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## William “Wes” Waldo

### COO and President, Americas

As BMGI’s COO and President, Americas, Wes leverages more than 16 years of quality, operations management, and performance excellence experience to continually improve BMGI’s sales, marketing, and internal processes. Prior to this, Wes spent many years as a Lean master consultant, Lean product manager, and nearly two years as practice leader for BMGI’s manufacturing team. A respected authority in his field, Wes is the co-author of *A Team Leader’s Guide to Kaizen Events*, and contributed to *The Complete Idiot’s Guide to Lean Six Sigma* (Penguin) and *The Innovator’s Toolkit: 50+ Techniques for Predictable and Sustainable Organic Growth* (John Wiley and Sons).

Wes enjoys working with a wide variety of organizations from healthcare providers to high-end technology manufacturers - especially developing their strategic plans and breaking them down into actionable objectives, projects and associated improvement methodologies, at the local level. He spends much of his time in regard coaching senior leaders on how to align their teams for ultimate success.

Since coming to BMGI, Wes has spent 4 years working in healthcare and other transactional industries, and has helped several organizations reduce process lead-times which led to increased productivity, quality, and time to market improvements. His performance improvement efforts helped to create more effective lab layout designs, process management systems, and staff training plans.

#### Highlights:

Over 16 years of management experience.

Leading performance excellence expert and published author.

Dynamic, highly-respected leader.

Lean and Hoshin Planning expertise.

#### Background:

Prior to BMGI, Wes held various quality, engineering and operations management roles at Ralston Purina, Gillette and Danaher. As a business unit manager, and an expert in Shinjigitsu Kaizen and Hoshin policy deployment techniques, many times, Wes improved productivity by 20 percent or more in just a few months while still maintaining high quality and safety standards.

As a Lean deployment manager, Wes led and facilitated monthly Kaizen events run by as many as five teams working in parallel, and he coached hundreds of managers and front-line leaders on change management techniques and improvement methodologies.

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Numbering nearly 200 in total, the Kaizen events Wes oversaw yielded millions of dollars of in cost reductions.

Wes is also a sought-after speaker, having presented on Lean, [Hoshin](#) <sup>[1]</sup> and innovation topics for numerous organizations, including the Association for Manufacturing Excellence, Industry Week, APICS and WCBF. Wes also speaks at numerous company-specific summits and meetings each year.

**Education / Certifications:**

Wes graduated from Appalachian State University with a B.S. in Chemistry. He became a certified Lean master at the Ohio State Fisher College of Business. He is also an ASQ certified quality engineer, a certified ISO 9002 internal auditor and a certified Kepner-Tregoe process facilitator and coach. Most recently, Wes has been certified by Dr. Michael Kirton to administer the Kirton Adaption-Innovation Inventory - the cornerstone of any organization's ability to infuse innovation into its DNA.

**Industry Experience:**

- Abbott Laboratories
- AnMed Health
- Blue Cross Blue Shield
- Calgary Laboratory Services
- Danaher
- Florida Power and Light
- Genuine Parts
- Gillette
- Graphic Packaging
- Hitachi Global Storage Technologies
- John Deere
- Lexmark
- Life Labs
- MDS, Inc.
- Pfizer
- Praxair
- Ralston Purina
- Siemens

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**Links:**

[1] <http://www.bmgi.com/problem-solving/strategy/hoshin-planning>