

## Getting Real Performance Improvement

The following are actual results from 16 frontline people. They selected workplace problems and identified solutions based on simple root cause improvement methodologies.

| <b>Team</b>  | <b>\$ Cost</b>   | <b>\$ Benefit (annualised)</b>                    |
|--------------|------------------|---|
| 1            | 77,000           | 121,680   |
| 2            | 700              | 20,540  |
| 3            | 0                | 6,600   |
| 4            | 2,175            | 12,524  |
| 5            | 32,810           | 51,975  |
| 6            | 1,400            | 208,208   |
| 7            | 43,000           | 89,000 Opportunity \$980,000 inc sales            |
| 8            | 62,742           | 304,646   |
| 9            | 0                | 10,000 Opportunity \$100,000 in Vic               |
| 10           | 48,875           | 74,995  |
| <b>Total</b> | <b>\$268,702</b> | <b>\$900,168 Opportunity benefits \$1,080,000</b> |

**This includes costed people time - 'change and training'**

The key is that all of the solutions were implemented within three months and implementation had started within the seven weeks of the tuition, some completed in that time.

The Intellog method engages many people in an organisation in learning to make a difference, by improving their workplace and the business, culminating in the transition to a continuous improvement culture.

Add to the dollars saved, the reduced waste of people's time and the released improved capacity to deliver better customer service – the performance improvement multiplier.

The process achieves rapid engagement of up to 32 people across an organisation in implementing continuous improvement (CI).

- ü Improvements are achieved within seven weeks of starting – “learning while doing”
- ü Many people are coached in CI and learn to identify and solve problems and issues
- ü It provides simple and effective tools for people to improve their workplace and the business
- ü Participants spend only three hours a week in CI sessions
- ü It's not a major intervention and can be used in all facets of a business
- ü Eight to 12 “coaches” learn how to continue the program and support the CI activity
- ü Two specially skilled internal instructors deliver the next group, supported and mentored by Intellog, emphasising “learning by doing”
- ü It is self-funding because the improvements are the outcomes of the guidance

**If you want a business improvement program that:**

- ∅ **Engages many of your team in delivering improvements quickly**
- ∅ **Causes little disruption to normal daily activity**
- ∅ **Is based on instruction and education methodology necessary for sustainable continuous improvement, then**

**Andrew Stewart and Bernie Kelly are available to expand on the Intelog approach and provide answers to any questions you may have.**



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