

Press Release



Six Sigma Consultants, inc

The Measurement of Success

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TARGET AND VERIZON TAKE SIX SIGMA FOR A "TEST DRIVE"

Phoenix, Arizona, February 25, 2002 -- Six Sigma Consultants, Inc. announced the launch of a new product today- Six Sigma Test Drive SM -- designed to help organizations focus on process improvement, reduce variation, increase customer satisfaction and add dollars to the bottom line. Target and Verizon are the first customers to "Test" the Six Sigma methodology that has taken the business world by storm.

Six Sigma Test Drive was created especially for the skeptics of Six Sigma's success. Test Drive is a try-it-before-you-buy-it program that allows companies to explore, risk-free, the benefits of a Six Sigma initiative within their organization. Test Drive provides the real-world experience, proven strategies and expert techniques required to successfully implement a Six Sigma program, without an initial long-term commitment. Six Sigma Consultants guarantees a minimum return of \$250,000 for one Six Sigma Test Drive project. Six Sigma Consultants expects Target and Verizon to return well over \$1,000,000 for their chosen projects. Companies implementing a Six Sigma Test Drive pay no start up fees, only consultant travel expenses. Once the Test Drive is complete, and the savings are confirmed by the company's controller, a fee ranging from \$12,000 to a maximum of \$75,000 is charged (depending on the number of days it takes to complete the project).

Through Test Drive, a Six Sigma Consultant's Master Black Belt will partner with an organization's chosen employee to identify customer service or quality problems and use Six Sigma tools to eliminate those problems and measure their associated cost savings.

"Once your company experiences first-hand the extraordinary financial benefits that the Six Sigma method provides, we guarantee you will want to continue realizing those benefits," said Brue. "Your controller, not ours, will calculate the savings, and - verified by your own resources and added straight to your bottom line - you will identify revenue you never knew you had. Companies have nothing to lose and everything to gain!"

The program provides a Master Black Belt to customers for up to 25 days (any days beyond the 25 are provided at no additional charge by Six Sigma Consultants until the project is completed) during the projected one-to-three months required for a Six Sigma Test Drive. At the project's conclusion, the customer decides whether to continue with its Six Sigma initiative, either by experiencing another Test Drive or through a full deployment.

About Six Sigma - The Six Sigma methodology seeks to eliminate waste in all business processes, transforming it into investment currency for growth. It is a statistical measurement that reflects process capability, perfectly correlated to characteristics that include defects per unit, parts per million defective, and the probability of failure or error. Six Sigma asserts there is a measurable and direct relationship between product defects and customer dissatisfaction. It uncovers the true value by implementing a data-driven process that focuses on bottom-line results. Eliminating defects eliminates dissatisfaction, which increases product and service excellence. To operate at Six Sigma is to operate in an almost defect-free environment, or at approximately 3.4 defects per million.

About Six Sigma Consultants and Greg Brue

One of the original companies to establish the Six Sigma brand, Six Sigma Consultants Inc. has implemented Six Sigma programs at organizations across the globe for more than seven years. Six Sigma Consultants' success is predicated on a commitment to assisting companies in reaching substantial financial results and customer satisfaction and to sustain those gains through knowledge transfer.

Greg Brue, Senior Master Black Belt and CEO of Six Sigma Consultants, Inc., was one of the original consultants to implement the first worldwide deployment at AlliedSignal in 1994. He has implemented Six Sigma for world-class organizations, including the leadership of Ford Motor Company's Senior Executive and Champion Training. Greg recently completed Six Sigma for Managers, A Briefcase Books Series, developed and produced for McGraw Hill. The book is available for pre-order on Amazon.com and will be released in April 2002. He developed The Seven Principles of Problem-Solving Technology to Achieve Significant Financial Results SM to encapsulate and communicate the vision, purpose and results of the Six Sigma methodology, which has been successfully implemented by his team in more than 1,200 business and manufacturing processes. A regular guest speaker at major business events and quality conferences, Greg also conducts Six Sigma seminars and monthly Executive Boot Camps. Under his direction, Six Sigma Consultants provides the corporate community with the Vision, Velocity and Quantum Gains required for decreasing defects while increasing profitability.

For more information about Six Sigma Consultants, visit SixSigmaCo.com.