

M. Daniel Sloan

Operational Excellence, Lean and Six Sigma Expert

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Profile: \$15,000,000 in bottom-line results as a C-level consultant. I have led manufacturing, health care system, hospital and operational breakthrough teams. As an executive I have developed complex service lines, mentored managers and coached line staff. I continuously improve the quality of business decisions using analytic tools.

I solve problems. I perform well in ambiguous situations. Strong computing skills complement proven communication skills. Repeated international keynote speaking engagements, peer-reviewed articles and published books confirm my expertise.

Leadership, Management and Consulting Experience

September 2007- Current: President, Sloan Consulting. <http://danielsloan.com/> My Lean, Six Sigma and Operational Excellence consulting firm emphasizes tools that work. Business intelligence, data mining, Kaizen workouts, designed experiments, automation, capability (Cpk) initiatives, statistical process control (SPC), analysis of variance (ANOVA) comparisons, financial and value stream models are strengths.

- My product development and research efforts currently focus on breakthrough projects, automation technologies, strategic coaching, entrepreneurial ventures and investment.
- I target industries and governmental agencies. Balanced Scorecards and reporting systems help my clients improve productivity while using fewer resources.

July, 2006- September, 2007: Director of Marketing for Kindred Hospital, Seattle, WA. Prior to my employment, I was engaged by Kindred as a management consultant. I helped them reduce operating costs by \$275,000 during a six month series of projects. Kindred invited me to help them expand their marketing system as a full time employee.

- \$16 MM Long Term Acute Care annual budget. My sales team broke admission records. I designed, developed, deployed and administered their first Customer Relationship Management Database System (RDMS).
- I data mined and analyzed Washington State's 3,020,520 hospital discharge records in its Comprehensive Hospital Abstract Reporting System (CHARS).
- I uncovered counter-intuitive reimbursement interactions that improved cash flow.
- Working with our medical staff pulmonologist, I helped the care teams virtually eliminate ventilator associated pneumonias for medically complex patients.
- Having kept my commitment, I resigned with excellent references in order to resume a corporate, team-based Lean Six Sigma career.

June, 2001 – July, 2006: President, Sloan Consulting. I earned my ASQ Six Sigma Black Belt certification, #487, on October 19, 2002. In collaboration with my partners, we delivered Six Sigma Black Belt certification services to manufacturing companies. My consulting achievements during that time included:

- \$1,000,000+ extrusion productivity breakthrough for Mikron, Kent, WA.
- \$50,000 Six Sigma savings for Medtronic's carousel supply system.
- \$85,000 savings coaching Primus teams in a scrap reduction project.
- \$74,742 Six Sigma savings, Aero-Plastics set-up time and job rework prevention using designed experiments projects.
- Keynote Speaker on Six Sigma, El Premio Nacional de Calidad, 16th International Congress of Total Quality, Mexico City, Mexico, November 9, 2004.
- Keynote Speaker on Six Sigma and Evidence-Based Decisions. National Foundation for Quality Prize Congress, San Paulo, Brazil, November 22, 2004.
- The book I co-authored *Profit Signals – How Evidence Based Decisions Power Six Sigma Breakthroughs*, was translated into Portuguese during 2004.

January, 2000 – June, 2001: Senior Vice President, Applied Business Science, MedCath, Incorporated, Charlotte, North Carolina. MedCath was a Sloan Consulting client immediately prior to my employment. MedCath is a Heart Hospital company with facilities in 8 states.

I was responsible for rolling out MedCath's Six Sigma program in conjunction with their NASDAQ offering. I reported to the CEO. I logged more than 200,000 air miles commuting to hospitals in North Carolina, Arkansas, South Dakota, Texas, Arizona, New Mexico, Ohio and California.

- \$5,000,000 is the consensus estimate of savings. We shortened patient lengths of stay and standardized formularies.
- I taught a Six Sigma Green Belt/Black Belt course for health care in 8 states.
- I mentored and coached corporate executives on Six Sigma and Lean principles.
- I advised the corporation on statistical software applications.

June, 1990 – January, 2000: President, Sloan Consulting. The productivity improvement firm I founded delivered Total Quality Improvement, Lean, and Six Sigma Black Belt services for health care, information technology and manufacturing clients. In reverse chronological order, achievements include but are not limited to the following:

- \$550,000 cost savings by eliminating defects for Honda Carpet blanks. Freudenberg Non-Woven Fabrics, North Carolina.
- \$817,945 cost savings, Central Washington Hospital, Wenatchee. WA. First year breakdown showed savings in financial services, patient care, guest services, diagnostic and therapeutic services, and administration. I introduced the use of relational data bases, data base mining, and real-time statistical/ financial analysis to achieve goals.

- \$3,500,000 reduction in net operating expenses out of Northwest Hospital's \$100 million dollar budget in 12 months time. Projects covered the entire spectrum of services in this complex Seattle, WA system: financial reporting, inventory control, marketing, sales, database design, data mining and clinical care.
- I published four books through Quality Press and McGraw-Hill.
- American Marketing Association recommended speaker for 8 years.
- Delivered Operational Excellence, Six Sigma and Lean speeches and workshops in over 40 of the United States, Australia, Brazil, Uruguay, and Mexico.

Education and Citizenship Synopsis

BA degree in Psychology awarded by Baldwin-Wallace College.

- Proficient with Microsoft Office applications.
- Proficient with JMP. Familiar with Minitab 14 statistical software.
- Proficient with Oracle's *Crystal Ball* financial modeling software.
- Expert with Visio-based electronic Value Stream Mapping (eVSM) application.
- Microsoft Certified Technology Specialist SQL Server 2005 (MCTS) Implementation and Administration.
- Proficient with Acrobat 8.0 and Presenter and other Adobe applications.
- Proficient with Camtasia Studio.

I am a Senior Member of the American Society for Quality (ASQ). I am a former volunteer fund-raiser with the YMCA, the Seattle public schools, the Seattle Aquarium and I am a former United Way Loaned Executive.