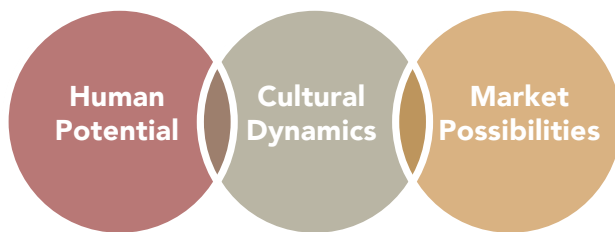




Unlimited Planning Process Program Design Sheets

**Improve performance. Reduce risk.
Increase certainty. You can count on it
with the Unlimited Planning Process.**

The Unlimited Planning Process (UPP) is a dynamic planning tool that assesses and analyzes your organization's operating system and its three performance zones. UPP Reports of Findings recommendations optimize your operating system, calibrate your performance zones and activate;



- ▀ the potential in people and assets
- ▀ the optimum performance conditions inside your organization
- ▀ new market and customer opportunities

because we know that when the three performance zones are calibrated your organization operates and delivers better results.

UPP Works For You

The Unlimited Planning Process works for you in three important ways:

1. UPP centers planning on your organization. UPP extracts intelligence from the experience and expertise of your employees and customers for a comprehensive assessment of the performance potential of your organization.
2. UPP works at the pace of your organization. By controlling the speed of data acquisition, you get the intelligence you need to optimize your organization's success, when you need it.
3. UPP gives you management control of planning. You decide the performance zones to be analyzed and you select the customers for participation in your planning. You ensure the focus of effort delivers the best return on your investment.

To help you determine the planning needs, pace and the process we have provided you a set of UPP Design Sheets. But first, some important information on how UPP works and what to expect from your own Unlimited Planning Process.



The UPP Overview

There are four components to UPP, each designed as independent units with a specific purpose or as a fully integrated planning process for a comprehensive analysis of your organization. Where you start and how many components you need for successful planning is determined by you. But remember, we are here to help you in creating your Unlimited Planning Process program, if you need assistance.

1. Frame – For Leadership and Management Teams

Reach strategic clarity by prototyping your future.
Collaborate with your leadership/management team in setting the future course of your organization with this dynamic planning component.

2. Discovery - For Leadership and Management Teams

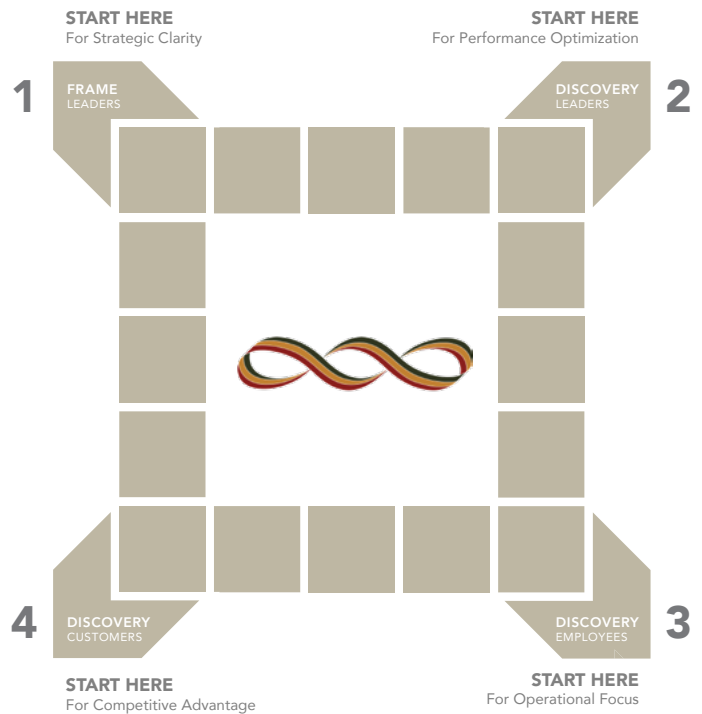
Determine your operational performance drivers.
Improve performance and de-risk your operations with this critical assessment of your organization's performance potential.

3. Discovery – For Employees

Become more efficient and effective.
Have both – efficient operations and effective employee performance with this employee-based evaluation of organizational performance potential.

4. Discovery – For Customers

Sharpen your competitive advantage.
Define your future success by need satisfaction with this customer-centric assessment of your organization's performance, products and services.



Design Your UPP Program Now

We offer three planning sheets to help you plan your own pursuit of unlimited performance:

UPP Performance Zone Analysis Sheet outlines what each of the four UPP components examine in your operating system's three performance zones, to help you focus in on your specific planning needs.

The UPP Component Planning Sheet details the key outcomes and benefits of each UPP component and we have provided some planning questions to help you shape your UPP program.

The UPP Investment Planning Sheet outlines your choices of program mode and presentation format and the details needed to provide you an accurate costing of your own UPP investment.

Complete and send us your UPP Design Sheets and we'll collaborate with you on a customized UPP program, including costs, that is right for your organization.





UPP Performance Zone Analysis Sheet

	HUMAN POTENTIAL	CULTURAL DYNAMICS	MARKET POSSIBILITIES	
FRAME for LEADERS	<ul style="list-style-type: none"> Future skill and talent needs Ideal working relationships Ideal work environment 	<ul style="list-style-type: none"> Desired culture Process improvements Desired values Optimum structure 	<ul style="list-style-type: none"> Future products and services Future market positioning Ideal customer and relationships Organizational performance assessment Future competitive threats 	
DISCOVERY for LEADERS	<p>Assessment of:</p> <ul style="list-style-type: none"> Talent Skills Contribution to success Potential for growth in capabilities 	<p>Assessment of:</p> <ul style="list-style-type: none"> Processes and systems Culture Work environment Internal relationships Work behaviours and attitudes Purpose and vision Communications 	<p>Assessment of:</p> <ul style="list-style-type: none"> Strengths and weaknesses Value of work Products/services Customer profiling and relationships Customer needs Buying journey Customer experience Capacity for growth and change 	
DISCOVERY for EMPLOYEES	<p>Assessment of:</p> <ul style="list-style-type: none"> Skill and talent Development needs Contribution to success Potential for growth in capabilities 	<p>Evaluation of:</p> <ul style="list-style-type: none"> Processes and systems Culture Work environment Internal relationships Work behaviours Purpose and vision Communications 	<p>Evaluation of:</p> <ul style="list-style-type: none"> Strengths and weaknesses Value of work Products/services Capacity for growth and change <i>Customer facing teams only</i> Customer profiling and relationships Customer needs Buying journey Customer experience 	
DISCOVERY for CUSTOMERS	<p>Evaluation of:</p> <ul style="list-style-type: none"> Role and responsibilities of key contacts Current and desired relationship 	<p>Evaluation of:</p> <ul style="list-style-type: none"> Reputation Product/service experience Potential for product/organization endorsement Communications Brand 	<p>Evaluation of:</p> <ul style="list-style-type: none"> Product/services Role in customers' success Sales process Product/service gaps and opportunities Buying journey Key competitors 	OVERALL SCORE
UNLIMITED SURVEY SCORE*				

*To help you assess the focus of effort for your UPP program take the [Unlimited Survey now](#).





UPP Component Planning Sheet

	KEY OUTCOMES	BENEFITS	PLANNING NOTES
FRAME for LEADERS Reach strategic clarity by prototyping your future	STRATEGIC FRAMEWORK <ul style="list-style-type: none"> ■ Purpose and Vision ■ Direction and goals ■ Optimum performance structure ■ Future positioning ■ Desired culture 	<ul style="list-style-type: none"> ■ Forum for important strategic conversations ■ Strategic framework for future success ■ Energizes the leadership team 	What questions do we need answered?
DISCOVERY for LEADERS Determine your operational performance drivers	OPERATIONS FRAMEWORK <ul style="list-style-type: none"> ■ Performance drivers ■ Process and systems gap analysis ■ Quantitative cultural heatmap ■ Product/Service/Experience analysis ■ Upskilling forecast 	<ul style="list-style-type: none"> ■ Defined performance improvement opportunities ■ Framework to de-risk operations ■ Product/service solutions 	What issues must be resolved?
DISCOVERY for EMPLOYEES Become more efficient and effective	PERFORMANCE OPTIMIZATION <ul style="list-style-type: none"> ■ Process optimization ■ Cultural barometer measurements ■ Talent forecast ■ Product/Service/Experience analysis 	<ul style="list-style-type: none"> ■ Employee-based performance solutions ■ Better employee engagement ■ Talent development opportunities 	How are we defining success?
DISCOVERY for CUSTOMERS Sharpen your competitive advantage	MARKET OPPORTUNITIES <ul style="list-style-type: none"> ■ Needs and expectations forecast ■ Product/Service/Experience guidance ■ Competitive advantage fortification ■ Sales process gaps ■ Relationship optimization 	<ul style="list-style-type: none"> ■ Clarity of needs/expectations for product/service innovation ■ Defined selling opportunities ■ Relationship improvement opportunities 	





UPP Investment Planning Sheet

Each of the four components of UPP are designed as independent units or as a fully integrated planning process that will improve your performance.

Each UPP component has two process modes; a self-directed mode and our core SIG-facilitated mode. The two modes offered provide distinct benefits to better meet your planning needs.

SELF-DIRECTED	SIG-FACILITATED
<ul style="list-style-type: none"> ↳ Completed over a pre-determined time period for quality responses ↳ Limited logistics and team meeting planning required ↳ Cost - efficient 	<ul style="list-style-type: none"> ↳ Completed in one facilitated, team session ↳ Sessions can become a forum for healthy debate on issues and opportunities ↳ Time efficient <p><i>*for Customer Discovery the session is done in individual interview format</i></p>

Each UPP component has, as part of its deliverables package;

- ↳ A full analysis of the results by SIG
- ↳ A Report of Findings filled with insights and recommendations on improving performance
- ↳ A presentation of the Report of Findings including questions and exercises designed to motivate action on performance improvement, in your choice of format – online or in-person

Component modes and presentation formats can be mixed to best meet your needs. Design the program, mode and presentation format that meets your needs below.

	PROCESS MODE		PRESENTATION FORMAT	
	SELF-DIRECTED	SIG-FACILITATED	ON-LINE	IN-PERSON
FRAME for LEADERS				
DISCOVERY for LEADERS				
DISCOVERY for EMPLOYEES				
DISCOVERY for CUSTOMERS				





4 Easy Steps To Unlimited

1. Choose your UPP components

Not sure where to start? Review the Spec and Planning Sheets and contact us for a short, no-obligation discussion. We can help you assess where best to start and how to reach Unlimited, efficiently and effectively.

2. Choose your program mode and presentation format

We offer self-directed and our core SIG-facilitated program mode. In the self-directed mode each participant completes a supplied guidebook over a pre-determined time period. In the SIG-facilitated mode guidebooks are completed in one session at your location. Discovery for Employees may require multiple sessions. Discovery for Customers is completed, survey-style, in individual phone interviews.

We offer a choice of an online or in-person collaborative presentation of your Report of Findings. Both formats include facilitated exercises and questions designed to motivate action.

3. Submit your choices and details

Determine what modes and formats work best and provide some details about your organization for an investment estimate of your UPP program.

4. Set your pre-program discussion

We collaborate on objectives and benchmarks for your program, ensuring you get the maximum potential from your UPP program.



Strategic Initiatives Group

Contact

info@sigunlimited.com

To help us prepare for a no-obligation meeting and an UPP quote for you please make your choices, provide the following information, and then email the Design Sheet Package to: info@sigunlimited.com, with the heading "UPP Request".

Number Of Leaders/Managers	
Number of employees We recommend at least 75% participation	
Number of Customers We recommend a representative sample of the customer base	
LOCATION(S)	
e-mail Address:	

GDRP Agreement: I consent to having SIG store my submitted information so they can respond to my inquiry.

