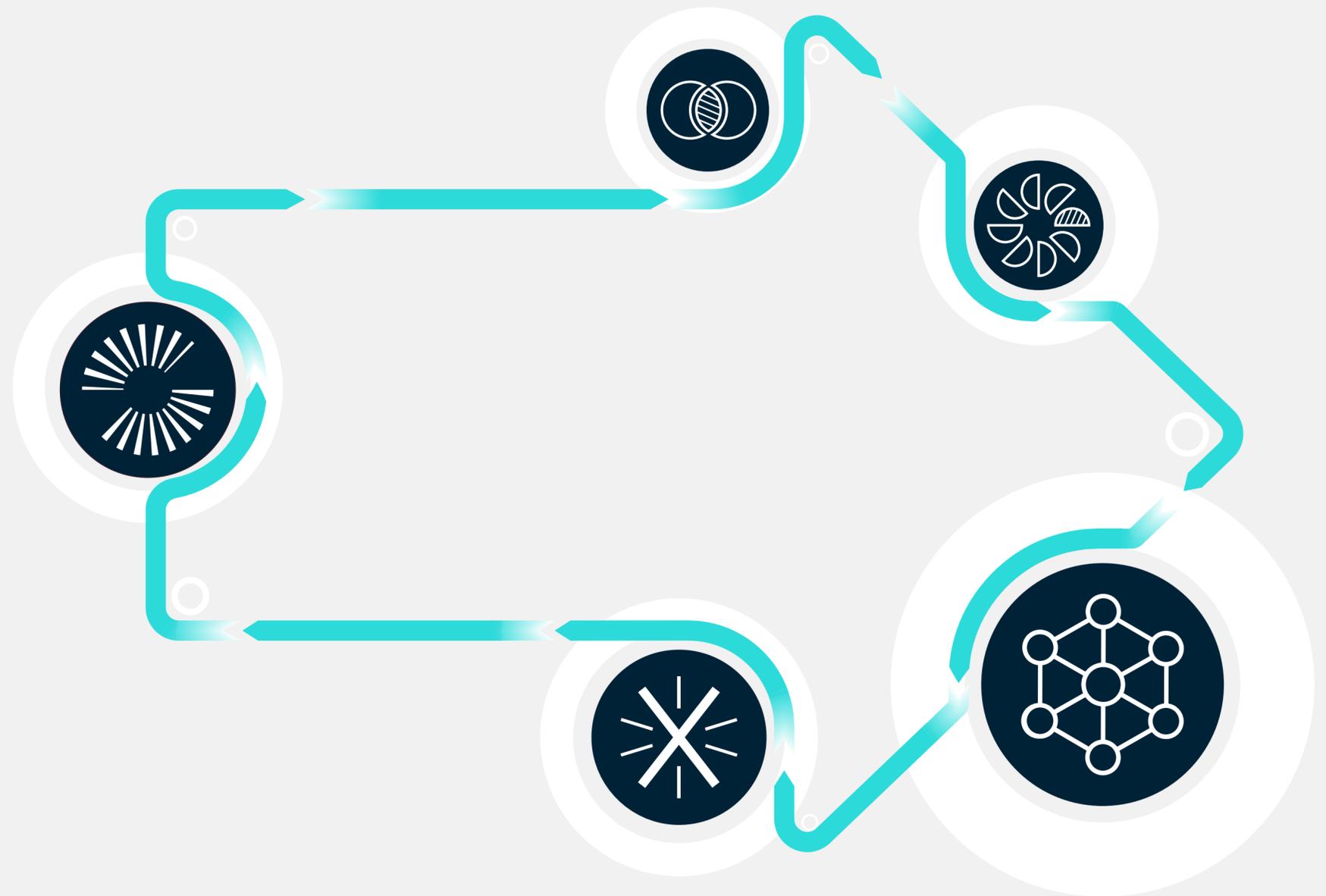


SHIFTING
MINDSETS
POWERING
CHANGE





“The Performance Engine’s methodology is straightforward, practical, trainable and repeatable. I rarely give testimonials, but The Performance Engine is the real deal.”

President, Insurance Group
Fortune 100 Insurance Company

- Your leadership team and culture are not sufficiently agile; it is a struggle to keep pace with the changing market.
- A spirit of entrepreneurship and a spark of innovation are somehow missing.
- Everything seems to take way too long... and cost way too much.
- Your organization is too complex and must be radically simplified.
- Your digital transformation has not given you the gains you were expecting.
- You have to increase market share, yet you are stuck in neutral.
- “Delivering customer delight” is a poster on the wall...not an everyday occurrence.



You need

The
Performance
Engine

DISRUPT THE STATUS QUO

The Performance Engine is a unique and immersive experience designed to dramatically shift the mindsets of long-tenured employees and give them the skills they need to positively disrupt the status quo.

2 Days

An immersive experience

The Performance Engine starts with a **two-day immersive experience - The Accelerator** - in which participants are charged with **solving a frustrating problem for an organization** that feels remarkably like their own. In this unscripted environment, individual behaviors and organizational culture emerge and strengths and **roadblocks to change are identified.**

30 Days

Design a fully operational pilot

The team **challenges assumptions, visualizes what “could be”** and develops confidence and passion for new ways of thinking. With a new problem-solving model in place, **participants apply the lessons from The Accelerator to a persistent challenge** in their organization and **design a fully operational pilot in 30 days.**

Mind-sets are shifted and
new capabilities are built:

Active Agility

Customer-Centric Design

Engineered Simplicity

Digital Connectivity

10X innovation

IT'S YOUR PEOPLE
IT'S FAST
IT'S GUARANTEED
IT'S YOURS

It's your people

Your people, not ours, perform the work which means the solutions fit comfortably within your culture. [Over 95% of The Performance Engine's solutions have been fully implemented.](#)

It's fast

Get to a pilot, not a PowerPoint, in [30 days.](#)

It's guaranteed

We tie half of our fee to your complete satisfaction – [if you are not completely satisfied, don't pay.](#)

It's yours

We do the first project for with you and then [teach you to independently run The Performance Engine.](#)



ACTIVE AGILITY

Create an agile leadership team and culture that flexes easily, iterates rapidly, and creates passion for working in highly collaborative and interesting ways.



CUSTOMER CENTRIC DESIGN

Meet customers where they are (or want to be).
Deeply understand what really makes a
difference to your customers and focus
relentlessly on execution.

ENGINEERED SIMPLICITY

Determine the symptoms and sources of complexity. Then create a start-up within your organization that delivers the requisite energy, speed, focus and mindset.





“

“I am blown away. If the rest of the organization could move this fast, imagine what we can accomplish.”

Chief Executive Officer
Top 50 US restaurant chain



DIGITAL CONNECTIVITY

Thoughtfully utilize data to craft interesting value propositions to attract, engage and retain customers.

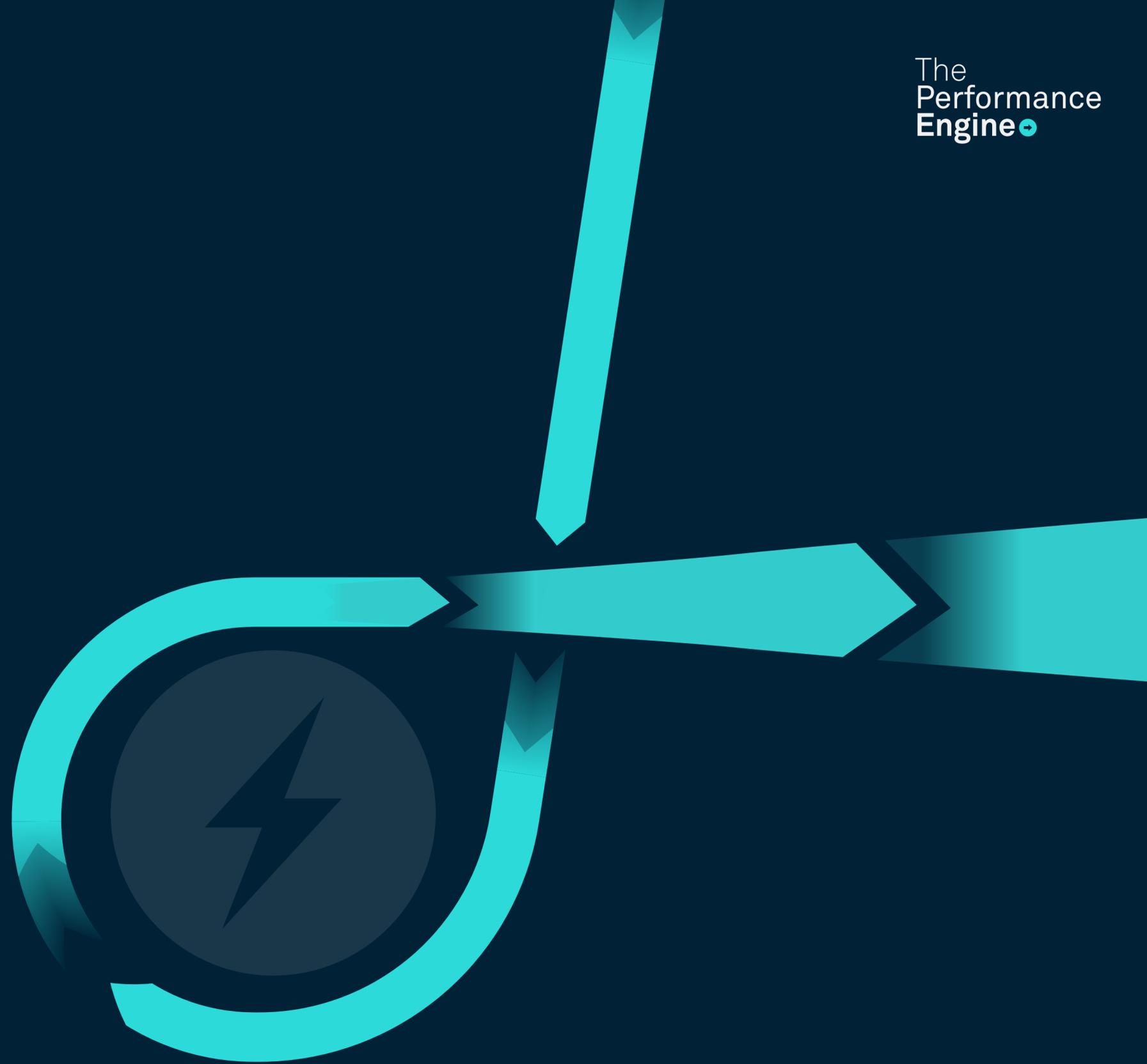
10X INNOVATION

Identify 10x opportunities to positively disrupt your organization and build a culture of entrepreneurship, innovation, accountability and passion.



ENERGY CONVERSION

The Performance Engine will help you unleash the energy of your front-line heroes and convert it into actionable solutions and lasting change.



THE ROADMAP

Set Destination

Ignite

Build

Test Drive

Accelerate

PREPARE

DAY 1-2

DAY 3-30

DAY 31+

DAY 60

You set a transformational target that is essential to your company's strategy.

Your team of front-line heroes attends The Accelerator, a two-day event that challenges their mindsets, behaviors, and assumptions about how the business needs to operate.

We introduce fresh thinking to your team of front-line experts to enable them to rapidly experiment, test and deliver a disruptive and innovative solution.

You pilot and scale the tested solutions developed during the first 30 days.

You take the keys and independently run The Performance Engine throughout the organization.

Increasing Local Market Share for a Fortune 500 Telecommunications Firm

Background

Over the past few years, the Company had made significant investments in fiber broadband technology but its market share had remained stagnant. The Company needed to increase market share to realize more benefit from its investment.

Objective

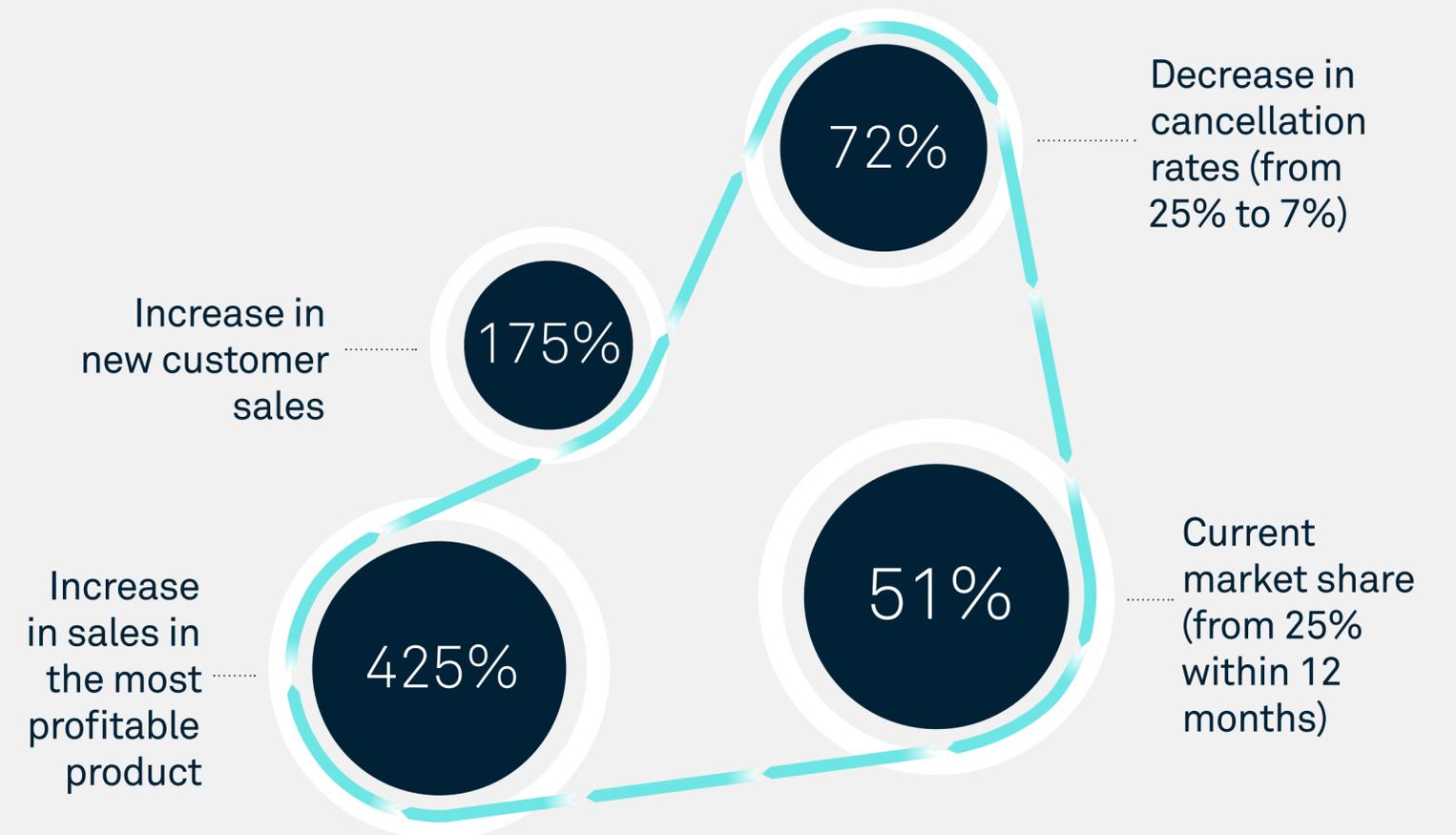
In a major US municipality, profitably increase broadband penetration rates from 25% to 51% within 12 months.

Client Feedback

“I am a tough grader and I would grade this work an A+. After years of market share decline, The Performance Engine showed us how to double our market share and we will soon be the market leader. Needless to say, I am extremely pleased with the results.”
- President, Consumer Markets

Outcome

Within 30 days, the team designed a pilot that demonstrated:



Doubling Sales Productivity for a Global Media & Information Company

Background

The largest division within the Company was facing a future of limited revenue growth. Historically, it was only by adding sales executives that revenue would increase. Adding headcount was no longer an option and the division had to develop an alternative growth mechanism.

Objective

Redesign the current sales process to double sales productivity.

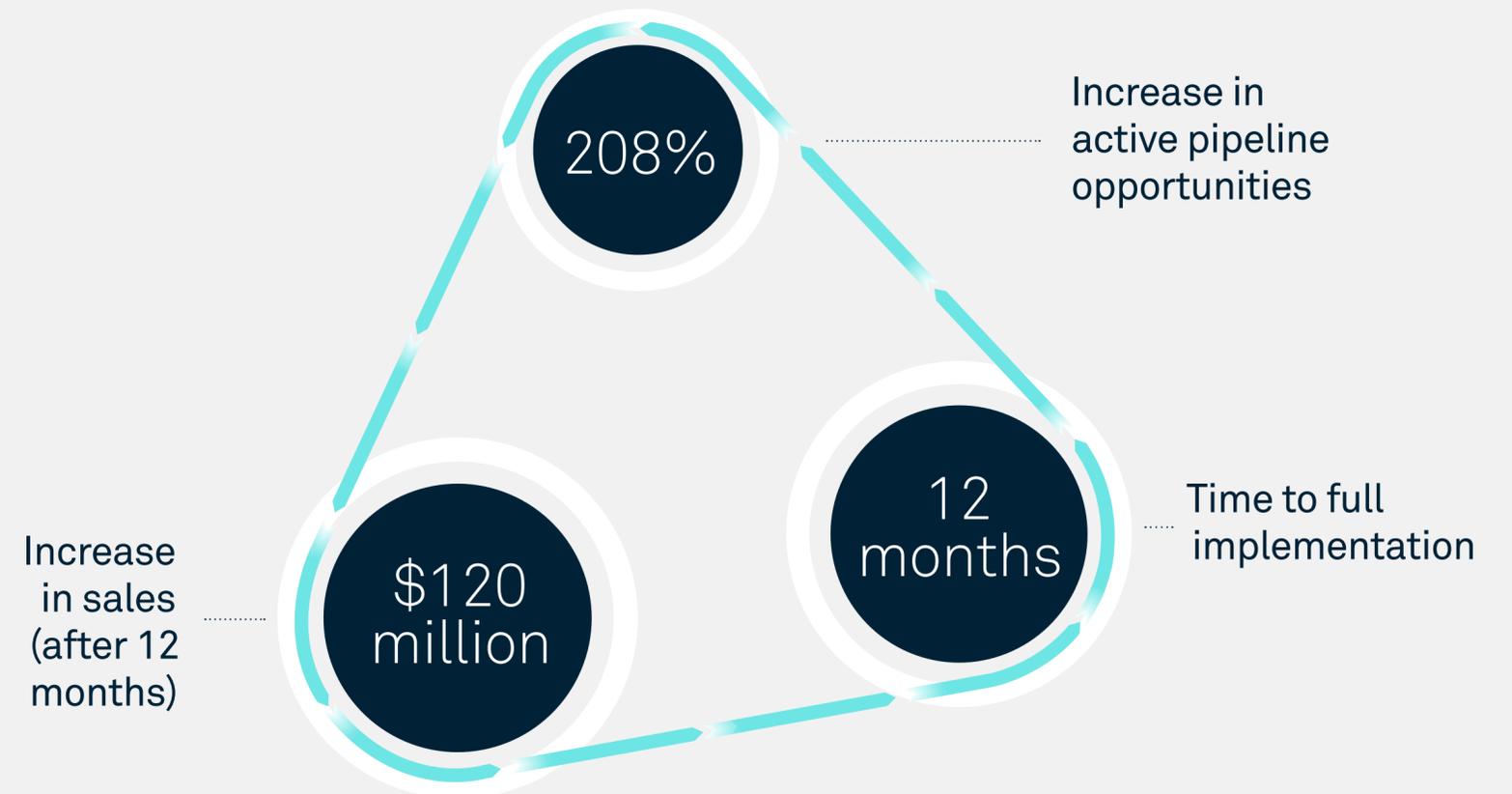
Client Feedback

“We have looked at this issue before, but nothing ever changed. We have made more progress in these few weeks than we ever had before.”

- Sales Executive

Outcome

Within 30 days, the team designed a pilot that demonstrated:



Transforming the Retirement Income Process for a Fortune 100 Financial Services Firm

Background

The Company was seeing increased withdrawals from its traditional and variable annuity products as participants retired. The annuity products represent strong retirement income options for participants as well as a significant profit source for the Company.

Objective

Design a new engagement model for selling and servicing retirement annuities for participants approaching retirement.

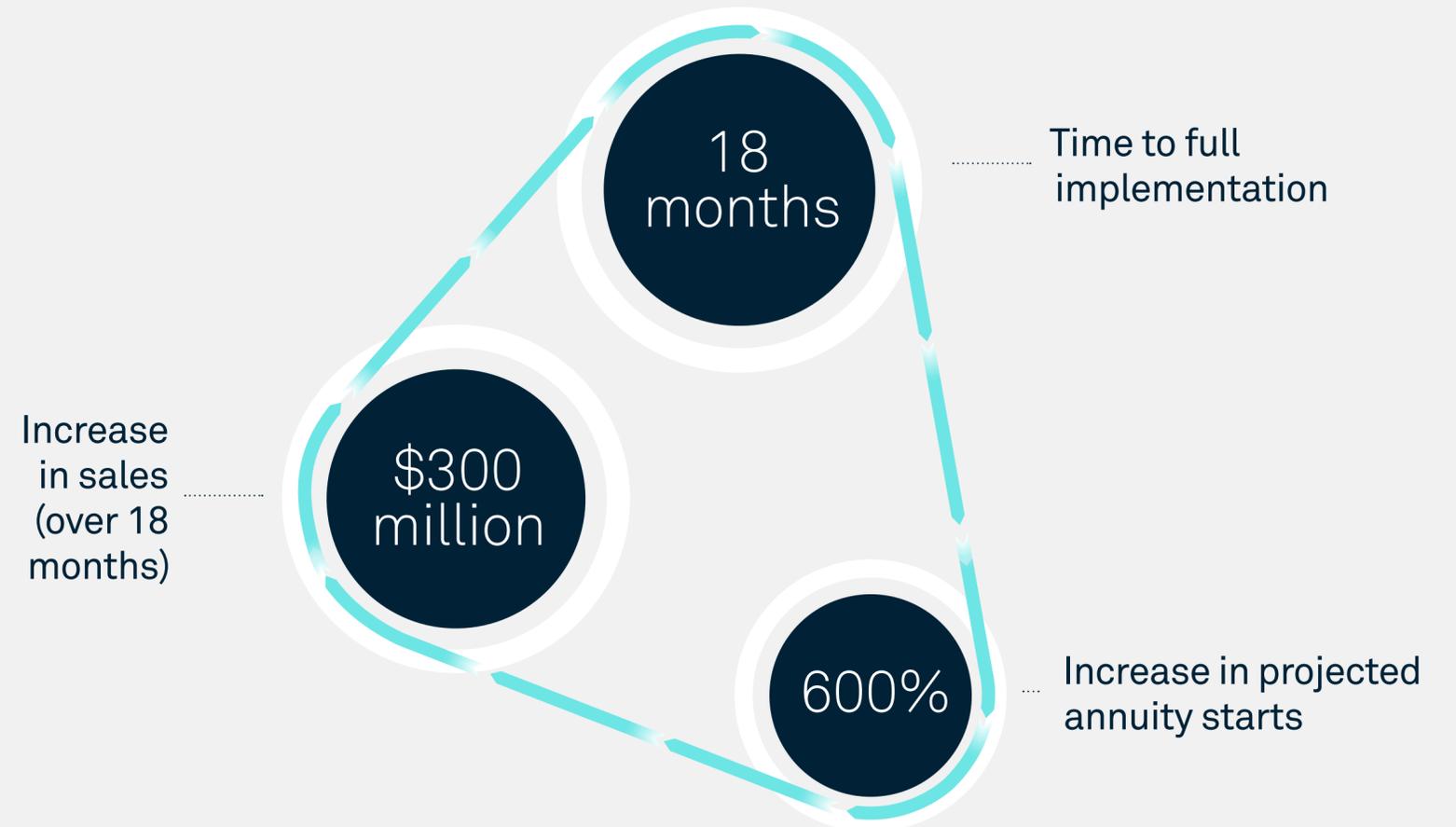
Client Feedback

“The Performance Engine’s emphasis on focus, speed and action are all polar opposites to our company’s cultural norms. I cannot imagine any company of our size that would not benefit from The Performance Engine.”

- Head of Global Transformation

Outcome

Within 30 days, the team designed a pilot that demonstrated:



Supporting Digital Transformation for a Major US Financial Services Firm

Background

Digital Transformation was a key part of the firm's business strategy. At the core of the transformation was the need to migrate its customers onto its digital platform. For three years the company tried to accelerate customer adoption with a myriad of incentives. However the adoption rate only increased from 12 percent to 19 percent.

Every percentage point of customer adoption was worth \$1 million in net operating income.

Objective

Double customer adoption rate (from 19% to 38%) of e-delivery services within 12 months.

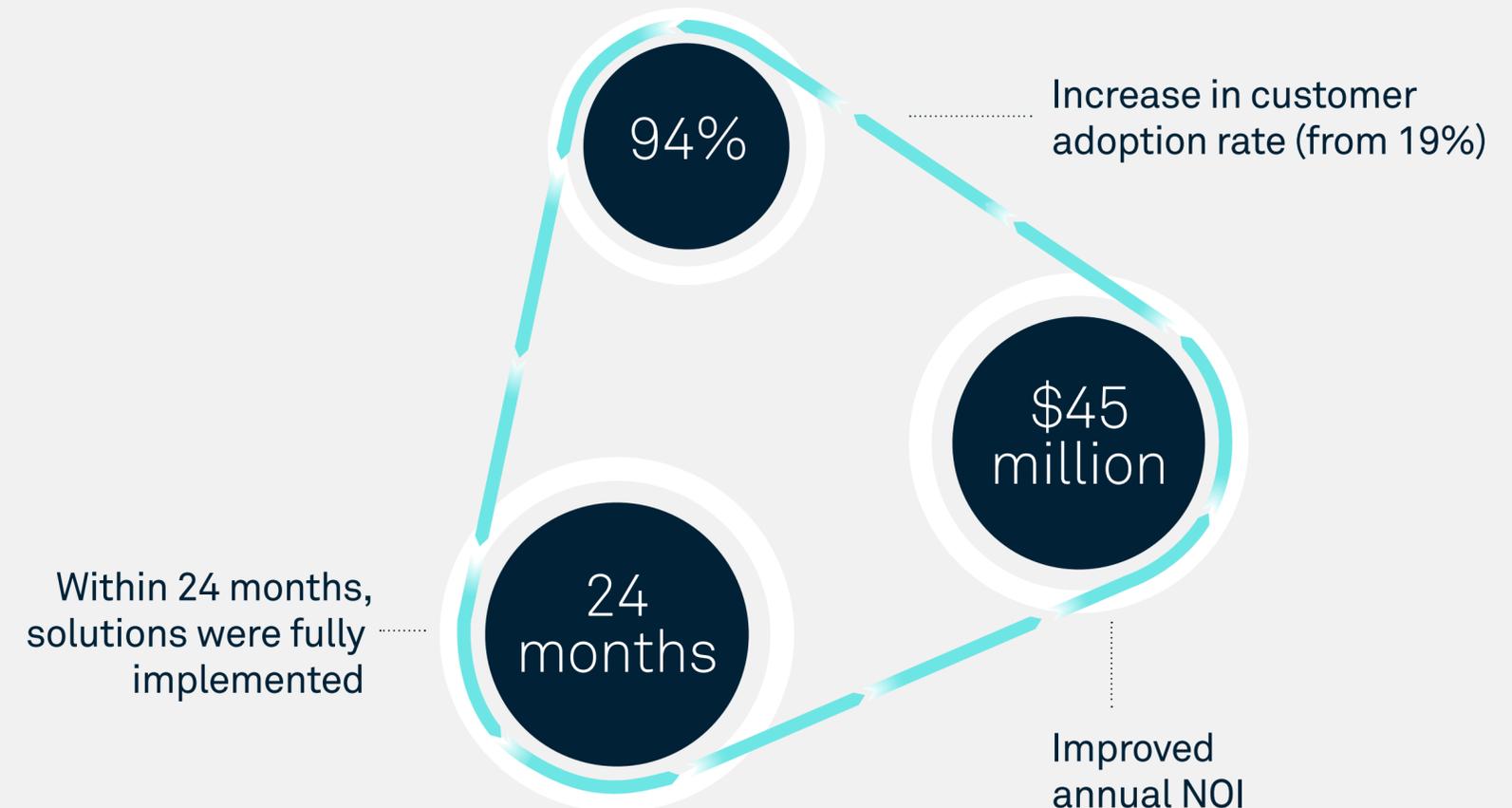
Client Feedback

"We were at this customer adoption process for nearly three years – with minimal success. Then within 30 days, The Performance Engine helped us pilot a solution that increased our adoption rate to 94 percent! I would have never thought this would have been possible but the results speak for themselves."

- Team Leader

Outcome

Within 30 days, the team designed a pilot that demonstrated:



Reducing operational expenses for a FTSE 100 Global Financial Services Business

Background

A speciality personal lines insurance company was having success in top line premium growth but was not competitive on expense ratio. Operating costs per policy were too high as compared to similar firms.

Objective

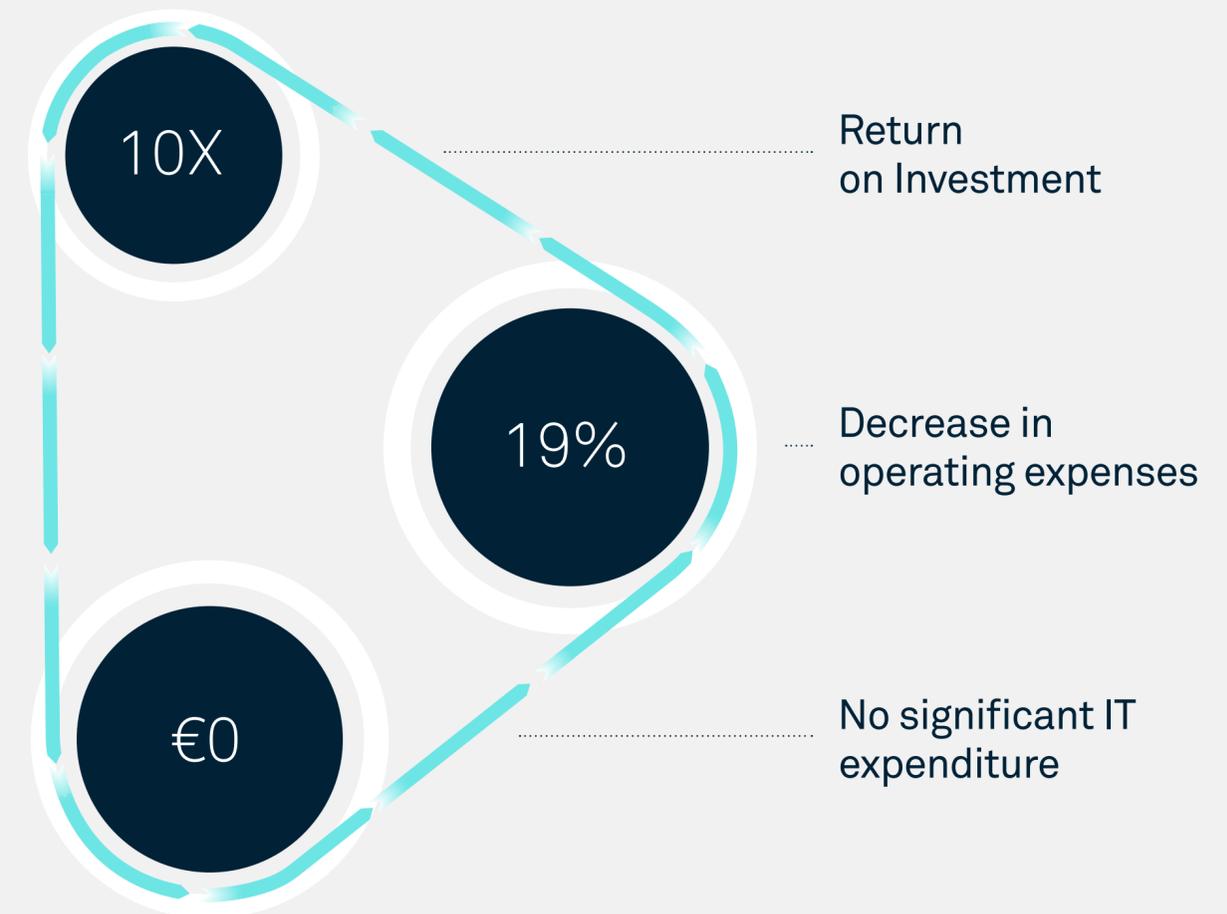
Grow the business by delivering market leading service while reducing operational expenses – without spending on new technology.

Client Feedback

“Brilliant. I support implementing everything in this pilot.”
- Head of UK Personal Lines

Outcome

Within 30 days, the team designed a pilot that demonstrated:



Transforming Product Development for a Global Consumer Products Company

Background

A global consumer products company struggled with its R&D function. There was a lack of customer focus, and non-standard processes slowed development and increased costs. Additionally, in a industry characterized by trends, the long product development cycle time caused forecasting issues, slow moving inventory and ultimately product destruction.

Objective

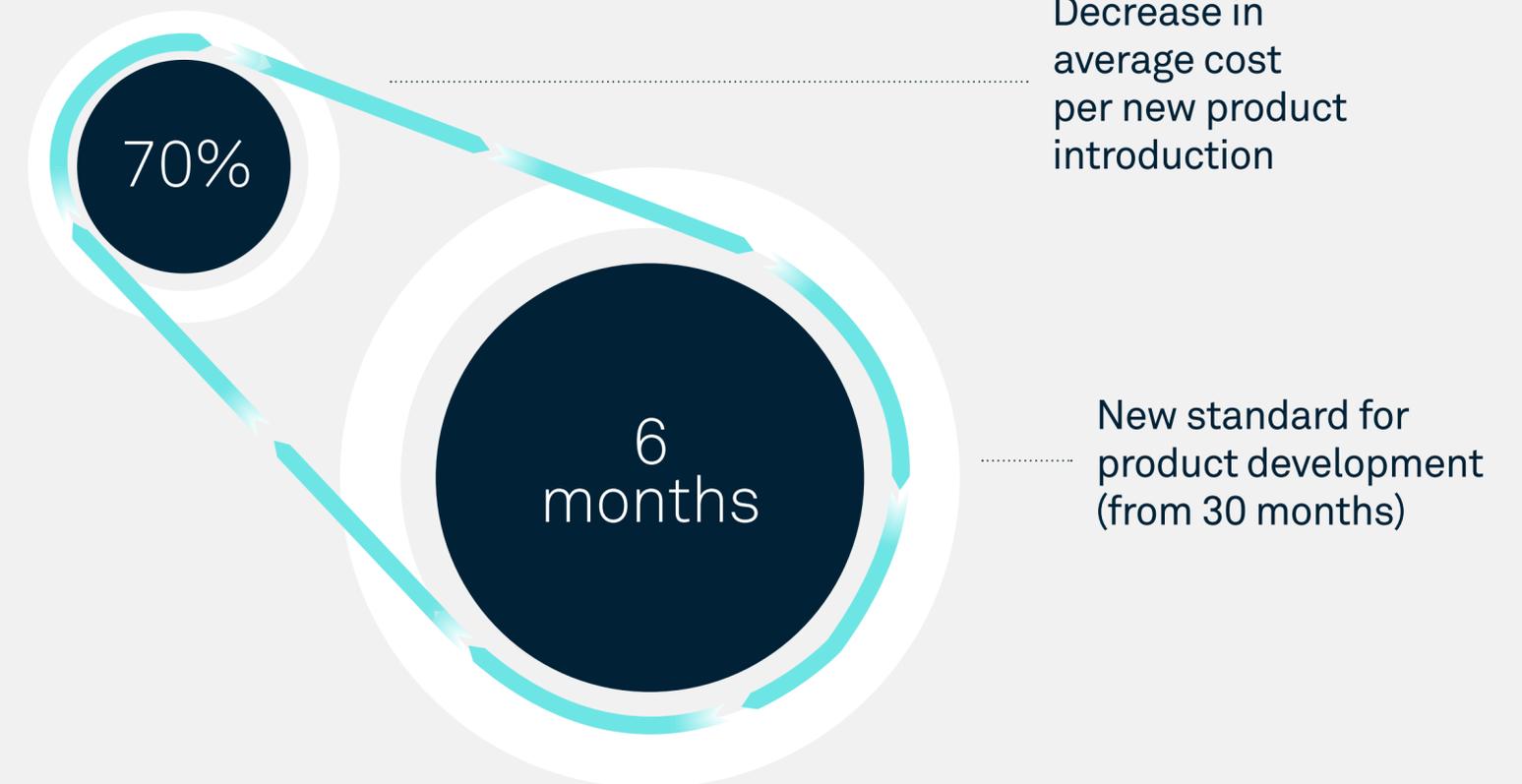
Reduce the time to develop new products from 30 months to 6 months.

Client Feedback

"Before The Performance Engine, we were optimizing within our current silos but never getting the step-change improvement we needed. The Performance Engine caused us to question everything, throw away our outdated ideas and really focus outwardly.... and we launched our pilot after just 14 days."
- EVP, Global Supply Chain

Outcome

Within 30 days, the team designed a pilot that demonstrated:



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Contact

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