

# THE 4 DISCIPLINES of Execution™



ACHIEVING ORGANIZATIONAL GREATNESS THROUGH FOCUSED EXECUTION.

## Breakthrough Results with *The 4 Disciplines of Execution*

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

—Ram Charan

*Execution: The Discipline of Getting Things Done*

### 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.

### Productivity Results

ORGANIZATION	RESULTS
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 month of implementation).
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 \$8 million 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.
Fast growing call center software company	60% growth in new client acquisitions.
International chemical and compound manufacturer	Grew volume 42% with increase of EBIT to 11%.
512 bed hospital serving 22 counties	173% increase in their Operating Margin.
Global company employing 70,000+ employees	42% improvement in operational performance of Key Service areas within the ETS Technology organization.

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.

## Cost Savings

ORGANIZATION	RESULTS
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 \$10 million annually.
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 \$570,000 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.
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.
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.

## Employee Engagement or Customer Service

ORGANIZATION	RESULTS
Cleaning products manufacturer	\$2.5 million reduction in controllable cost to manufacture.
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 60th.
Hotel chain with over 4,000 locations	Manhattan luxury property achieved their highest employee satisfaction in the history of the hotel within 8 months.
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 U.S.A. (outside of Las Vegas, Nevada)	21 point (50%) increase in guest satisfaction within 6 months.
Not-for-profit healthcare network	Improved in-patient satisfaction from the 26th percentile to the 76th percentile within 4 months.
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.

### Execution is the most relevant business issue today...

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!

## Give your 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](mailto:4disciplines@franklincovey.com) to be put in touch with someone in your local area who can answer any questions.