

PMI Discovery Process TM

Structure &
Outcomes –
How to leverage
High-Performance
Collaborative Culture
& Transparency



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OBI SACRED GLOSSARY

**User's Guide to Understanding
OBI's Financial and Operational
Strategy for Success**

Feel Good – Be Part of the Solution

Business Leadership
Team Alignment by
Creating the Scoring
System

Crack the basic
'code' of shared
finance and
operations
language

**Create self-
managing
leadership
culture**



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Benefits:

Translate behavior into financial numbers in a way that everyone understands

Effective, Efficient, Relatively Easy (EERE) with Lasting benefits

Ease of management

Makes CEO and CFO's jobs easier

How?

Increases discretionary time

Maximizes effective delegation

Focuses your time on unique tasks only you can do

Allows everyone to speak the same language

Enables everyone to collaboratively set and then work towards the same goals

Unlocks and empowers staff initiative

i.e. Google's 20% "innovation freedom"



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Benefits - continued:

Hard Number Benefits

Reduce expenses from misdirected resources

Achieve in alignment to common vision, language, and strategy

Ability to take advantage of business opportunities

Reduce opportunity costs from internal disconnects and inability

to make timely decisions

Revenue Increase

Greater market responsiveness

Ability to focus on most profitable business lines

Improved customer service

Get control, and then command of your Operating Cash Flow

Cashflow projects for 90-180 days on the fly

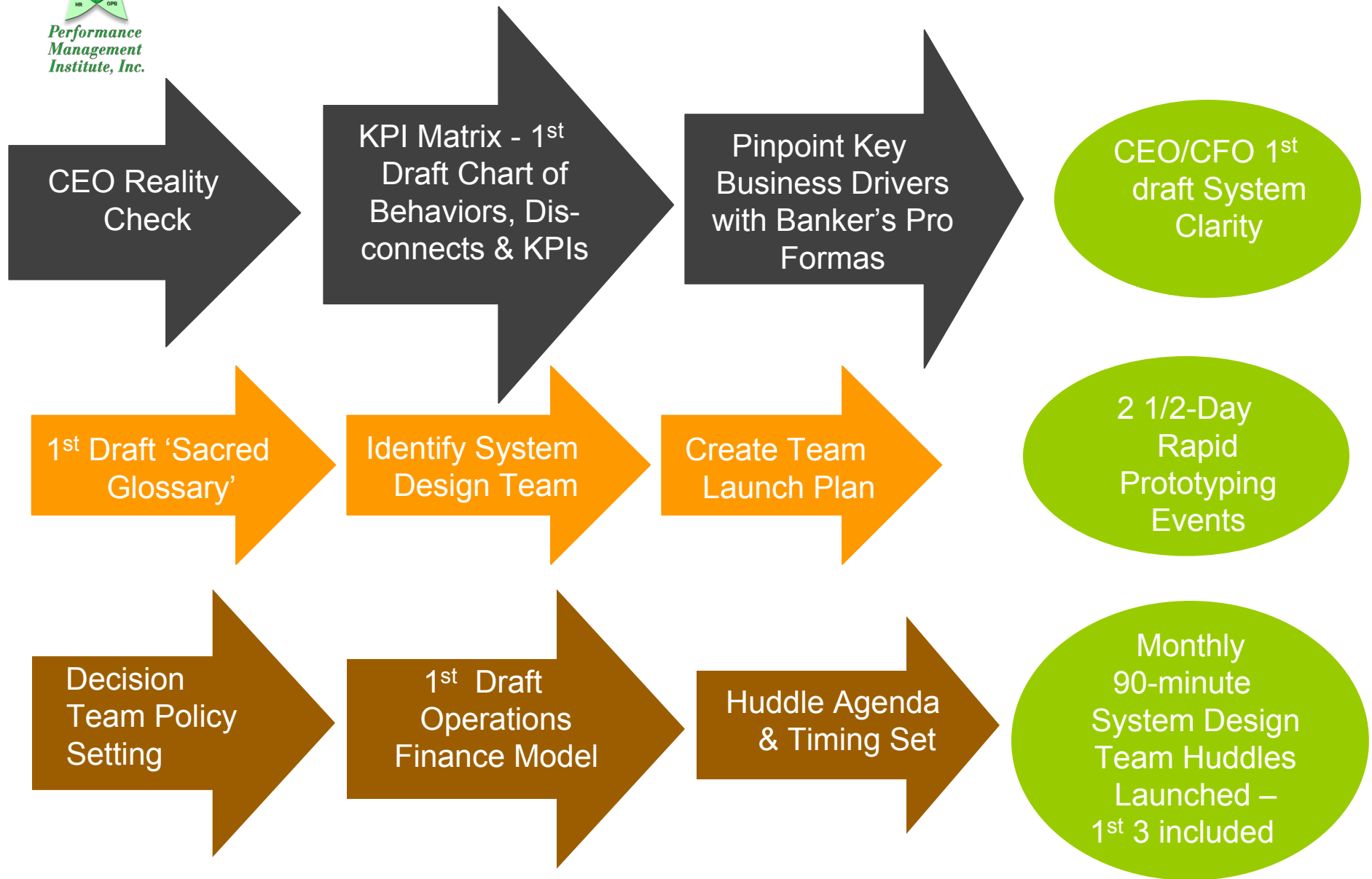
Understand relationship of Cash to Profit and Assets, and know how Organizational Behaviors drive them.



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The PMI Discovery Process™ Flow – Step 1



We facilitate metrics-driven culture change using a set of questions within a methodology to uncover and ‘turn on the money machine’.

- In 5 hours with us, the CEO & CFO pinpoint key drivers

- In 2 - 3 days, create a fully validated model map showing how all the behaviors of the organization translate directly into financial results

-With the full plan, the company starts looking a lot like Google’s approach to building a hugely empowering environment for innovation and problem-solving.



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Execution Strategy:

- **Toe in the water**
- **A few hours to get key data gathering started**
- **Little time invested by one person for 1st audit level**
- **Small amount to get started**
- **Amount for whole deal is Staged to follow Concrete Impacts on financial performance**
- **Follow-up support and maintenance built-in**
- **Pinpointed, specific, and easy to implement**

