



Strategy Execution Specialists

Getting Great Execution of What Matters Most to You: Our Products and Services

How Well-Aligned is My Organization For Strategy Execution?

SAMI™

The Strategic Alignment Measurement Index is a web-based diagnostic survey tool that measures the degree to which individuals, teams and functions within your organization are aligned to your strategic direction and to the roles that each must play in execution.

SAMI™ measures clarity, alignment and commitment as it is seen through the eyes of your employees and pinpoints areas of strength and weakness within the organization that can then be addressed through implementation of FOCUS alignment processes.

How Well Do We Execute?

STRATEGY EXECUTION ROUND TABLE

Imagine spending a couple of hours of 'quality time' with your top team around your table, having a candid, frank, focused and conclusive conversation about the barriers to great execution that exist in your organization. The output is an action plan to close the gaps.





Strategy Execution Specialists

What Should I Do To Get My Business Strategy and My Organization Optimally Aligned to Deliver Great Execution of What Matters Most?

Strategic Planning

“If you don't know where you are going, you might wind up someplace else.”

- oft-quoted former Yankees catcher Yogi Berra

Whether it is your first formal strategic plan or a refresh, our strategic planning process, custom-designed to suit the needs of your organization based on a battle tried and proven method. It takes you and your leadership team through a series of four stages of discussion, decision-making and planning:

Where are we now?

Where do we want to be in the future?

How will we get there?

What needs to be done, and by whom?

At its conclusion, you will have a concise and easily-communicated plan with specific outcomes and clear accountability for taking action. You will know where you are going and be able to track your progress toward that destination.

Value Based Planning

VBP is designed for startups and small businesses. It guides the leadership team through an analysis of its value proposition and the capabilities required to deliver it to their customers. It also includes a check list of fundamental business capabilities as a way of covering all of the critical businesses processes for short term and long term success. Key gaps are identified along with specific, gap-closing action plans.



Strategy Execution Specialists

What Do I Need To Do to Get Execution Excellence?

75% of businesses claim they are not good at implementation and it is getting worse over the last 6 years despite the major investments in systems, technologies, training and culture change. Harvard Business Review, March, 2015 and June, 2008

SAM™

The Strategic Alignment Meeting, SAM™ is our proven antidote to the # 1 cause, based on independent research, for execution failure.....unclear actions and decision making authority for your team members. The Strategic Alignment Meeting brings together the teams of people in your organization who need to implement and drive home your business strategy. The SAM™ delivers clarity, alignment and commitment to the overall business strategy and to the roles that each team and individual must play in making that strategy come alive.

Getting Aligned is Great, But Not Enough – How Do I Keep Everyone Aligned and Respond to Changes in My Business Environment?

The shelf life of a plan, any plan, is inversely proportional to its complexity, FOCUS Management

CpM™

The Check Point Meeting, CpM™, provides teams a formal, data-driven process for reviewing progress toward critical business objectives. By discussing and analyzing roadblocks, reviewing the external and internal business landscapes for changes and establishing clear and concise go-forward action plans. The CpM™ is your way to ensure that “what gets measured, gets done”.



Strategy Execution Specialists

ITM™

Only 9% of managers say that they can rely on colleagues in other functions and units all of the time; 50% say most of the time, HBR, March 2015

The Inter Team Meeting is designed to improve the reliability of cross functional commitments. Interdependencies are clarified and aligned along with priorities. Blockages, concrete and perceptual, are identified along with solutions and action plans. Co-commitments are made along with a pre-scheduled follow up meeting.

HounDog™

Keeping up with all of the commitments made by individuals in your organization, regardless of its size, can be a daunting task. HounDog™ offers a web-based storehouse that provides convenient, controlled access to critical information about the performance of teams and individuals. No more paper. No more wondering, “do I have the most current information?” And as the leader, you have a view into the performance of every individual in your organization. No surprises.

Project Management Are you worried that your organization won't deliver that important project? You are not alone. Many organizations do not have the experience to ensure critical projects are monitored to ensure that flags are raised in time to fix the problem before it hurts. We can bring that experience to your project, to help your team deliver.