



Implementation Services

With our implementation services, you will not only have the tools, but also an in-depth understanding of the key features that are critical to your success, and the constant support of our team. We will work with you every step of the way to clearly define each element that is important to you—from culture to strategic execution—and ensure your company is fully optimized to get the most out of the system.

Our Approach

Our professional services team will provide the right support, and system optimization specifically tailored to your business. The goal is not to override your existing management operating systems, but rather to compliment and fine tune them to work with ETW at its best.

S.M.A.R.T GOALS™? Rockefeller Habits™? Welch Way®? 4DX™?

Use what works for you.

ETW will optimize your MOS to ensure optimal results by:

- Adapting to Existing Operating Systems and meeting clients where they are: Welch Way, SMART goals, 4DX, Rockefeller/Gazelles, OKR's, MBO's
- Minimizing change and focusing on refinement
- Keeping what works and enhancing operations through proven best practices

Using ETW does not restrict you to use our chosen methodology. In the implementation process we will find out how the system best adapts and lends itself to the needs of your company and tailor a solution that's right for you.

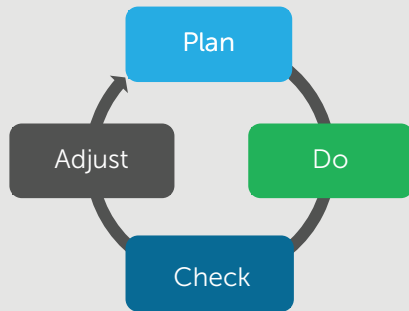
Culture, Strategy and Execution

ETW serves as a continuum of preparedness for companies that have the an established culture and ideology/methodology in place. In that scenario, we are simply implementing a technology solution. For companies that do not have these foundational elements in place, we are able to bring in proven best practices and workshops to develop, engage and then optimize the use of the ETW system.

The below matrix helps to establish where a company may fall on that spectrum.

	STRATEGY	CULTURE	PERFORMANCE MANAGEMENT
IDEOLOGY	Do you do strategic planning? Do you have KPIs?	How much do you think culture can contribute to your organization's success?	How do you hold your employees accountable and differentiate?
METHODOLOGY	Do you meet and discuss your goals and KPIs on a regular basis? At what levels of the company? What do you do to drive strategy?	Do you have a defined mission, vision or values that you reference in the course of your regular business discussions? How are you driving intentional culture in your organization?	Do you conduct performance evaluations? Do you develop leadership in other ways?
TECHNOLOGY	How do you manage and communicate these processes to ensure they are being done effectively? Is it scalable? Does it drive results?		

Deming Cycle of Operational Excellence



Plan

Establish the objectives and processes necessary to deliver results

Do

Implement the plan and execute the process

Check

Compare actual results to expected results

Adjust

Make adjustments to plan as needed to improve results

The Process

Our roadmap to implement the ETW Business Management Solution involves a multi-phased approach that typically takes place over the course of approximately 5 weeks. Implementation includes the following phases. Each phase will have various steps, milestones and deliverables that will make up a detailed implementation plan to be developed during the first 2 phases.

PREPARE

- Discovery, Data Request, Scoping Requirements
- Establish Project Team and Cadence
- Define Project Goals and Success Criteria
- Determine Initial Scope and Timeline

PLAN

- Define Communication Plan
- Organize Project and Deliverables
- ETW Advocate Training
- Finalize Project Plan
- Launch

EXECUTE

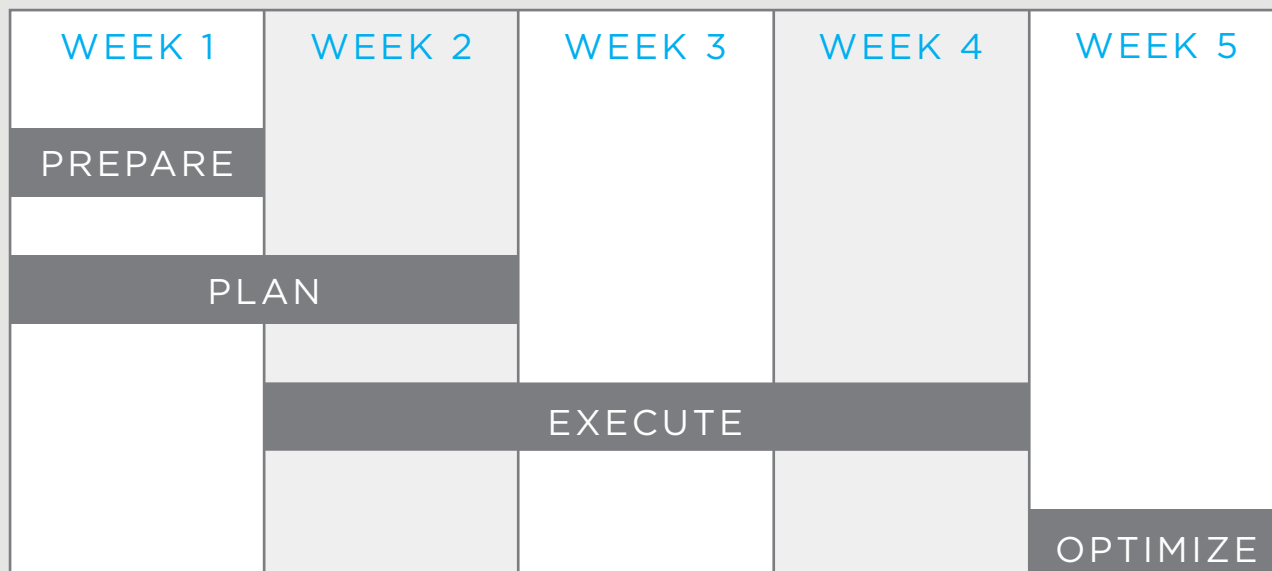
- Define Intentional Culture
- Develop Plan, Goals & KPIs
- Populate KPI Data
- User Training
- Initiate Management Cycle

OPTIMIZE

- Performance Evaluations
- Qualitative Audits
- Best Practices
- Project Goals Review
- Approach Refinement
- Quarterly Reviews

The following page highlights the typical time frame for the different elements of the implementation process.

Set your team up for success in as few as 5 weeks



About ETW

ETW provides a platform to track, evaluate and measure employee performance against the major objectives of the organization. Easily execute and translate long-term strategy into clear, actionable goals. With ETW you can effectively communicate the company's roadmap to success and engage everyone throughout the organization with that roadmap. Using ETW your organization can connect employees to strategy and culture to drive sustainable winning results.

If you would like to set up a demo with our leadership team, please email info@etw.com



ETW

EXECUTE TO WIN

Business Operating System
for the Modern Enterprise
www.etw.com