Control the Outcome of Your Investment

Situation

Control the outcome

Your investment needs attention

- ROI in question
- Organization underperforms
- Staff exodus
- Client retention challenge
- Flat ARR
- CEO seeks perspective

We protect the investment and support the CEO

Outcomes

Control the outcome

- Peak Valuation
- Long Term Value
- Accelerate Performance

Limited investment of 12 to 18 months, measured outcomes and path to success.

Why

Control the outcome

You want your business to become a lifestyle company with a 4 day workweek, unlimited PTO, employing a majority of A players, 250K+ revenue per FTE and a visionary CEO that has time to think and enjoy their lifestyle.

How

10 thousand iterations

Iterative approach applies first principles reasoning to control the outcomes.

Systems deployed produce :

- Order out of chaos
- Optimize for time and value
- Drive innovation

What

Investment

- People
- Process
- Technology
- 12-18 months
- Cash/Equity mix

Approach

- Systems over Goals
- System of Reason
- System of Work
- System of Implementation
- EOS
- Topgrading

Outcomes

Peak Valuation
- Product innovation
- Revenue per FTE
- Client & Revenue Retention

Long Term Value
- Order and stability
- Risk mitigation
- Increasing ARR
- Topgrading Talent

Accelerate Performance
- Rapid engineering
- Operational efficiency

Why us?

Control the outcome

- Partner relationship
- We are vested in the outcome
- Operational team

We live the business and own the outcomes.

The Approach

Control the Outcome

Systems over Goals

Order Out of Chaos

- Metrics
- Level 10
- Prioritization
- OKRs
- 1:1s
- Core Values/Focus
- EOS Integration
- Radical Candor
- Definition of Done

Optimize for Time & Value

- 10 Thousand Iterations
- Clients First
- Continuous Delivery
- Monitoring
- 1/3/5 Year Targets
- Frugality
- Topgrading
- Automate the Mundane
- Owners Mindset
- Running Lean

Drive Innovation

- Product Roadmap
- MVT
- Hackathons
- Low Code POCs
- Moonshot
- Data Products
- Innovation Teams

Idea Evaluator

	People	Process	Technology
Revenue Generation	First Principles 30-60-90 Plan Pareto Principle - 80/20 Rule		
Cost Savings			
Risk Mitigation			

System of Work

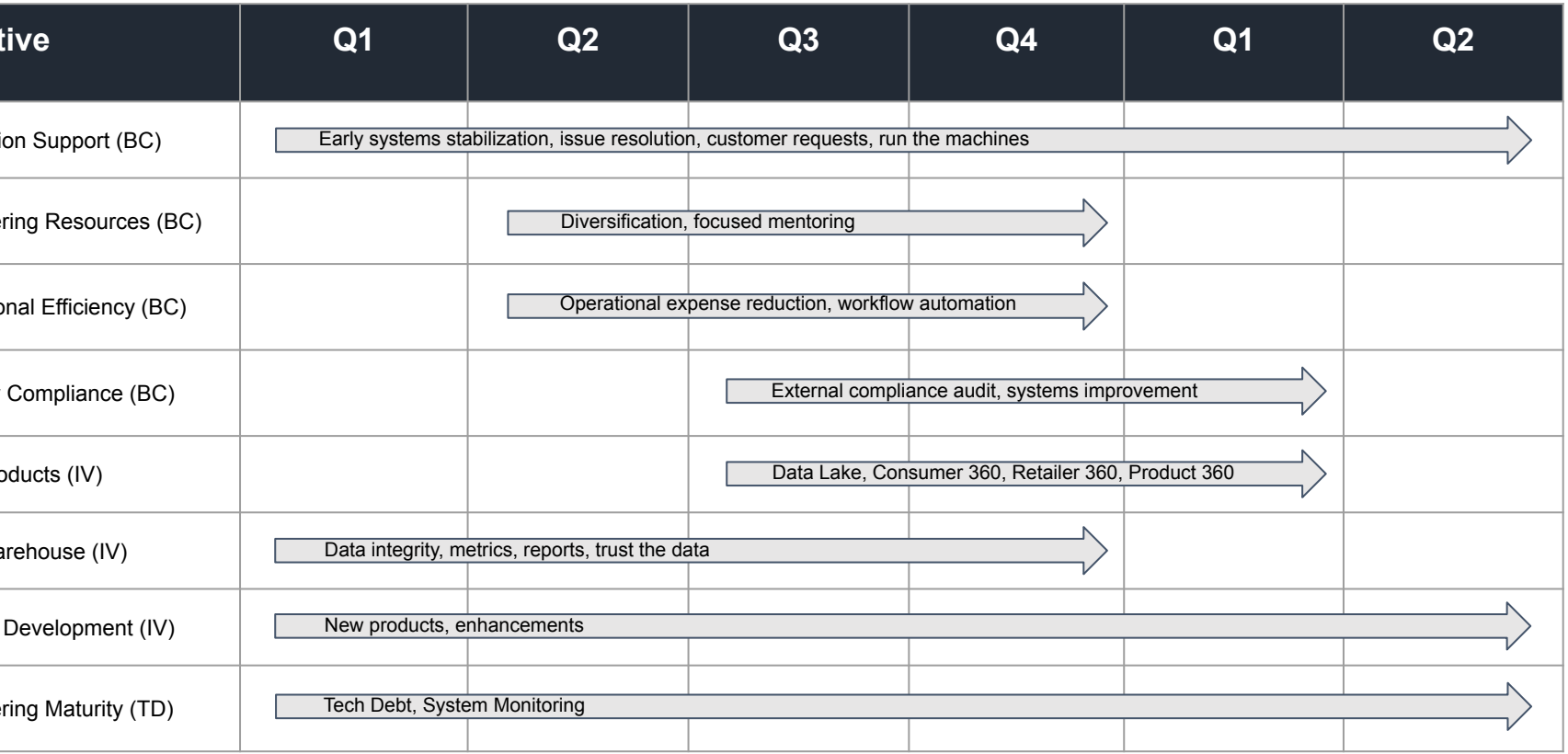
Workstreams

- **Innovation** (Product Development, Data Products, API, Data Warehouse)
- **Business Continuity** (Operations, Customer Support, Engineering Resources, Security Compliance)
- **Tech Debt Reduction** (Engineering Maturity, Risk Mitigation, Cost Savings)

Metrics

- Costs
- Uptime
- Issues
- Client Retention
- Revenue Retention
- Vendor Scorecard
- Glassdoor Score
- People at Risk
- Objectives and Key Results

System of Implementation



(IV) - Innovation, (BC) - Business Continuity, (TD) - Tech Debt Reduction

30-60-90

Learn

- Clients status
- The team
- Vendor status
- Single source of truth
- Moonshot
- 5 Pillars
- Metrics and insights
- Core values
- Definition of Done
- OKRs

Analyze

- People
- Process
- Technology
- Risks
- Revenue opportunities
- Costs savings
- Roadmap
- Opportunities
- Capabilities
- Investment

Implement

- Strategy
- Tactics
- Scorecard
- Product Roadmap
- Moonshot
- Data Products
- Innovation Teams
- Optimize
- Democratize

System of Work

System of Reason

Systems over Goals

Risk Identification

Confirm and Mitigate

- Single point of failure (critical engineering dependency on individuals)
- Engineering resources turnover
- Limited technical onboarding process
- Limited engineering practices (needs maturity and detailed metrics)
- Existing tech stack is aging
- Constrained engineering innovation and product roadmap
- Missing security best practices (people, process, technology)
- Engineering in support mode only
- Limited documentation for infrastructure and current/planned operating expense
- No defined plan to outsource integrations and support
- Peak valuation factors are undetermined

Control the outcome of your investment

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