

FAST WorkOut

"We have conducted 9 events over the past 15 months, yielding a minimum return of \$0.5 mil and potentially upwards of \$1 mil. The process is starting to take off as a central tool to help solve tough business issues."

John Brash - OTIS Elevators

and achieve...

- » bottom line improvement
- » solutions to long standing problems
- » buy in and traction to implement change
- » strategies into action
- » a more nimble, responsive and competitive culture
- » collaboration and consensus across teams



FAST WorkOut is adapted and brought to Australia from GE's successful Work-Out process.

WHAT IS FAST WorkOut?

FAST WorkOut is a well designed change process. A group of cross functional stakeholders meet for one to two days to focus on a specific business issue, agree practical solutions that are endorsed by a senior sponsor and implement them over the following 90 days. Innovative facilitation methods support fast, effective knowledge sharing and decision making.

HOW DOES IT WORK?

- FOCUS** A specific business problem or opportunity is selected as the starting point.
- AWARENESS** Cross functional participants analyse and understand it in a FAST meeting, cutting through to core issues with fast working communication tools such as Cafe's, Open Space, FAST Network and Dialogue.
- SOLUTION** Solutions are recommended with practical, highest priority business cases identified using further tools that generate agreement and ownership.
- TRACTION** The CEO or business unit leader makes Go/No go decisions right at the end of a FAST WorkOut. Traction and energy for implementation over 90 days is supported using individual and team accountability structures & measures.

FAST RETURN on investment

FAST WorkOut yields substantial cost savings and/or revenue growth from a small financial investment. Choose from:

- 1 FAST START**
Try FAST WorkOut on one current issue, for a low risk, high return trial.
- 2 FAST DIY**
Train selected leaders so you can run FAST WorkOut in-house.
- 3 FAST ON DEMAND**
Get external help as and when you have a specific problem to solve.

"We had to find new ways of improving customer service whilst reducing spend per customer. Using FAST, we were able to identify practical solutions and generate immediate traction with initiatives that delivered results within 6 months"

Ian Harris - Vodafone

For initial briefing, coaching and facilitation

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