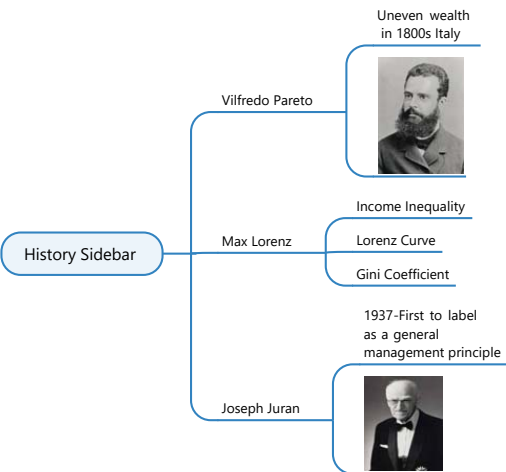
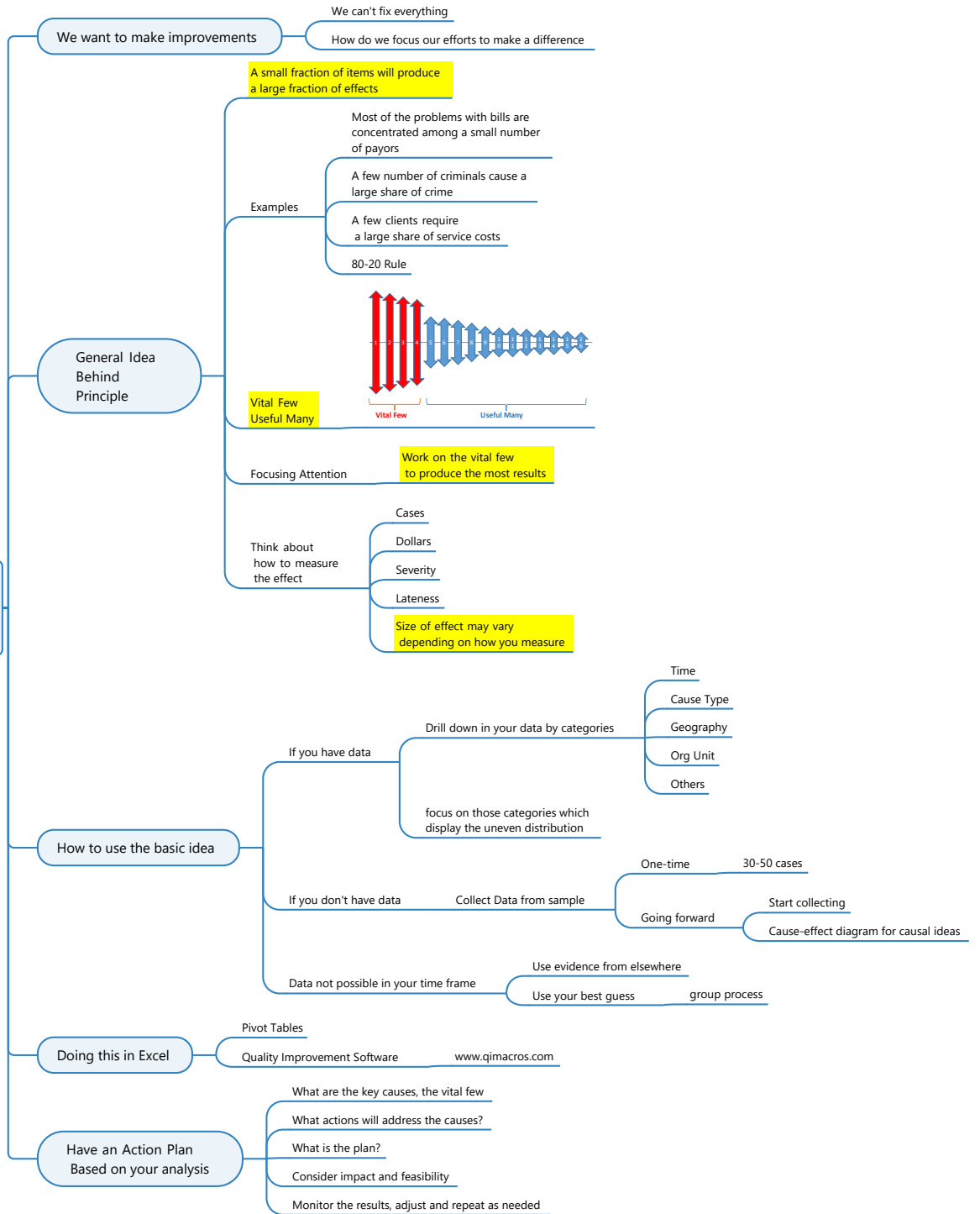


**Pareto Principle  
80-20 Rule  
Focussing Improvement**



Example of Using the Pareto Principle to focus

A year of tracking late payments

- 220 late payments
- Over 30 days
- 10 departments
- 10 payment purposes

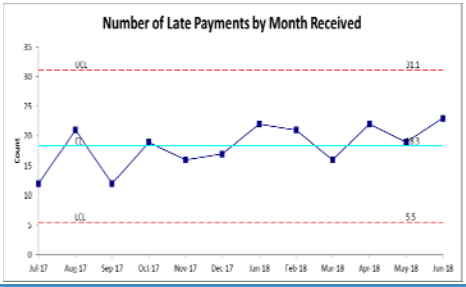
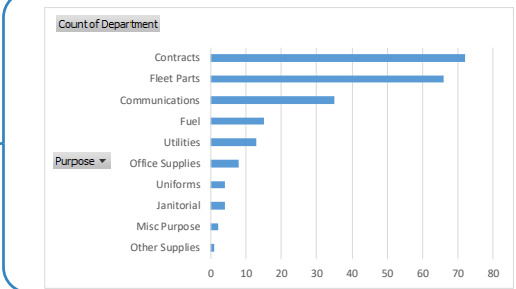
	Departments										Grand Total
	A	B	C	D	E	F	G	H	I	J	
Contracts	2	16	5	19	1	2	1	3	19	4	72
Fleet Parts	2	1	54	2	1	2		1	1	2	66
Communications	2	4	4	5	2	5	4	4	2	3	35
Fuel	1	3	1	5	2				1	2	15
Utilities	3	3	1	2		1		1	1	1	13
Office Supplies	3		2	1				1	1		8
Uniforms				1	1	1				1	4
Janitorial						3			1		4
Misc Purpose				1		1					2
Other Supplies				1							1
Grand Total	13	27	67	37	7	15	5	10	26	13	220

Simple Tables

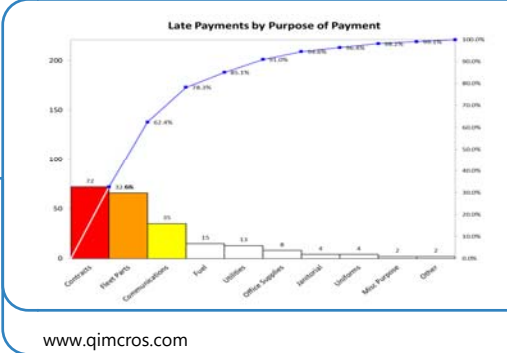
- Targeted efforts to fix the problem.**
1. Work with Dept C on Fleet Parts
  2. Work with Depts B, D, and I on Contracts
  3. Work with everyone on Communications

Row Labels	Count of Department
Contracts	72
Fleet Parts	66
Communications	35
Fuel	15
Utilities	13
Office Supplies	8
Uniforms	4
Janitorial	4
Misc Purpose	2
Other Supplies	1
Grand Total	220

Pivot Tables and Charts



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