WHAT IS IT? A proven framework for driving sustainable growth and high performance centered on strategy.

HOW DOES IT WORK? The drivers in the framework are connected – you just need the right Strategy Roadmap and High Performance Operating System to put them into action.

WHY DOES IT MATTER? In business, the ability to ensure everyone is clear about where the business is strategically headed, and aligned with how to get there, is fundamental to be able to drive performance.
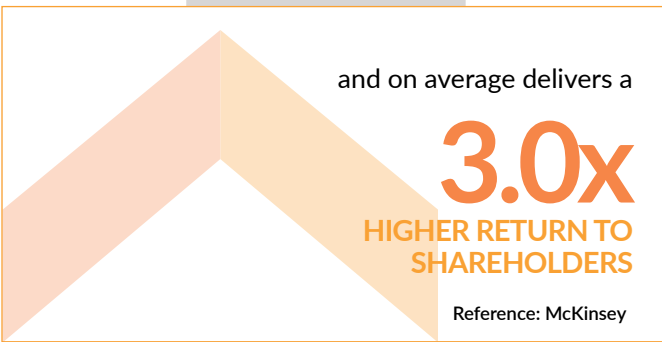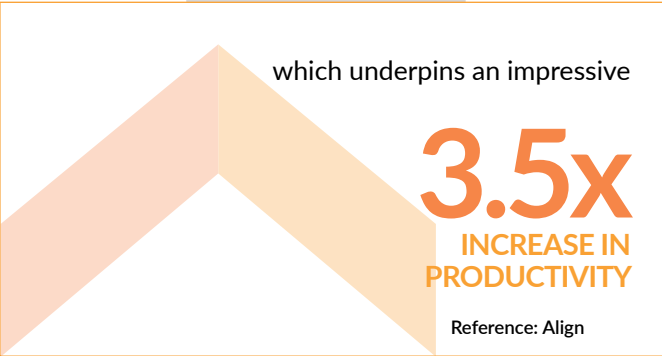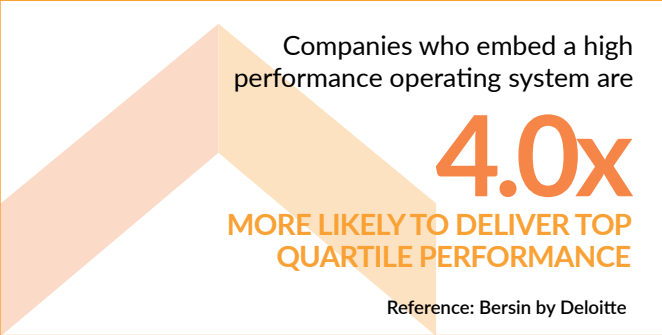
USING THE FRAMEWORK

Step 1
Fact find and analyse your current situation to identify your performance pain points, gaps and opportunities.

Step 2
Workshop and interrogate fact find information provided together with any existing strategic plans, organisational structure and prioritised projects.

The workshop aims to summarise your purpose, core values, target markets, differentiators, economic engine and strategic pillars and objectives.

Step 3
Finalise workshop outputs and prepare a **Strategy Roadmap** to execute your strategy, including allocating and involving the right resources and setting the right operating system rhythms for your business.

This creates a succinct summary that is easily communicated throughout the business to literally 'get everyone on the same page.'

Step 4
Implement your Strategy Roadmap and embed a High Performance Operating System to drive growth and bank the results.

STRATEGY DEVELOPMENT
Develop clear, actionable and engaging strategic plans that are designed to be embedded into a tailored operating system to ensure strategy is regularly revisited and adjusted to suit business needs.

ORGANISATIONAL DESIGN
Maximise the effectiveness and efficiency of your organisation's structure to ensure the right people are in the right seats at the right time.

STRATEGY EXECUTION
Implement management operating systems that are tailored for your business and track/measure strategy execution progress to drive accountability and deliver high performance.

LEADERSHIP DEVELOPMENT
Equip current leaders with the capabilities required to deliver high performance through their teams.

HIGH PERFORMANCE
Strategy & Execution Partners

IMPACT

Implementing key elements of the High Performance Framework has a huge impact.

Companies who embed a high performance operating system are

4.0x
MORE LIKELY TO DELIVER TOP QUARTILE PERFORMANCE

Reference: Bersin by Deloitte

which underpins an impressive

3.5x
INCREASE IN PRODUCTIVITY

Reference: Align

and on average delivers a
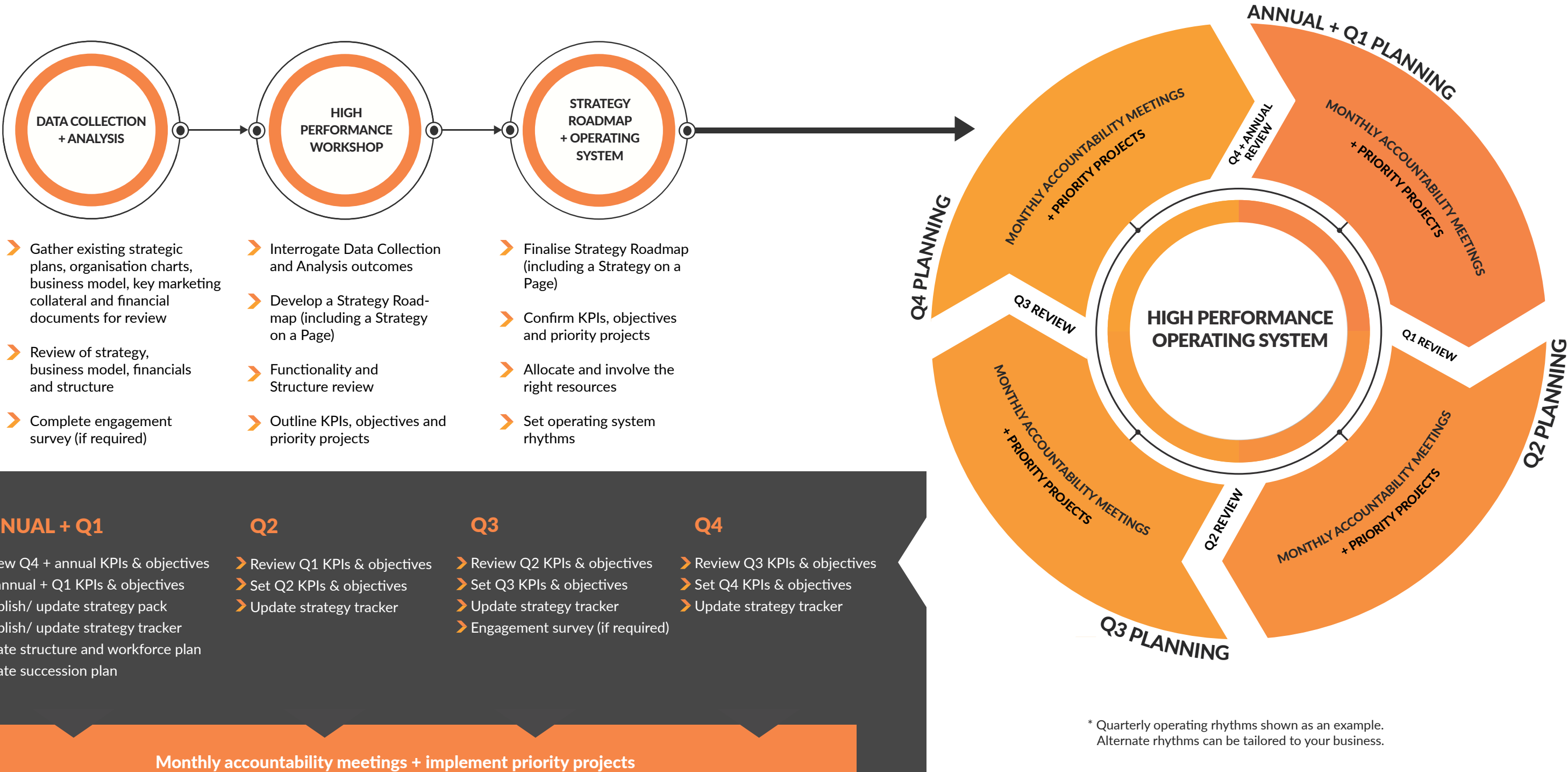
3.0x
HIGHER RETURN TO SHAREHOLDERS

Reference: McKinsey

See overleaf for how to develop and implement your Strategy Roadmap and embed a High Performance Operating System.

IMPLEMENT YOUR STRATEGY ROADMAP + EMBED A HIGH PERFORMANCE OPERATING SYSTEM

PROVEN IP, TAILORED TO YOUR BUSINESS

Your Strategy Roadmap sets out the priorities and your operating system embeds the IP and rhythms that help you drive focus, accountability and results. Whilst the core elements of the operating system for each business are the same, we tailor the rhythms to suit the capacity and capability for your business.

With monthly coaching and guidance the regular planning and review rhythms enable you to pivot and adapt to change quickly – in essence turning strategy reviews and implementation into a core capability and process, rather than an event.

DATA COLLECTION + ANALYSIS

- Gather existing strategic plans, organisation charts, business model, key marketing collateral and financial documents for review
- Review of strategy, business model, financials and structure
- Complete engagement survey (if required)

HIGH PERFORMANCE WORKSHOP

- Interrogate Data Collection and Analysis outcomes
- Develop a Strategy Road-map (including a Strategy on a Page)
- Functionality and Structure review
- Outline KPIs, objectives and priority projects

STRATEGY ROADMAP + OPERATING SYSTEM

- Finalise Strategy Roadmap (including a Strategy on a Page)
- Confirm KPIs, objectives and priority projects
- Allocate and involve the right resources
- Set operating system rhythms

ANNUAL + Q1
- Review Q4 + annual KPIs & objectives
- Set annual + Q1 KPIs & objectives
- Establish/ update strategy pack
- Establish/ update strategy tracker
- Update structure and workforce plan
- Update succession plan

Q2
- Review Q1 KPIs & objectives
- Set Q2 KPIs & objectives
- Update strategy tracker

Q3
- Review Q2 KPIs & objectives
- Set Q3 KPIs & objectives
- Update strategy tracker
- Engagement survey (if required)

Q4
- Review Q3 KPIs & objectives
- Set Q4 KPIs & objectives
- Update strategy tracker

Monthly accountability meetings + implement priority projects

ANNUAL + Q1 PLANNING

MONTHLY ACCOUNTABILITY MEETINGS + PRIORITY PROJECTS

Q4 + ANNUAL REVIEW

Q4 PLANNING

MONTHLY ACCOUNTABILITY MEETINGS + PRIORITY PROJECTS

Q3 REVIEW

HIGH PERFORMANCE OPERATING SYSTEM

Q1 REVIEW

Q2 PLANNING

MONTHLY ACCOUNTABILITY MEETINGS + PRIORITY PROJECTS

Q2 REVIEW

MONTHLY ACCOUNTABILITY MEETINGS + PRIORITY PROJECTS

Q3 PLANNING

* Quarterly operating rhythms shown as an example. Alternate rhythms can be tailored to your business.