



MAKING A CHAMPION

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Like a great franchise quarterback

The Champion(s) will elevate the performance of each team member,

coach, inspire and deliver a deep level of results

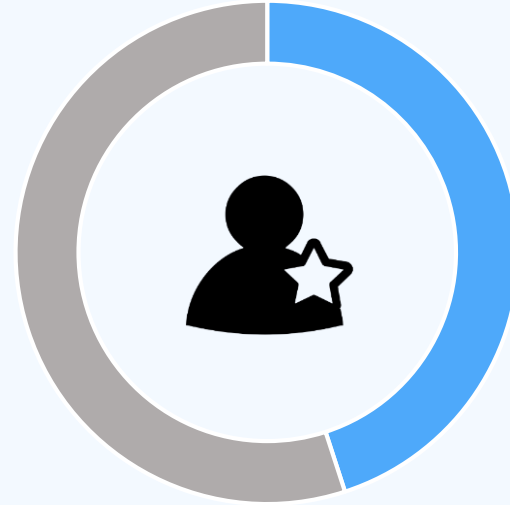
and create a new identity for the team as the heart of the organization



2 KEYS TO SUCCESS



**ALL-IN
MANAGEMENT**



**EMPOWERED
CHAMPION**

ALL-IN MANAGEMENT IMPACT

OPERATIONAL
SOFTWARE

or

PROFIT
ACCELERATOR



EMPOWERED CHAMPION



WORLD CLASS REPLENISHMENT

FINANCE

COMMUNICATION

ANALYTICS

TEAM DEVELOPMENT

TEAM EXECUTION

CHAMPION

HIRING EXCELLENCE

THE CHAMPION POSITION

ALL-STAR ANALYST

Lead first by performing at a high level. Follow the formula for success and continually refine.

COACH, TEAM LEADER

Analysts should be inspired and comfortable to pull their chair to you with a desire to perform at your level



RESULTS

FINANCIALLY SAVVY

Align your inventory goals with the company's goals and perform and measure as an inventory investor. Rethink all KPIs and traditional goals.

BRIDGE BUILDER

A heads-down strong performer is not enough for this role. The champion needs to be motivated to build relationships across the organization and beyond.

CHAMPION POSITIONING

MANAGEMENT
TEAM



INVENTORY
TEAM

CHAMPION POSITIONING

TO MANAGEMENT TEAM:

Quarterback
Consultant
Key to Success
Eyes & Ears
Team Leader
Program Leader
Sidekick



TO INVENTORY TEAM:

Ambassador
Coach / Mentor
Lifeline
Diplomat
Toughest Critic
Biggest Supporter
Leader

RESPECT



INFLUENCE



RESULTS

CHAMPION'S FOCUS

ANALYST

Set the pace

- Replenishment results
- Strong, smart Setup
- Innovative analytics
- New tools & resources
- Always learning

COACH

Raise everyone's game

- Chairside guidance
- Approachable listener
- Period-end meetings
- Education Sessions
- Strengths-Based Development

FINANCE

Focus on results

- Laser focused on results
- Industry leading service
- Margin expansion
- Deal & Rebate growth
- Inventory expense control

PARTNER

Reach out!

- Establish key partnerships
- Inside & outside
- Communication strategy
- Educate the organization
- Collaborative Analytics


CHAMPION'S CAMP

A three day **intensive** development opportunity

Perform data **discovery**, Stand and **teach**, Provide peer **guidance**

Approach **mastery** of inventory, analytics & people

Build, present & refine your unique 12-month plan that will deliver **results**



4 MASTERFUL DAYS

1

INTRODUCE &
SET GOALS

LEARN!
INVENTORY
COMPONENTS MASTERY

ANALYTICS!
SHOP FLOOR DISCOVERY,
BUILD.

TEAM ASSIGNMENTS

2

PEOPLE
YOU, YOUR
ENVIRONMENT, LEADERS

FINANCE
INCOME STATEMENT
CASE STUDIES

TEAM WORKSHOP
PREPARE 4 TEACHING

TEAM TEACHING

3

12 MONTH GAME PLAN
TEMPLATE

DISCOVERY
YOUR UNTAPPED RESULTS
POTENTIAL

COMPONENT PLAN!
BUILD YOUR CUSTOM
CATALYST-JOURNEY

TEAM MENTORING
REVIEW & ENHANCE
TEAM MATES PLANS

4

GAME PLAN WORKSHOP
w/CATALYST COACHING

PRESENT YOUR PLAN
RECEIVE FEEDBACK &
ENHANCE

RETURN HOME
PRESENT PLAN, SECURE
BUY-IN, EXECUTE!

...INVEST THE RESULTS

CHAMPION'S & INVENTORY LEADERS CAMP



Solution Development Plan

Navigation & Learner's Permit

I. FOUNDATIONS

INTRODUCTION, SYSTEM EXPLORATION

II. CORE EXECUTION

SET-UP & DAILY REPLENISHMENT

Driver's License

III. ADVANCED

FULL UNDERSTANDING, IN CONTROL

Mechanic's License

IV. MASTERS

DISCOVER, ANALYZE & REFINE

Teaching License

V. CHAMPIONS

SET STRATEGY – TEACH & GUIDE TO RESULTS

Be a Great Teacher



I. The Goal / Importance / Benefit

The inspiration needed to encourage learning

II. Philosophy / Agreeable Method

- First understand the method to the task
- Put the student back in the development thought process

III. Mechanics / Functions

- Screen flow, tools and navigation
- The nuts and bolts

IV. How To Manage

- How to execute the real life task
- Train to the job/task, not the system

V. Supporting Examples

- Industry specific examples from over 800 implementations
- Outside the box applications to challenge top use

VI. Pitfalls to Avoid

- Traps to avoid based on our extensive experience
- Communication to provide to suppliers to avoid pitfalls

VII. Feedback available for Improvement

- Tools and methods for ongoing improvement

INVENTORY ANALYTICS



ANALYTICS

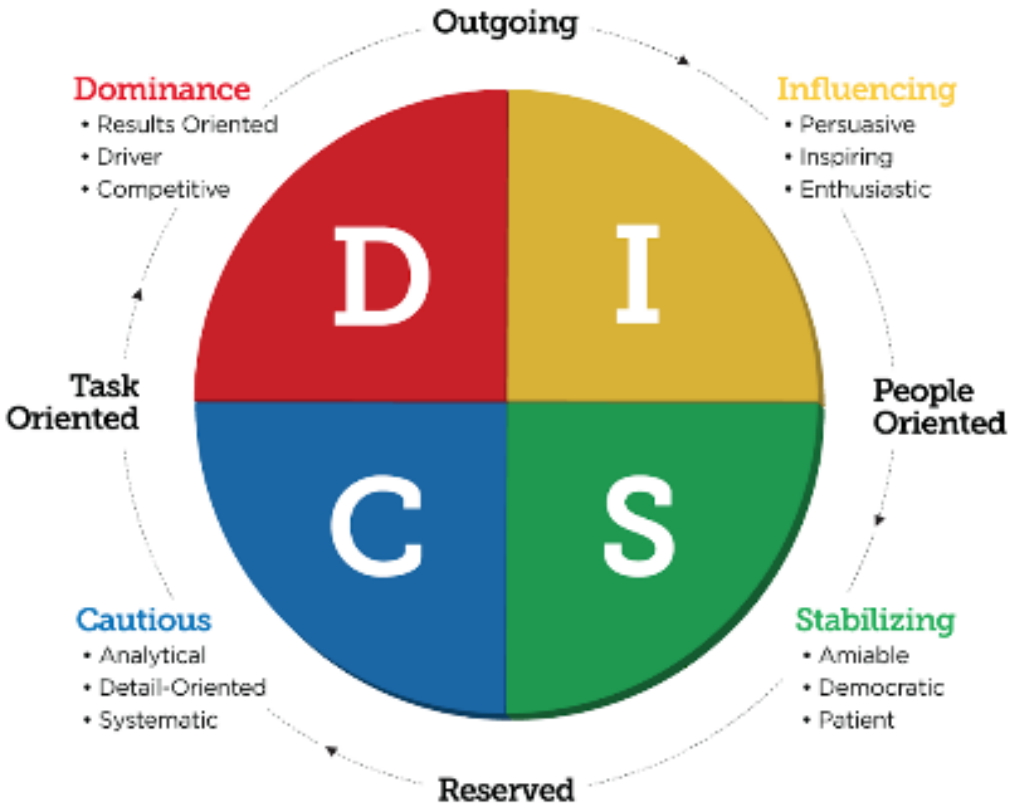
DATA TO STORIES TO ACTION TO RESULTS

CREATE A FINANCIAL FOCUS

Return on Inventory Investment



PREFER NEW, PROJECTS



PREFER TASKS,
SINGULAR

RELATIONSHIPS,
TEAMS

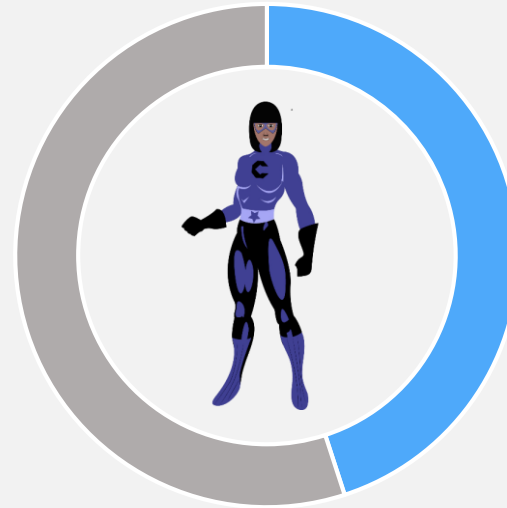
PREFER CONSISTENCY

TEAM IDENTITY



FROM
THE HIDDEN CORNER

...TO THE CENTER



An overhead view of three business professionals in an office setting. A woman on the left is looking at a laptop. A man in the center is looking down at a document. A woman on the right is writing on a document. The scene is overlaid with a semi-transparent blue banner containing the text 'MAKING A CHAMPION'.

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