

Dramatic Results in Healthcare

Organization	Results
One of the largest hospitals in the United States	\$2.9 Million saved in fleet maintenance with the transition to in-house preventative maintenance
3,000 bed medical facility	40% reduction in patient transport time across all areas within 6 months
Level One State Trauma Hospital	Reduced storage expense by \$600,000 using the 4 Disciplines of Execution as a project management tool
10th largest pharmaceutical company in the world	Implemented supplemental rebate reduction efforts and achieved \$570,000 in annual savings.
Mid-western State Hospital Unit	Increased Press Ganey patient satisfaction percentile from 20th to 76th
International Pharmaceutical Manufacturer	Identified and addressed product rebate saving issues generating \$6 Million in annual savings
Not-for-Profit healthcare network	Improved in-patient satisfaction from the 26 th percentile to the 76 th percentile within 4 months of implementing <i>The 4 Disciplines</i>
Metropolitan area hospital	52% reduction in peri-operative incidents
Large Pharmaceutical Company	Reduced quarterly product pricing implementation schedule from 15 to 8 days increasing sales by \$10 million annually
International provider of gelatin-based pharmaceutical products	Material losses were cut from € 1 million to € 350,000 within 2 years of executing the 4 Disciplines
100 Bed Medical Center	If the quarter ended today, we would be in the 95th percentile from the 14th percentile for All Press Ganey Hospitals. The process is working.
512 bed hospital serving 22 counties	173% increase in their Operating Margin
Internationally recognized teaching hospital	\$2.4 Million recovered in denied outlier claims

Business Execution

Executing on strategies that requires a change in human behavior is a leader's greatest challenge. The 4 Disciplines of Execution enables you to execute with extraordinary efficiency in the midst of a myriad of distractions.

The results you see here are a sampling of extraordinary performances from FranklinCovey Clients that have implemented the 4 Disciplines of Execution through the 4DX Manager Certification Process.

“Seventy percent of strategic failures are due to poor Execution ...it’s rarely for lack of smarts or vision.”

- Ram Charan
Execution: The Disciplines of Getting Things Done

“We must all inevitably suffer from one of two pains. Either the pain of discipline or the pain of regret.”

- Jim Rohn
Author

Solution

The 4 Disciplines of Execution: Manager Certification is not just for business strategy development, it gives an organization an operating system for executing on its highest priorities again and again. It enables leaders at all levels to create transparency, accountability and true employee engagement. But most importantly, it delivers results!

Execution is the most relevant business issue today...

The great organizations are able to actually execute and deliver strategies that produce world-class results. It is this ability to execute that separates the good from the great.

THE 4 DISCIPLINES PROGRAM IS A METHODOLOGY TO:

- ❖ Achieve world-class, consistent execution of critical goals.... every time.
- ❖ Increase morale significantly while increasing accountability.
- ❖ Develop your next generation of senior leaders.

Give you managers the knowledge and tools they need to execute on your top priorities.

For more information about FranklinCovey’s *The 4 Disciplines of Execution: Manager Certification*, contact your client partner or email 4disciplines@franklincovey.com to be put in touch with someone in your local area who can answer any questions.