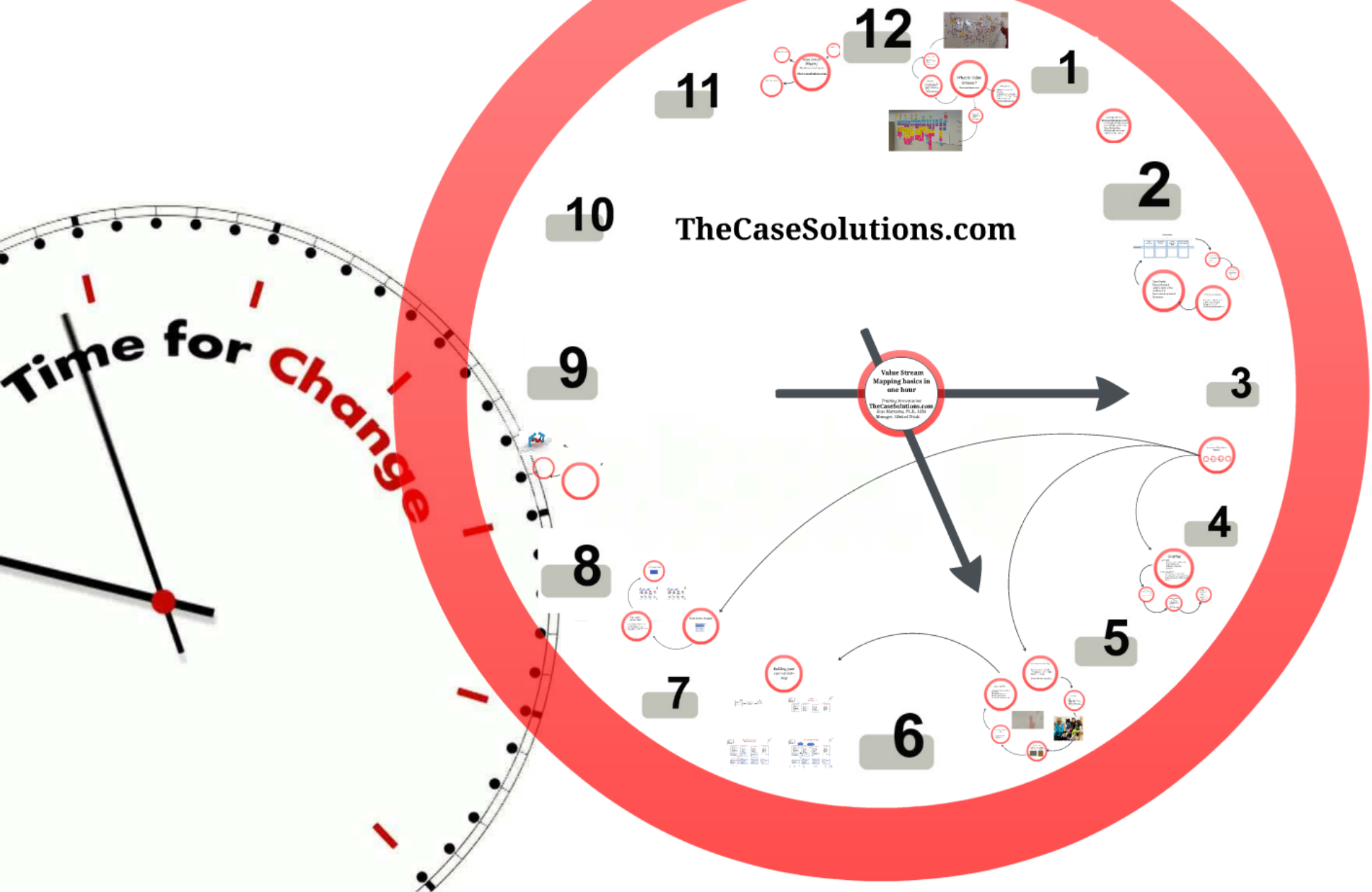


# Revenue Recognition and Multiple Deliverables: Disentangling Revenue Streams at Fluidigm





# **Value Stream Mapping basics in one hour**

*Training Presentation*

**TheCaseSolutions.com**

*Kate Marusina, Ph.D., MBA*

*Manager, Clinical Trials*



# *What is Value Stream?*

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## *Value Stream*

- A tool in the LEAN toolbox
- All the actions required to provide information, a service or a product to the customer

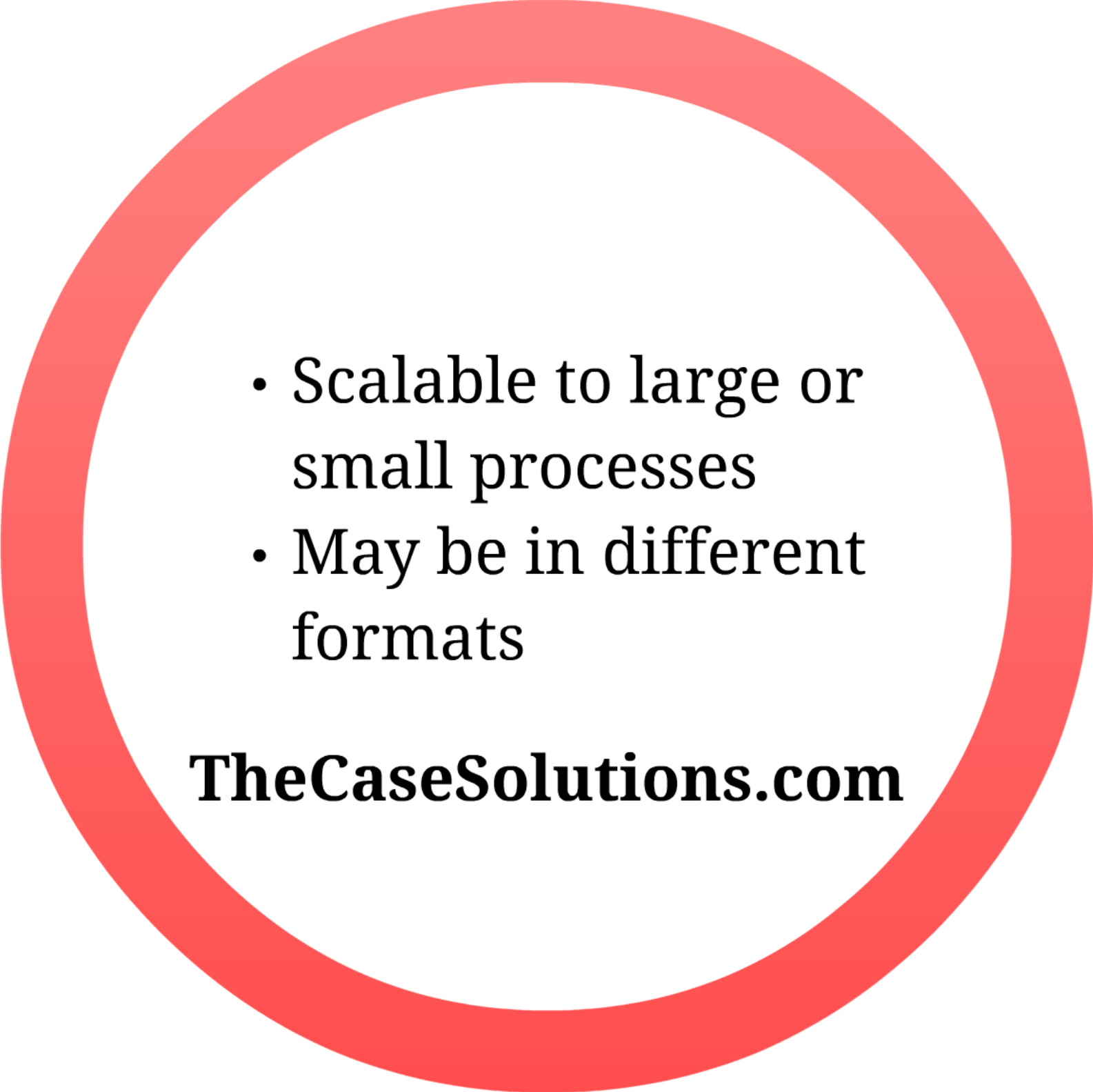
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*Value Stream Map*

Pictorial representation of  
the processes, materials and  
information flows of the  
Value Stream

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- 
- Scalable to large or small processes
  - May be in different formats

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*Primary uses:*

- Understand current process
- Identify waste and value
- Create an improved future state process map

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*Learning Objectives*

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- Philosophy of value stream
- Understand how to create  
**Value Stream Map**
- Understand how to use  
**VSM** to analyze waste





*Value Stream  
Mapping*

The Process Continued....

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