

# GMS - Establishment & Implementation

## Growth Management System (GMS)

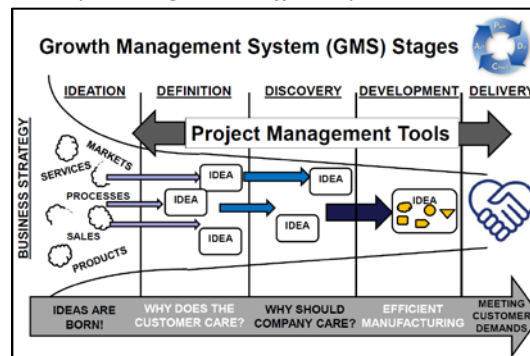
Services	Deliverables
<ul style="list-style-type: none"> <li>GMS – Establishing &amp; Implementation</li> </ul>	<ul style="list-style-type: none"> <li>Foundational Workshops;</li> <li>Weekly/bi-weekly onsite progress meetings;</li> <li>Quarterly reviews with senior management team; and</li> <li>Ongoing Growth Kaizen events as needed.</li> </ul>

*Bring structure and focus to YOUR development activities, reducing time and money resulting in more efficient product/service launches.*

### Growth Management System (GMS)

GMS is a transformational relationship between Company and AKA over an 18-24 month engagement. The multiple month engagement is needed to allow the culture within the Company to change from a reactive to proactive mindset. The systematic approach creates an empowered workforce trained to identify, vet and implement growth opportunities both on the plant floor and new revenue streams.

Establishing & Implementing GMS starts off with education of the principles of the Growth Management System with the senior level management team. This education generally is in the form of (5) onsite workshops. After the workshops are completed, weekly/bi-weekly onsite Progress Meetings lasting 2-4 hours per meeting captures the all-important “are we on time, are we on budget, and what problems are you having that is stopping our progress?” which is the basis of efficient progress meetings. GMS follows the traditional PDCA (Plan, Do, Check, Act) Lean philosophies for activities. Running simultaneously are onsite quarterly reviews of the team’s progress making any necessary changes as appropriate ensuring a cultural change of empowered, proactive problem-solving workers are being realized.



Weekly/Bi-Weekly Progress Meetings are carried out with a Company Project Leader, Management Coach, and AKA Process Coach. Your AKA Process Coach will facilitate meetings to be proactive, focused, and help coach, when needed, both the Project Leader and Management Coach in their roles to Increase Speed and Decrease Risk developing ideas. Additional Growth Kaizen events, as needed, will be performed onsite for problem solving, development of further ideas, and more in-depth understanding of specific problems that arise.

### Benefits

GMS will:

- Communicate corporate strategic plans and objectives;
- Develop a culture of an empowered proactive workforce;
- Improve corporate moral and create a self-powered evolving workforce;
- Be able to identify and understand the 5 stages of implementing new growth streams; Ideation, Definition, Discovery, Development and Delivery (I-4D’s); and
- Understand how a GMS approach can help their company generate new revenue including:
  - Reducing non-value added growth activities;
  - Identifying and vetting opportunities;
  - Implementing Voice of The Customer in all processes;
  - Increase speed and reduce risk of Growth and Innovation; and
  - Solving and managing problems and road blocks allowing for quick Growth.

