

**QUANTUM IMPROVEMENT UMBRELLA MODEL:
AN INTEGRATED FOCUS TO REDUCE COST,
IMPROVE SALES AND BE PROFITABLE.**

by

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THE PROBLEM. This study examined the relationships between improvement options in literature available in order to introduce them into the organization, specifically for industry leaders in the United States and Mexico.

METHOD. The information collected for this study was a bibliographic and Internet documental research and author's industry experience as academic, manager and consultant.

RESULTS. This study found an intrinsic relationship among improvement options that support mutually among them as they are introduced to organizations. The relationships were:

1. A convergence was found for the improvement options over time of diffusion in the industry.
2. Improvement options were organized and categorized in:
 - a. Work Systems
 - b. Concepts
 - c. Techniques
 - d. Philosophies.
3. A sequence to introduce improvement options was integrated into the system so that it could be aligned with the organization's Product/ Service life cycle.
4. A System Thinking Computer Simulation Model was developed to illustrate the dynamic relationship observed when introducing improvement options into an organization. And a recommended sequence, named Quantum Improvement Umbrella Model, can maximize profits from market share and cost reduction.

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