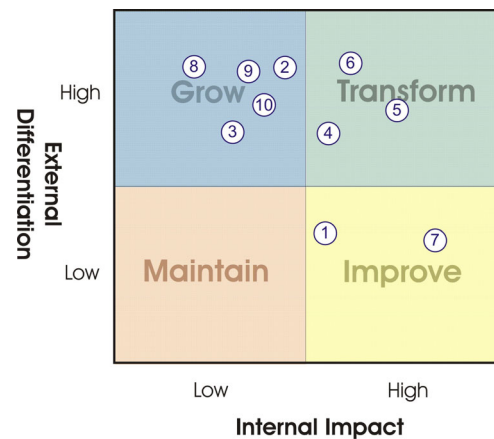


## Project Snap-Shots

The Mechanism™ represents the context of thinking, innovation, governance and change across the key domains of business processes, organization and applications and technology. It is a virtual device designed to **rapidly accelerate the attainment of desired business goals and the realization of noteworthy business performance**. Following are ten project snap-shots that illustrate the application and versatility of The Mechanism™.

1. McDonald's Corporation	Ensure the effective deployment of IT resources and assets to enable the envisioned-state customer experience.
2. Calyon Financial	Define an IT strategy and organization to enhance effectiveness and alignment to the business.
3. Sammons Financial	Increase top-line revenue growth through innovations to agent performance.
4. Federal Signal	Implemented the process, organization and technology needed to foster and accelerate break-through product innovation.
5. Travelport	Calibrated business vision and strategies for the America's market and reinvented critical operations to yield material improvements in operating performance.
6. Lawson Products	Improved revenue and profit through effective market segmentation and channel strategies as well as operating improvements.
7. Boeing	Optimize the portfolio of IT-centric initiatives (e.g., accelerate, combine suspend or eliminate) to best support and enable the employee experience.
8. Netigy	Improve the competitive, operating and financial performance the company's Central Region.
9. Tenneco Packaging	Develop and implement innovative actions and change to stimulate the sales and revenue growth of the Agricultural Products Division.
10. Advocate Healthcare	Uncover and explore alternatives to generate and close a projected gap in investment capital for the hospital system.



### The Mechanism™ is:

- Universally applicable to any industry, business, challenge and opportunity.
- Completely scalable to be used by an individual, a team or an entire organization.
- An 'autopilot' that reliably focuses and aligns the assets and resources to the mission-critical priorities of the enterprise.
- The catalyst that unleashes the inherent but often concealed potential of an organization to generate break-through innovation.
- A framework that embodies: (1) performance management, (2) innovative thinking, (3) portfolio and (4) change management.