

Spectacular Results

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.



The 4 Disciplines of Execution

Largest energy provider in Denmark	Improvement in EBIT of 2-4 million Danish Kroners (approximately US\$500,000 to \$1 million depending on the market prices of electricity at any given moment after six months of following the 4 Disciplines of Execution process to increase plant production.
6,000 person professional services firm	128% increase in offshore coding volume in 9 months
Mining company that produces 10% of Mexico's electricity	108 % Improvement in EBITDA / 21% increase in production / 70% reduction in accidents requiring medical attention
International Smelting Facility	86% production increase exceeding goal by 4,000 metric tons resulting in an additional \$8M increase in revenue
1,000 person heavy equipment manufacturing division	400% increase in EBITDA in one year
State Bureau of Investigations	Reduced the duration of time to process fingerprints for applicants from 12 to 2 days
3,000 bed medical facility	40% reduction in patient transport time across all areas within 6 months of using the 4 Disciplines of Execution
One of the world's largest grocery store chains	Increased customer engagement scores from 51% to 74% in 6 months in Southeastern Zone
Mid-western State Hospital Unit	Increased Press Ganey patient sat percentile from 20th to 60 th
Hotel chain with over 4,000 locations	Manhattan luxury property achieved their highest employee satisfaction in the history of the hotel within 8 months

70% of strategic failures are due to poor Execution ...it's rarely for lack of smarts or vision

- Ram Charan



200,000 employees Hi-Tech Manufacturing Firms	2 Global divisions of 10,000 employees each, have gone from red to black in less than one year
Largest Hotel in US (outside of Las Vegas)	21 point (50%) increase in guest satisfaction within 6 months
Not-for-Profit healthcare network	Improved in-patient satisfaction from the 26 th percentile to the 76 th percentile within 4 months of implementing the 4 Disciplines
One of the nation's largest conference hotels	73% reduction in guest reported problems
International Pharmaceutical Manufacturer	24% improvement in on-time delivery setting a new record for the manufacturer with the 4 Disciplines of Execution process.
State Human Resource Department	Received \$4 million benefit from reduction in food stamp error rate.
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 \$10M 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
State Department of Family & Children Services	60% reduction in recurrence of substantiated child maltreatment (across the entire state) in 8 months
One of the world's largest carpet manufacturers	50% reduction in six-sigma project completion time.
1,300 employee mail and package delivery public agency in the mid-west	25% reduction in overtime pay saving the division \$314,084 within 12 months.

Synthetic Materials Manufacturer	\$500,000 savings in production cost and a 90% reduction in customer complaints in 2 years.
State Department of Human Resources	\$1.5 Million dollar savings in annual automobile insurance premiums as a direct result of reduction in automobile accidents with state transport vehicles from 546 to 300 to 100 over 3 years
10th largest pharmaceutical company in the world	Implemented supplemental rebate reduction efforts and achieved \$570K in annual savings .
State Department of Corrections	\$60 Million savings in operating improvements
Global Power Producer	\$3 Million cost savings with High Horse Power (HHP) service division within 3 months due to the 4 Disciplines of Execution process
Multi-campus medical center	43% reduction in storage expense by digitizing and destroying 10,000 medical records
International Pharmaceutical Manufacturer	Identified and addressed product rebate saving issues generating \$6 Million in annual savings
Multi-state Electricity Provider	Cost of capital savings of approximately \$47 million over 3 years following the 4 Disciplines of Execution process
2,600 acre foliage and plant bedding business	Increase preventative maintenance from 50% to 92% creating a cost savings of over \$600,000 within 10 months
Cleaning products manufacturer	\$2.5M reduction in controllable cost to manufacture
100 Bed Medical Center	Increased patient satisfaction from the 14th to the 90th percentile placing the medical center in the 95th percentile for All Press Ganey Hospitals .

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

- Jim Rohn

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.



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!

Spectacular Results from *The 4 Disciplines of Execution*



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