financial Officer | DH Technology, Inc

1981 - 1992

Clients

- Bombardier Aerospace
- Hawker Beechcraft Corporation
- Kaiser Aluminum
- Astra Zeneca
- Playmobil
- Northrop Grumman
- Mentor Corporation
- Dentsply Corporation
- ABB
- Schering Plough
- Wyeth Pharmaceuticals
- Abbott Labs
- Thomson
- John Deere
- Boeing
- Kohler
- Spirax Sarco
- Zeiss
- Southco



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To find out what Project 7 can do for you, contact:
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