

## Focus and Excel

Our workshops are designed to help you solve problems through a structured process. Using scientific methodologies to zero in on the critical actions and measures, we work with you to develop a path to your goals by identifying, aligning and staying focused on a clear set of cascading metrics and actions.

## Workshop Format

While we have expertise in the Strategy Deployment process, we recognize that you and your teams are the experts of your business and organization.

Working directly with your teams, our workshops are hands-on and fully interactive. We provide the guidance through our proven process of Strategy Deployment, but YOU will develop your own roadmap to success.

## Workshop Deliverables

- Overview of Strategy Deployment process
- Prioritized opportunities to meet goals
- Critical measures/actions to achieve objectives at each level
- Specific targets and ownership
- Established governance and reflection process

Companies often make the mistake of taking on too many initiatives at once, failing to align their activities to strategic goals. In the competitive environment of today, you need to ensure that day-to-day emergencies do not hinder your ability to achieve strategic objectives. Furthermore, you cannot risk losing valuable time and resources on activities that do not contribute directly to your goals.

Strategy Deployment is a structured planning process that will guide your company towards achieving its vision. It is a closed-loop process that aligns functions and activities with critical strategic goals by developing clear and aligned actions, timelines, measures, and ownership throughout the organization.

Strategy Deployment provides clear answers to the following questions:

- ➔ *Is the company's vision and strategy well understood at all levels?*
- ➔ *What is the roadmap to achieve the vision and strategies of my organization?*
- ➔ *Are resources at all levels focused on the critical priorities?*
- ➔ *How do I know if and when the strategic objectives are achieved?*
- ➔ *How do I deal with day-to-day fires while maintaining traction with strategic initiatives?*

One electronics manufacturer doubled their revenues while cutting costs by 50% over two years. Another R&D company created a focused strategic plan to reduce experiment turnaround time by 80% and improve time to market.

## Benefits

- ✓ Clear and actionable plans in place to ensure attainment of your strategy.
- ✓ Meaningful data and processes that allow you to make fact based business decisions.
- ✓ Company-wide standardization through common framework, language and process.
- ✓ Understanding of the strategic plan by all employees and their roles in attaining the goals.
- ✓ Agreement and commitment at every level.