

## What is PiT-Stop™?

PiT-Stop™ stands for **Problem finding and problem solving In Teams**. It's 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)

## What is FuseTalk™?

FuseTalk Inc. developed the FuseDiligence product - a web based software platform that dramatically leverages the ability for individuals, teams and communities to drive substantial business improvement through collaborative discussion, assessment, score-carding, and polls that are tied to action and budgets.

## What is the value proposition?

FuseDiligence™ provides a perfect environment to help manage the PiT-Stop methodology going forward. PiT-Stop™ driven by the FuseDiligence™ platform allows organizations to carry forward the initial PiT-Stop™ experience to harness and monitor ideas and innovation on an on-going basis. It facilitates bringing together the input from individuals absent from the initial face-to-face interviews and also from remote locations or branches. It helps ensure that organizations achieve the substantial improvement in operating, tactical and strategic ways that the initial PiT-Stop exercise reveals. The PiT-Stop™ process combined with FuseDiligence™ provides a whopping ROI in the short term, medium term and long term. We guarantee it!

## The Experience

A bottom-up PiT-Stop™ approach 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.

## Who's it for?

It depends upon your objectives but, ultimately, PiT-Stop driven by FuseDiligence is for any organization that wants to establish collaborative tools to help manage the process begun by the PiT-Stop intervention.

## What does it do?

Employee engagement is 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™ combined with FuseDiligence™ provides a vehicle that enables organizations to easily capture ideas and engage employees on an on-going basis. Optionally, it can provide a way for PiT-Stop experts to monitor your progress and coach or mentor your internal idea management resources. Ultimately, better follow through with a PiT-Stop™ initiative helps to ensure improved decision making, operational effectiveness, and an improved bottom line.

Three definable PiT-Stop™ delivered products that can be plugged and played immediately, and which are fully owned by the client organization, are:

1. The on-site trained and certified idea champions (your employees as facilitators that worked 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 a controlling instrument for both effective coaching and implementation of cost savings. Supporting tools to help manage the process going forward include:
  - 2.1 Excel spreadsheets,
  - 2.2 FuseDiligence™ collaboration application (optional additional cost) - a web based application that helps collect, organize, and manage the information. It also provides a vehicle for coaching the internal idea management personnel that we train during the initial PiT-Stop sessions. Our FuseDiligence-based "Coaching" service establishes a measure of accountability and discipline, and provides an easy way to communicate and collaborate with our PiT-Stop experts who are familiar with your situation and environment. It can maximize the achievement of successful outcomes.
3. Bottom-up ideas from all employees with savings potential of over \$100,000 per interview day.

For organizations with financial deliverables, our guaranteed cost savings potential from a PiT-Stop™ 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.

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