

# Quit managing and start collaborating.

## Here's how.

### YOUR BUSINESS PRIORITIES

*It starts by understanding and aligning with your priorities and the priorities of others within your enterprise.*

*Your top-of-mind initiatives are in response to solving critical business problems.*

### TOP OF MIND BUSINESS INITIATIVES

<b>Integrated Business, IT, and HR Planning</b>	Efficient and authentic agreement among key stakeholders to organizational, operational, and infrastructure priorities
<b>Initiative Compliance</b>	Transparent design, deployment, and monitoring of strategic initiatives
<b>Leadership Development and Advancement</b>	Intelligently empower individuals to perform, coach, and proliferate the standards of performance set by leadership
<b>Executive Relationship Management</b>	Initiate and develop durable executive relationships (internally & externally) to maximize growth, profitability, and satisfaction objectives
<b>Best Practice Replication</b>	Constant review, capture, and distribution of valued and validated best practices (Purchasing/R&D/Production/Sales/Service/IT/HR)
<b>Supplier Excellence</b>	Real-time joint planning, management, and monitoring of strategic supplier relationships

### WHAT TYPES OF CRITICAL BUSINESS PROBLEMS ARE YOU TRYING TO SOLVE?\*

< 20% of strategic plans are successfully executed
> 85% of key stakeholders question their strategic planning process
< 30% of IT and HR resources can be directly linked to business results
> 95% of strategic initiatives fail to deliver to expectations (Scope, Time, Results)
> 85% of organizations lack credible leadership development programs
< 10% of leaders know how to "intentionally" coach
< 10% of a leader's time is spent leading and developing direct reports
> 90% of enterprises have shared risk/reward/responsibility programs with strategic suppliers

\* Based on Knowledge-Advantage field work

## REQUIREMENTS TO ADDRESS THE PROBLEM

*Addressing business problems begins by recognizing and addressing a number of requirements.*

### WHAT IS REQUIRED TO SOLVE YOUR PROBLEMS?

- Clear and public acknowledgement that problems exist and outside help is warranted
- Truly open mind – setting aside history, egos, personalities, and politics
- Personal experience with and recognition that popularized planning and solutioning techniques fall short
- Strong and deep desire to truly understand the problems and the changes required to fix them
- Concise implementation plan with recognized owners, concrete milestones, and clear deliverables
- Unqualified commitment from you and leadership to lead by example thru the required changes
- Complete transparency to everyone involved as the changes are occurring
- Clear reporting, recognition, and punishments based on everyone's level of participation

### WHAT UNIQUE CAPABILITIES DOES KNOWLEDGE-ADVANTAGE OFFER?

<b>Business Certification</b>	Concentrated learning program with verifiable outcomes and standardized tests
<b>Decision Standards</b>	Only set of commercially available collaborative methods and tools approved and used by organizations internally and with suppliers
<b>Content Architecture</b>	Practical and simple approach to create "consumable" aids to facilitate collaboration
<b>Player Coach</b>	Complete participation in all internal and customer-facing activities
<b>Prescriptive Transparency</b>	Dynamic assessments and recommendations based on real-time monitoring of activities and measuring of business outcomes
<b>Performance Warranty</b>	Improved business results or your money back

## CRITERIA FOR MEASURING SUCCESS

*Containing and avoiding costs, making operational improvements, and contributing to organizational results determines success.*

### OUR CRITERIA FOR MEASURING SUCCESS

<b>Cost Containment/Avoidance</b>	↑ Stakeholder confidence of strategic planning processes by > 40% <i>(Decision Standards, Content Architecture)</i>
	↓ Use of scarce resources by > 20% <i>(Content Architecture, Player Coach, Prescriptive Transparency)</i>
	↑ Success rate of strategic initiatives (Scope, Time, Resources) by > 15% <i>(Decision Standards, Player Coach)</i>
	↑ Recognition of HR/IT contributions to business results by > 25% <i>(Business Certification, Decisions Standards)</i>
	↓ Attrition of future leaders by > 30% <i>(Business Certification, Decision Standards)</i>
<b>Operational Improvements</b>	↑ Executive participation by > 50% <i>(Decision Standards, Content Architecture)</i>
	↓ Cross-functional communication gaps by > 40% <i>(Decision Standards, Content Architecture)</i>
	↑ Cross-functional effectiveness by > 20% <i>(Player Coach, Prescriptive Transparency)</i>
	↑ End-User satisfaction by > 25% <i>(Decision Standards, Player Coach)</i>
	↑ Supplier performance by > 15% <i>(Decision Standards, Content Architecture)</i>
<b>Organizational Results</b>	↑ Revenue growth by 2-5%
	↓ SG&A expenses by > 3-5%
	↑ Cash flow by > 2-4%