



From first meeting to completed project...

Better Faster Process Change

ActionMap is an online interaction tool that delivers

better faster process change

with customers, partners and colleagues

in a wide range of uses, including:

Engagement and Discovery

Improvement and Re-Design

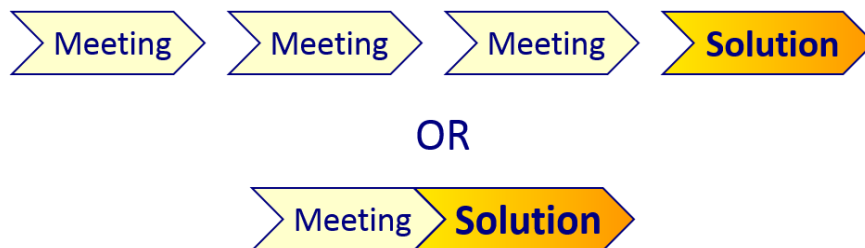
Planning and Development

Staffing and Training

Better Faster Interaction

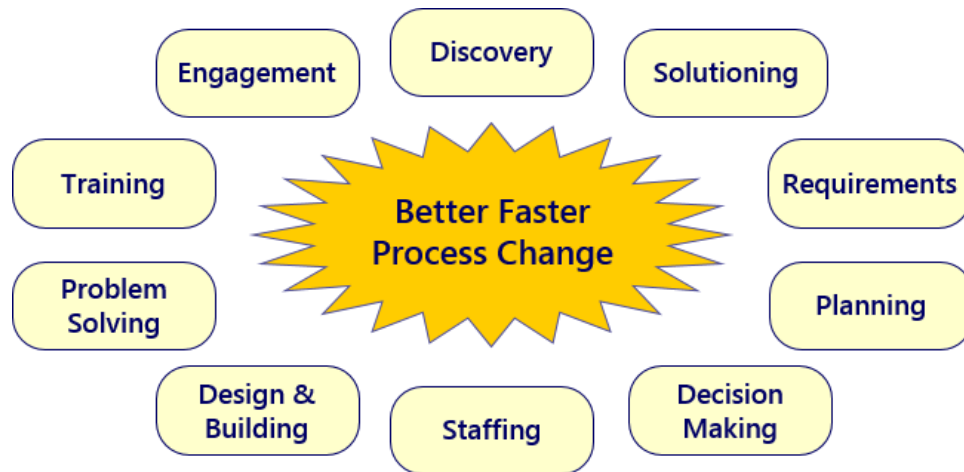
means

Better Faster Action



ActionMap's goal is to produce

**Results in hours and days
instead of weeks and months™**



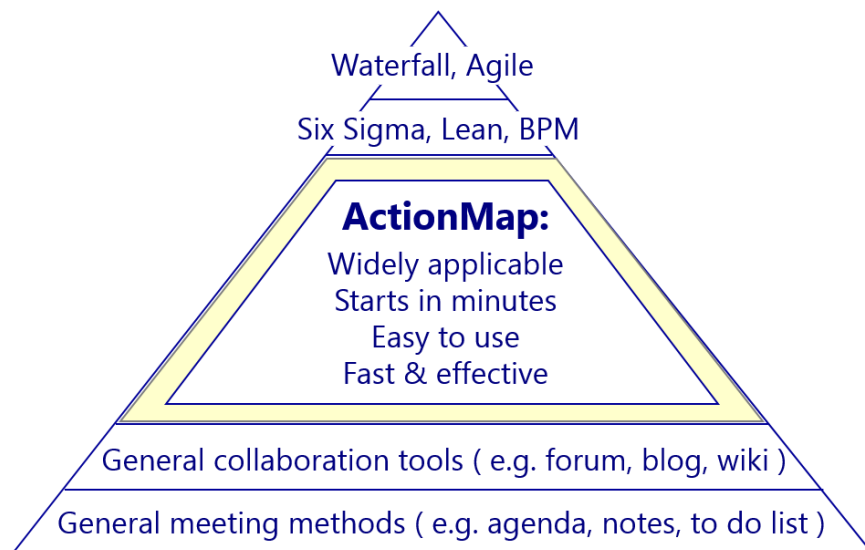
What's the pain point?

Process change is hard, and the available tools are either too complicated or not effective



ActionMap fills the gap

between easy and not effective and
effective and too complex

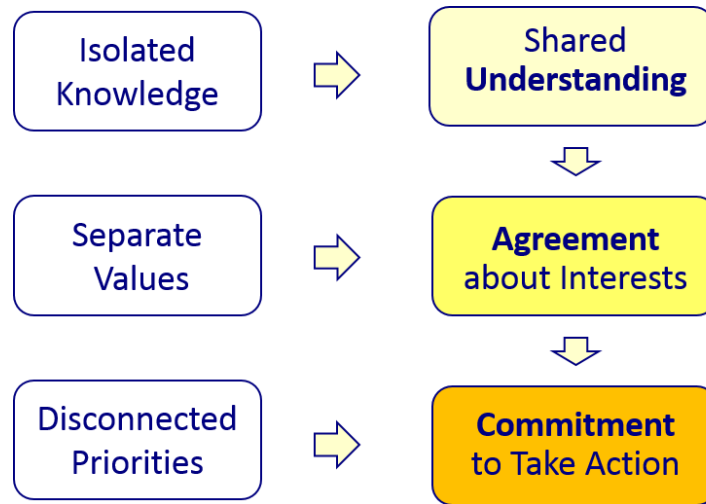


**ActionMap is based on a set of procedures and formats
that have been proven in *hundreds of engagements*
with companies including HP, Chevron, ConAgra and PG&E**



**The key results in process change
are understanding, agreement and
commitment to take action.**

Without these results there is no action



***ActionMap focuses on producing these results
as quickly and effectively as possible***



**ActionMap can be used
in a broad range of activities**

Business Process Change

- Vision and strategy
- Reengineering
- Redesign
- Process improvement

Complex Sales

- Sales planning
- Capturing interests
- Building trust
- Solutions design
- Competitive analysis
- Pre-sales support

CRM & Product Management

- Customer problem solving
- Customer behavior analysis
- New feature simulation
- Product feedback

Software Development

- Business analysis
- Requirements capture
- Work breakdown structure
- Project launch & review
- Technical problem solving

HR

- Recruiting & staffing
- Training & team building
- Performance management

Methods Support

- BPM
- Quality Assurance
- Risk analysis & compliance
- Negotiation and mediation

**In which of these areas
would you like to see improvement?**



The bottom line is

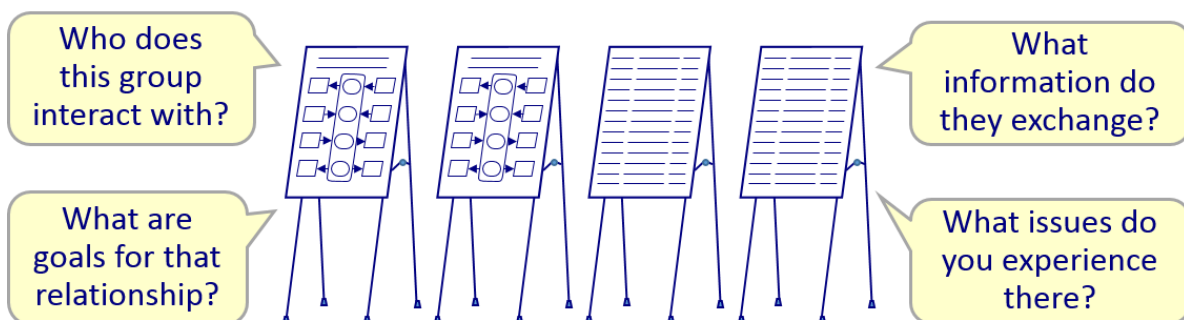
**ActionMap delivers
an overall increased capability
for better faster process change**

which means

Improved performance across the board



**The ActionMap Toolkit method started
with in-person meetings that captured information on flipcharts.
The method evolved to ask questions and record answers in specific
ways
while guiding the session through a simplified development cycle**





**ActionMap software moves the flipchart meetings online.
Instead of using flipcharts the software provides a single web page
with a simple format and familiar controls**

