

## **The PiT-Stop Value Proposition**

[www.pit-stop24.com](http://www.pit-stop24.com)

### **What is PiT-Stop?**

An innovative idea generation methodology for problem finding, structuring and solving in teams

- problem finding ( through facilitated interviews at the place of work )
- problem structuring ( both visual display and electronic database )
- problem solving ( locally trained facilitators conduct 1-hr sessions )

### **The Purpose**

A bottom-up approach that utilizes the knowledge that resides in the heads of your employees about your strategies, processes, work flows, methods, procedures, internal and external clients to improve core business efficiencies and provide cost savings.

### **The Lean Imperative (Global Best Practices)**

Lean = Kaizen! The systematic identification and elimination of non-value-adding activities through the ideas of our employees! Simply said: Efficiency = doing things right. Effectiveness = doing right things. Employees can easily identify this wasted potential and be engaged to eliminate the wrong things.

### **Employee Engagement**

A measure of how positively employees feel and speak about their employer, how likely they are to stay, achieve high morale, provide excellent customer service and how committed they are to go "above and beyond" to help achieve business objectives. Pit-Stop demonstrates the proven ability to extract this discretionary effort. The organization wins corporate health (productivity, cost savings, hard ROI) and the employee wins personal health, recognition, being listened to and being engaged.

### **Pit-Stop Deliverables**

In a nutshell, the 3 definable PiT-Stop products that can get plugged and played immediately and are the full ownership of the client organization:

- 1/ the on-site trained and certified idea champions (your employees as facilitators) that worked diligently with us. They have hands-on exposure to real bottom-line skills that can be repeatedly used, namely problem finding, problem structuring and problem solving.
- 2/ the populated performance and results database that serves as an excellent controlling instrument for both effective coaching and implementation of cost savings.
- 3/ bottom-up ideas from all employees with savings potential of over \$100,000 per interview day.

### **The Model**

We train and certify your local facilitators to conduct 20 minute face-to-face interviews directly at the workplace. On average 3 problems/ideas are generated within this timeframe from every person. Up to 100 employees can be interviewed daily using 5 to 10 2-person interview teams. The problems and ideas are clustered and structured and then 20% are immediately addressed in parallel conducted one-hour problem solving sessions. All within a week!

### **The History**

If we look back at the history of employee engagement, there is a common thread running through almost all organizations. 70% of employees do not actively contribute their ideas to established continuous improvement systems, irrespective of how they are designed. For this reason Innovation Transfer has developed an employee interview-based methodology to engage all employees. Rather than the onus being on employees to get involved, problems and ideas are actively solicited at the place of work ... Go to Gemba. That is to say, doing it 180 degrees differently.

### **The Promise**

For organizations with financial deliverables our guaranteed cost savings potential from this workshop are in the range of 100K - 200K in local currency per interview day through your trained facilitators. We also guarantee increased employee engagement and measurable improvement in 'soft facts': areas of motivation, recognition, team competency and coaching.