LEAN CERTIFICATION
INTERNATIONAL RESELLER APPLICATION

Purpose

Certification resellers are organizations dedicated to providing knowledge, training, certification, and workforce development throughout the world.

What is an International Reseller?

Resellers MAY provide access to a variety of SME programs including membership, training, certification, and technical publications. Resellers may establish study missions to bring practitioners from around the world to programs sponsored by SME either in the US or Canada.

Training and Connectivity

It is expected that resellers will offer training on various manufacturing, administration, and service topics. Training offerings should be based on the workforce development needs of the local region with the desired outcome of certification.

The types of training and educational offerings that may be offered include public programs or on-site training within a company, customized to a company's specific needs.

How is the performance of reseller measured?

- Performance is measured by reach (how many companies/candidates consume certification)
- Breadth and depth of offerings (how much content and how many events are held in support of certification)
- Compliance with guidelines including:
  - Roles and responsibilities
  - Performance to submitted plan
  - Legal obligations as identified in the contract

How is SME's performance in support of the reseller measured?

- Accessibility
- Collaboration
- Communication
- Coordination
- Resource availability

All information provided in this application shall remain confidential. You will be notified within 60 days from receiving your application of its status. SME reserves the right to deny any application for any reason.

CLEAR FORM

Date of Application: _____

SECTION 1: Organization Information

Company Name: _____

Address: _____

City/State/Province: _____

Postal Code/Country: _____

MAILING ADDRESS *(if different than above)*

Address: _____

City/State/Province: _____

Postal Code/Country: _____

Contact Name: _____

Title: _____

Phone: _____ Fax: _____

Email: _____

Website URL: _____

In which country(ies) is your organization headquartered? _____

_____

SECTION 2: Organization Background

Which BEST describes your organization? *(select up to three answers)*

- ☐ Manufacturing and engineering training provider
- ☐ Lean training/consulting provider
- ☐ College/institute/school/university
- ☐ Non-profit *(specify)*

_____

- ☐ SME chapter
- ☐ Corporate training provider
- ☐ Government agency
- ☐ Other *(specify)*

_____

What types of training formats do you provide? *(select all that apply)*

- ☐ Classroom lecture
- ☐ Hands on training
- ☐ Web-based real-time instruction
- ☐ Web-based on-demand training (asynchronous instruction)
- ☐ Blended learning (classroom and distance/web-based learning)
- ☐ Video conference
- ☐ Interactive CD-ROM
- ☐ Teleconference
- ☐ Video/DVD
- ☐ Books
- ☐ Technical papers
- ☐ Other _____

What types of companies do you work with in your region? *(please include a sample list of companies with your application and describe your extent of involvement)*

In 250 words or less, please describe your organization and the services you provide:

SECTION 3: Supporting Documentation

Please provide the following documentation with this application to become a certification reseller.

A3 PDCA Plan

Using a Plan-Do-Check-Act/Adjust format, please provide a plan using the A3 form for introducing, marketing, supporting, etc., certification within your local region at a summary level (executive summary). Please include supporting documentation for the following with or within your A3/application:

- Mission statement
- Organization governance and leadership (organization chart and biographies of top executives)
- Articles of incorporation and/or business charter
- Number of years of business
- Organization budget and finance that includes Financial statements for previous three years
- Business and marketing plan for Lean Certification introduction and growth:
  - Sales budget/plan for certification sales for next three years. Include anticipated revenues, marketing, and administrative expenses
  - Indicate rationale/supporting evidence for budget/plan
  - Preliminary tactical marketing plan for program promotion
  - Preliminary plan for supporting materials and training you plan to offer in support of the certification program

Number of participants you anticipate in certification programs for the next five years:

Year 1 Participants _____

Year 2 Participants _____

Year 3 Participants _____

Year 4 Participants _____

Year 5 Participants _____

SECTION 4: Organization Areas of Expertise

Please indicate the languages in which your organization is currently delivering and/or may have expertise in translating training programs or products based on the standards established by the American Translators Association:

LANGUAGE	DELIVERING TRAINING	TRANSLATING OTHER PRODUCTS
English	☐	☐
Arabic	☐	☐
Brazilian Portuguese	☐	☐
Cantonese	☐	☐
French	☐	☐
German	☐	☐
Hindi	☐	☐
Italian	☐	☐
Japanese	☐	☐
Korean	☐	☐
Mandarin Chinese	☐	☐
North American Spanish	☐	☐
Other Spanish	☐	☐
Polish	☐	☐
Russian	☐	☐
Other (specify) _____	☐	☐

Please indicate the markets where you are currently delivering training programs and products:

USA	☐	India	☐	Russia	☐
Australia	☐	Italy	☐	Spain	☐
Brazil	☐	Japan	☐	Taiwan	☐
Canada	☐	Korea	☐	Turkey	☐
Central America*	☐	Mexico	☐	Other Europe*	☐
China	☐	Middle East*	☐	Other Asia*	☐
France	☐	Netherlands	☐	Other South America*	☐
Germany	☐	Poland	☐	Other Africa*	☐

***Specify countries checked above:**

Which of the following industries does your organization serve? *(select all that apply)*

- ☐ Aerospace
- ☐ Automotive
- ☐ Chemical process
- ☐ Communication
- ☐ Electronics and electrical component manufacturing
- ☐ Consulting
- ☐ Defense
- ☐ Education: college/university
- ☐ Education: K-12
- ☐ Environmental services
- ☐ Heavy equipment/machinery
- ☐ Financial services
- ☐ Forming and fabricating
- ☐ Global/international business operations
- ☐ Government
- ☐ Industrial/commercial machinery
- ☐ Medical device manufacturing
- ☐ Motorsports/racing
- ☐ Non-profit
- ☐ Oil and gas
- ☐ Pharmaceutical
- ☐ Software
- ☐ Transportation equipment
- ☐ TV/Film Production
- ☐ Other manufacturing *(specify)* _____

SECTION 5: Organization Training Capabilities

Indicate the areas/courses in which your organization has expertise AND resources to provide training and education.

- ☐ Advanced product quality planning (APQP)
- ☐ Applied and engineering sciences
- ☐ Assembly
- ☐ Automated systems and controls
- ☐ Capability analysis (process, equipment, etc.)
- ☐ CMMS
- ☐ Coil slitting
- ☐ Composites: introduction and fundamentals
- ☐ Composites: joining and bonding
- ☐ Composites: repair of advanced composite structures
- ☐ Composites: tooling for composites
- ☐ Computer numerical control (CNC) fundamentals
- ☐ Concurrent engineering
- ☐ Customer and field service
- ☐ Customer focus (research, test, satisfaction)
- ☐ Design of experiments (DOE)
- ☐ Electrical/electronics manufacturing
- ☐ Equipment/tool design and development
- ☐ Factor analysis (DOE, correlation, etc.)
- ☐ Failure mode and effects analysis (FMEA)
- ☐ Forming and fabricating
- ☐ Fundamentals of industrial engineering
- ☐ Fundamentals of manufacturing
- ☐ Geometric dimensioning and tolerancing (GD&T)
- ☐ Global supply chain management
- ☐ High speed, high power machining
- ☐ Innovation and creativity (idea generation and acceptance)
- ☐ Inspection, test, validation
- ☐ Joining and welding
- ☐ Laser cutting
- ☐ Manufacturing, engineering, engineering management
- ☐ Manufacturing management
- ☐ Manufacturing processes applications and operation
- ☐ Material properties and applications
- ☐ Material removal

- ☐ Measurement, inspection, and gaging
- ☐ Metallurgy
- ☐ Metalworking fluids
- ☐ Metrology
- ☐ Metrology
- ☐ Modern grinding technology
- ☐ Negotiating and conflict management (persuasion, conflict resolution)
- ☐ Precision machine design
- ☐ Product and process design and development
- ☐ Production system design and development (e.g. plant layout, process planning, capacity planning, environmental protection, etc.)
- ☐ Project management
- ☐ Quality management systems
- ☐ Quality systems and standards (QS/ISO/etc.)
- ☐ Rapid and accurate cost estimating and quoting
- ☐ Rapid prototyping
- ☐ Stamping and dies
- ☐ Statistical control methods (sampling, charting, etc.)
- ☐ Strategic planning
- ☐ Tolerance stack-up analysis
- ☐ Other manufacturing topics *(specify)*

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Lean-Related

- ☐ Continuous process improvement, Kaizen
- ☐ Design for X/lifecycle (manufacture, automation, assembly, recycling, etc.)
- ☐ Environmental and Safety Systems
- ☐ Ergonomics/workplace analysis
- ☐ Error proofing (poke-yoke)
- ☐ Ethics and social responsibility
- ☐ Five S
- ☐ Hoshin planning and deployment
- ☐ Lean in manufacturing
- ☐ Lean in service industries
- ☐ Lean leadership
- ☐ Lean metrics
- ☐ Lean product development
- ☐ Lean within administration/support operations
- ☐ Lean within supply chain
- ☐ Load leveling (Heijunka)
- ☐ Mistake proofing (poka-yoke)
- ☐ Planning manufacturing cells
- ☐ Problem solving methods and tools
- ☐ Product lifecycle management/lifecycle engineering
- ☐ Pull systems (Kanban System)
- ☐ Quality at the source
- ☐ Quality function deployment (QFD)
- ☐ Quick change (setup time reduction)
- ☐ Quick changeover/setup reduction
- ☐ Root cause analysis
- ☐ Six Sigma
- ☐ Standard work
- ☐ Statistical process control (SPC)
- ☐ Sustainability (lean to green)
- ☐ Top management briefings: continuous improvement
- ☐ Total productive/preventative maintenance (TPM)
- ☐ Value analysis/value engineering
- ☐ Value stream mapping
- ☐ Visual workplace
- ☐ Waste concepts and identification
- ☐ Other lean topics *(specify)*

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SECTION 6: Other Affiliations

Indicate other organizations for which you are a service provider or reseller (e.g. other non-profits, trade associations, professional societies, etc.) AND indicate the services you provide and/or products you resell.

I certify the veracity of all statements and other information contained within or in conjunction with this application as the prospective principal reseller contact for my organization.

_____

Signature

Full Name: _____

Title: _____

Date: _____

SUBMIT FORM