

# FOUR POINT LESSONS:

#1

## The Enterprise Excellence Model

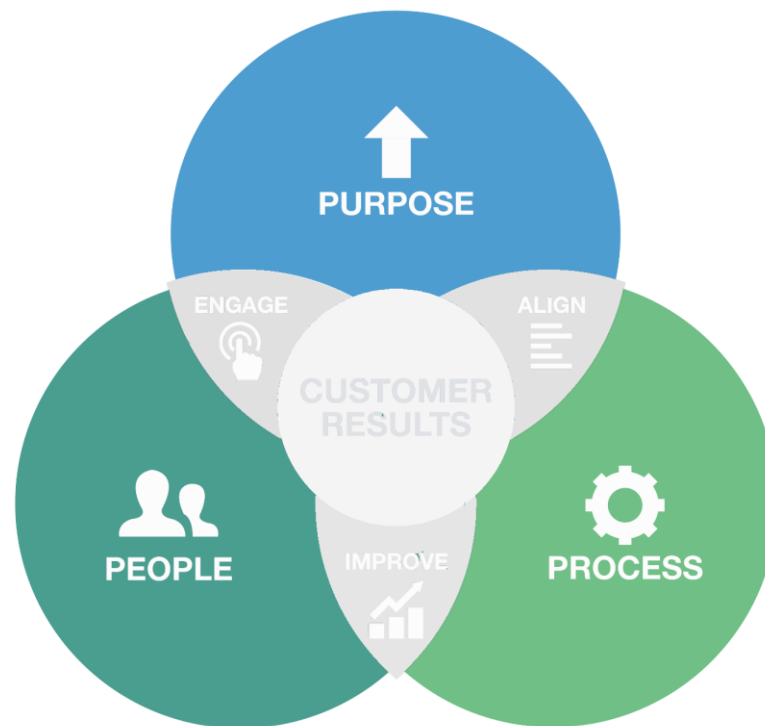


The S A Partners Enterprise Excellence Model<sup>®</sup>



#1

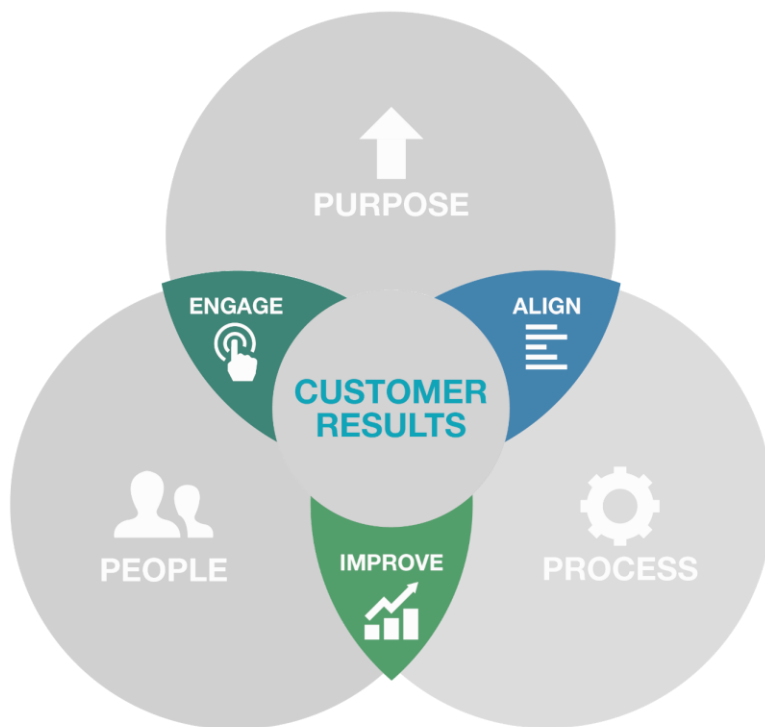
# Balance your efforts



The S A Partners Enterprise Excellence Model ®

In order to achieve sustainable results, we need to balance our efforts between aligning our processes and engaging our people.

Too many organisations spend way too much time driving process conformance, and nowhere near enough time working with their people.



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Most organisations have well defined processes, a strategy and some form of people management system.

Great organisations focus on how these interact with each other, and how more importantly, they deliver what their customers need.

#2  
Focus on the  
Intersects

# #3 Improvement three ways

Improvement can happen when buzzers, alarms, targets and measures tell us to fix things.

We can design an improvement system and mandate our people to follow it (process driven);

But how about we engage and enthuse our people so that they come up with great ways of improving what they do unprompted (people driven).



# #4 Slaves to the process



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Organisations often approach what they do by taking what they did last year and improving it by 5% thereby capping potential improvement.

Sustainable success is achieved by: building the organisation around the needs of the customer;  
Developing a sustainable purpose; aligning its processes and engaging its people to continually improve what they do.





## About S A Partners

For over 30 years S A Partners has supported companies develop their continuous improvement capability through a combination of systems excellence consulting and bespoke leadership and CI training programmes.

SA Partners is widely recognized for their exceptional people and behavioural based solutions that deliver sustainable results, productivity improvements, and employee engagement.

## Contact our team

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