

# What if **100% of your organization** was spending **100% of their time** on driving **winning** results?

### What if...

- All your employees knew what they are accountable to deliver and what winning looks like
- Everyone was driving improvements and solving problems everyday to eliminate waste and improve results
- Performance was objectively evaluated and there were never surprises
- Managers and employees were continuously working together to improve performance and increase capabilities
- Everyone was living an intentional culture of shared behaviors and leadership traits to increase the return on every dollar spent

The ETW Business Management Solution brings together a proven management approach, cloud-based technology and results-oriented implementation and optimization services to help your organization quickly connect employees to strategy and culture to drive sustainable winning results.

# With the ETW Business Management Solution,

#### leaders will...

- Create, communicate, and track Execution Plans to align strategy, key performance indicators, major objectives and individual performance requirements
- Drill down from high-level strategy to detailed performance requirements and metrics to quickly identify those gaps and understand the issues behind the gap
- More quickly take the right actions to get results back on track

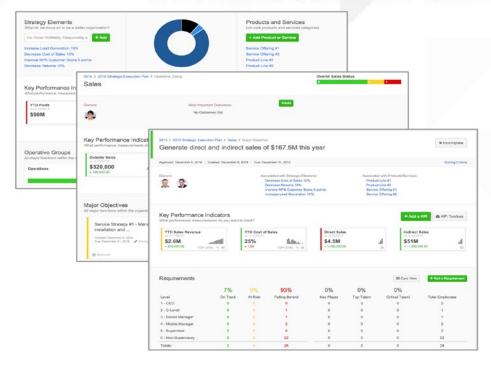
# With the ETW Business Management Solution, managers and employees will...

- Have line-of-sight from the individual scope of responsibility to the strategy and major objectives of the organization
- Maintain an ongoing dialogue on status and updates with constructive feedback that drives results
- Always know where individuals and teams stand on performance and cultural alignment



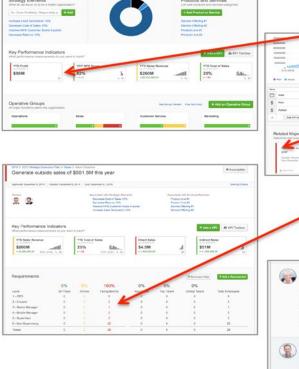
## Managing Your Strategy In One Place

### ETW Execution Plan Dashboard



- Informed and timely decisions
- Risks are quickly identified
- All efforts are focused on getting results
- Clear accountability
- Agility to take action

### Drill Down to Take Action



- Shows

  Sh
- Peggle Fabry sald: Falling Behind
  Plan: \$14.35MM
  Actual: \$9.3MM
  Due to non-complete changes in 3 of the 5 states in my region we have had a substantial drop in sales. We continue to diversity products to gain increased market share in the states that are available and plan to be at plan by year end
  03/23/15 | Upload File

  Blake Steven sald: Falling Behind
  What is your near and long term plan for the 3 states assuming the non-complete is enforced for a full 3 years and how will operations adjust for the shift in products sold and delivery locations?
  03/23/15 | Upload File

- KPI is behind plan
- Major Objective is at Risk
- Supporting Requirement is at Risk
- Identify Gaps in Results
- Understand the Issue
- Make informed decision
- Take action