PROGRESS MAKER®

The platform for tool-based implementation
and progress management

www.progressmaker.io

ENTERPRISE PROGRESS MANAGEMENT®

Implement topics faster and more successfully

Stop Starting - Start Finishing

„The ProgressMaker® is to us
the single source of truth for
the strategy implementation."

Bernhard Osburg, CEO thyssenkrupp Steel Europe AG

thyssenkrupp

"When it comes to poor implementation, Matthias Kolbusa puts his finger in the wound. His 'recipes' are sometimes inconvenient, but always effective."

Richard Lutz,
CEO,
Deutsche Bahn AG

DB

"The ProgressMaker® approach consistently moves the entire team into a stronger results and progress orientation."

Prof. Dr. Carsten Intra,
Chairman of the Board of Directors,
Volkswagen Nutzfahrzeuge

VW

"The implementation philosophy of the ProgressMaker® has convinced us. The focus on results and implementation performance is noticeably increasing."

Udo Wilcsek,
Member of the Board of Directors,
ALH Gruppe

ALTE LEIPZIGER

"The ProgressMaker® is arguably the best tool currently for managing complex transformations based on OKR and turning dependencies between projects into synergies.
Not only the individual project, but the positive interaction with each other, makes the difference."

Dr.-Ing. Carsten Sürig,
Managing Director (CFO & CPO),
Techem GmbH

techem

"Real competitive differentiation in transformation strategies is created by jointly supported approaches and attitudes, which are characterized by high standards.
Kolbusa urges management teams to step out of the comfort zone; not always pleasant, but very effective."
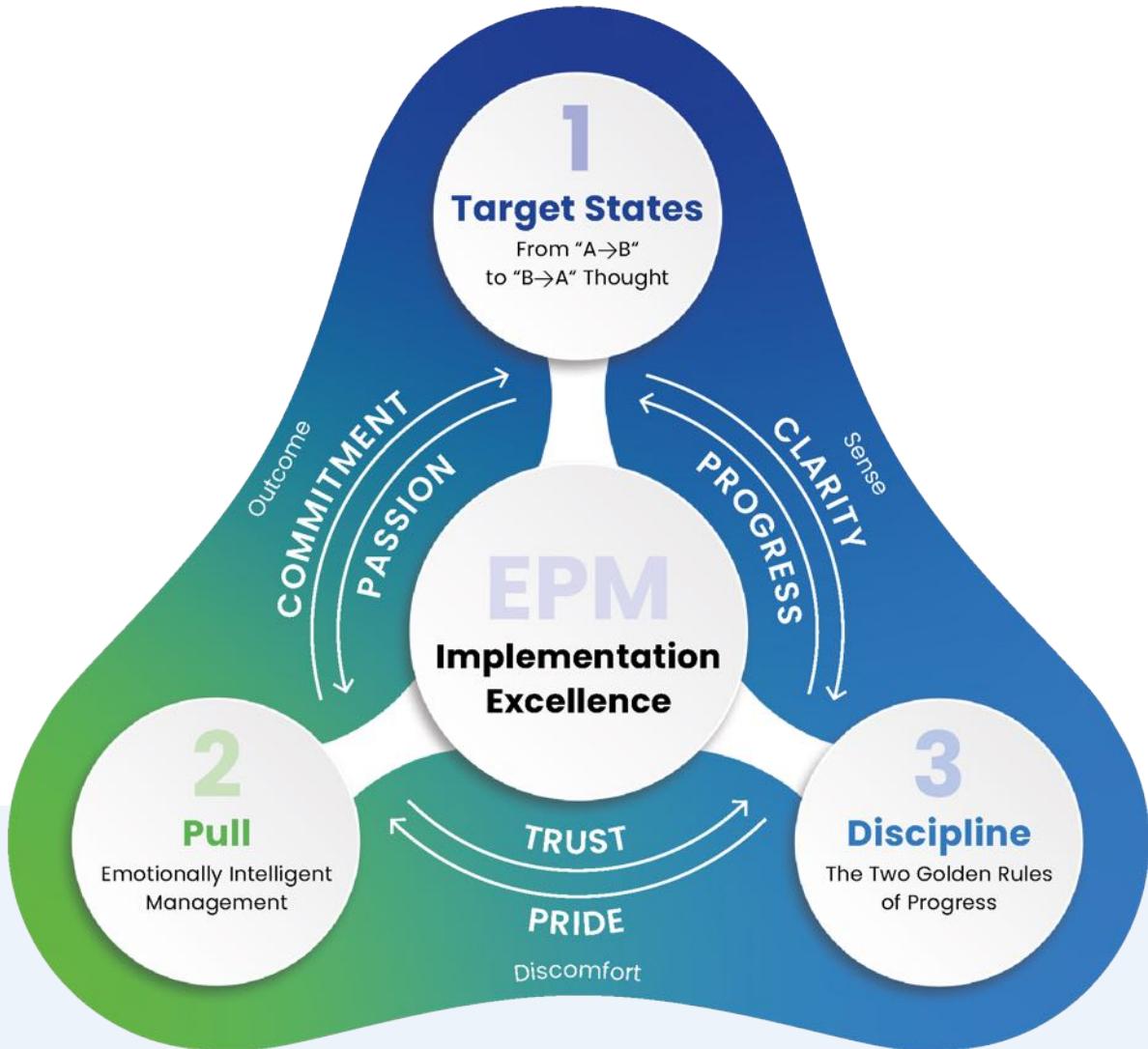
Axel Harries,
Head of CASE,
Daimler AG

DAIMLER

"The strength of the ProgressMaker® is not so much in the functionalities, but in the power to lead the whole organization noticeably to a result and progress orientation. This is and remains challenging, but it is really moving us forward."

Björn Schniederkötter,
Managing Director, HOYER GmbH
Internationale Fachspedition

HOYER

Enterprise Progress Management®

Three core principles of exceptional implementation strength

1
Target States
From "A→B"
to "B→A" Thought

COMMITMENT
PASSION
Outcome

CLARITY
PROGRESS
Sense

EPM
Implementation Excellence

2
Pull
Emotionally Intelligent Management

3
Discipline
The Two Golden Rules of Progress

TRUST
PRIDE
Discomfort

Enterprise Progress Management® Flywheel Orchester

Most companies are not lacking in goals, good ideas or smart strategies, but in getting these topics on the road quickly.

Organizations achieve real implementation momentum through consistent goal state orientation in thinking, emotions in imagination and discipline in action.

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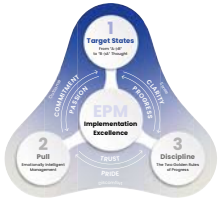
Core Principle 1 Target States
Outcome, the basis for exceptional implementation strength

Regardless of whether individual projects, entire strategies or the entire corporate transformation:

For exceptional implementation strength, the following applies: Create instead of optimize!
It is crucial to think and act consistently from the result. Strength of implementation is characterized by the ability to see target images in the mind's eye and to approach them consistently in an outcome-oriented manner. It is not what has been done that counts, but what has been achieved step by step.
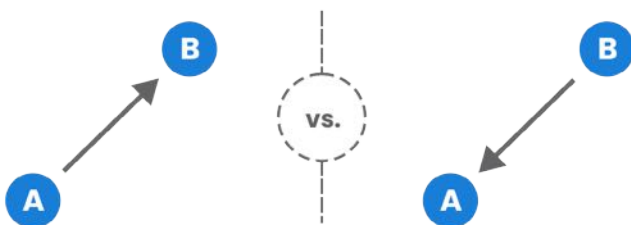
Optimization vs. Breakthrough behavior

Fig.: Systematically from the „A→B"- to the „B→A"-Thought

Weak Implementation Management
means setting goals (KPIs) and planning, discussing and pursuing these in an action-oriented manner ("**A→B**"-Thought).

Strong Implementation Management
always has the target state in focus and enables teams to approach this target state in an outcome-oriented (not activity-fixed) disciplined manner ("**B→A**"-Thought).

Whether it's a strategy, a transformation or an individual subproject: everyone responsible has a clear idea of the target state before the start, the topic was a great success. Without abstraction, without relative terms, like a good newspaper article.

The Progressmaker® ensures outcome-oriented target images and thus creates the basis for high implementation performance.
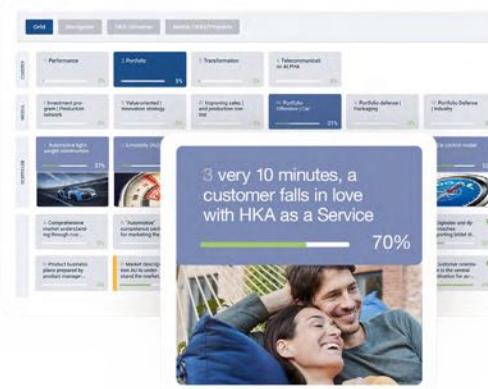

Fig.: Clear target states

The combination of your teams, EPM consulting and the ProgressMaker®-Tool turns your company into a high-performance organization in the implementation of topics.

"With the support of the ProgressMaker® we are able to close the gap betwen our strategy and the OKRs and projects even better. The additional transparency and the clear goal orientation make us more coordinated and effective at all levels."

Wolfgang Neubauer, CEO, ProSiebenSat.1 Tech Solutions GmbH
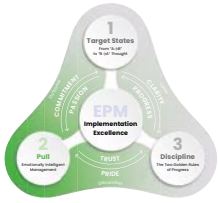
Core principle 2 Pull
The Transformation of the Weak into the Strong Implementation Management

High implementation strength is created when teams „burn" for a target state and approach it with pride piece by piece (pull mode). However, we often jump from the goal directly into the planning and implementation of measures, which naturally leads to moving in front of the wave instead of behind it (push mode).

Weak Implementation Management
means pushing teams in a KPI- and action-oriented way, which leads to little passion and too little pride in progress. Instead, we experience phenomena such as silo thinking, hedging behavior and justification scenarios (see fig.).

Strong Implementation Management
gets stuck between targets (KPIs) and measures target states with pulling force.
The focus is on progress and the clarification of conditions/dependencies and creates an emotional performance cycle based on passion, trust and pride.
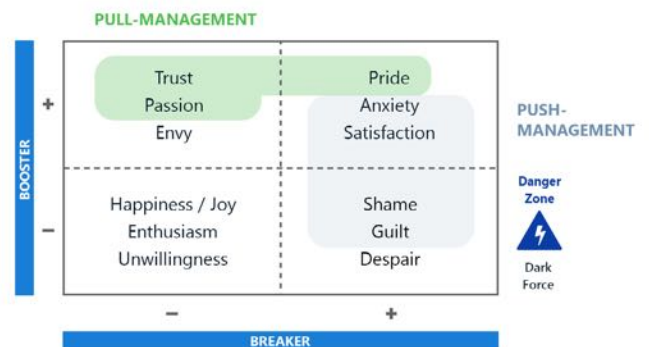

Fig.: Harnessing the power of emotions in management

From how-oriented „grooming status appointments" to consistent and motivating progress meetings

Fig.: Consistent management ensures clarity and pride

**The ProgressMaker® transforms status in the progress meetings**
There are no status, but only progress meetings in which, who did what last and what is planned next (Input-/how orientation). The three-step process in management is all about progress:

1. Reflection of the (partial) target state
2. Result-oriented progress discipline
3. Clarification of necessary conditions

"Implementation speed becomes a competitive advantage in itself. Matthias Kolbusa shows how this competitive competence can be developed."

Achim Berg, former CEO Arvato AG und CEO Mircosoft Deutschland, current Operating Partner General Atlantic und Präsident BITKOM e.V.
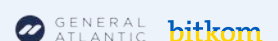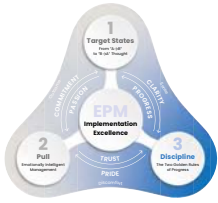
Core principle 3 Discipline

With the two „golden progress rule" for OKR Excellence

In relation with the core principles 1 (Target states) and 2 (Pull), the two „Golden progress rules" ensure a culture of implementation excellence

The „Golden Progress Rule" 1

Whether process optimization, production increase market campaign or new CRM system: Every topic must be updated every 6 months min, deliver an outcome, an entrepreneurial effect. Only outputs, such as a marketing concept, a plan for the introduction of new work, etc., are a No-Go!

The „Golden Progress Rule" 2

Each Topic must generate measurable progress each month based on the 6-month outcome and output or outcome criteria.

Editorial in Harvard Business Manager

Harvard Business manager

Case study on ProgressMaker® implementation management at thyssenkrupp Steel

READ HERE

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1 INPUT: Key Actions

"In the making"
- Three letters of success? T.U.N. (Goethe)
- Analyzing, designing, developing, producing, presenting, selling, programming …

2 OUTPUT: Key Result, Objective

"Paper-Work"
- Concepts
- Documenting
- Findings
- Potentials
- Plans
- …

3 OUTCOME: Key Result, Objective

"Cool Effect"
- Problem solved
- Throughput increased
- Waiting time reduced
- Process improved
- PoC/Pilot, LOI, MVP, NVP …

4 IMPACT: Objective

"P&L: Profit and Loss"
- More sales
- Fewer costs
- Higher market share
- Satisfied customer
- Increased NPS
- …

Fig.: OKR-Structure

Implementation goal

Create real results in short cycles for the most important topics

Fig. re.: Formula: Progress + Discipline = success
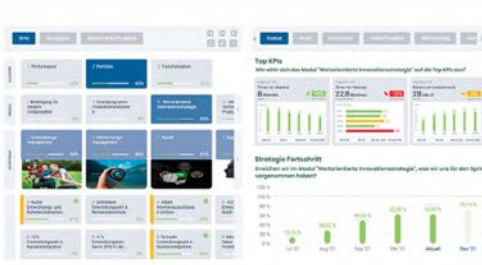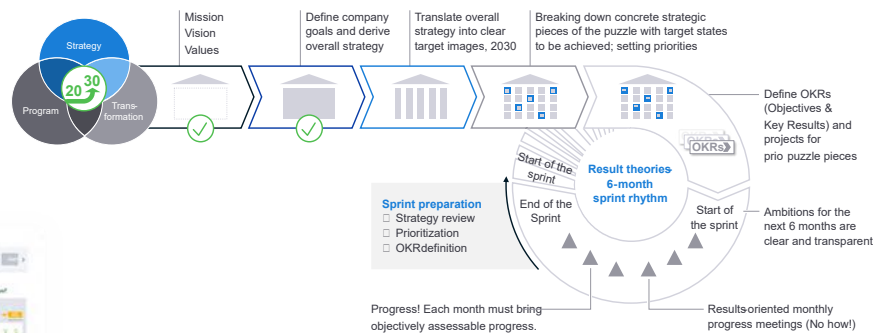
Fig.: Systematic progress rule in each activity

With the ProgressMaker® the two golden rules of progress are established in such a way that every topic, no matter whether project or OKR, disciplined outcome-oriented progress in short rhythms achieved. Successful teams work closely, agile and consciously on a common goal **to achieve a great result!**

"In order to control complex programs with many players, in a transparent, networked and, above all, results-oriented manner, is the ProgressMaker® a great help."

Carsten Evers, CFO, thyssenkrupp Steel Europe AG
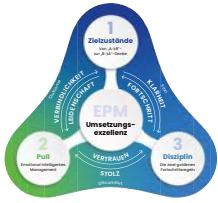
How it all comes together

The ProgressMaker®
Implementation orchestration

The ProgressMaker® penetrates the node of multi-causality in implementation management and ensures that ...

... Pull-Management
is created, which sparks
commitment and, conversely,
passion through implementation
orchestration.

... is thought of in target states and
emotions become accessible via
tangible mechanism,
whereby **clarity** and, conversely,
progress is created.

... disciplined progress is created,
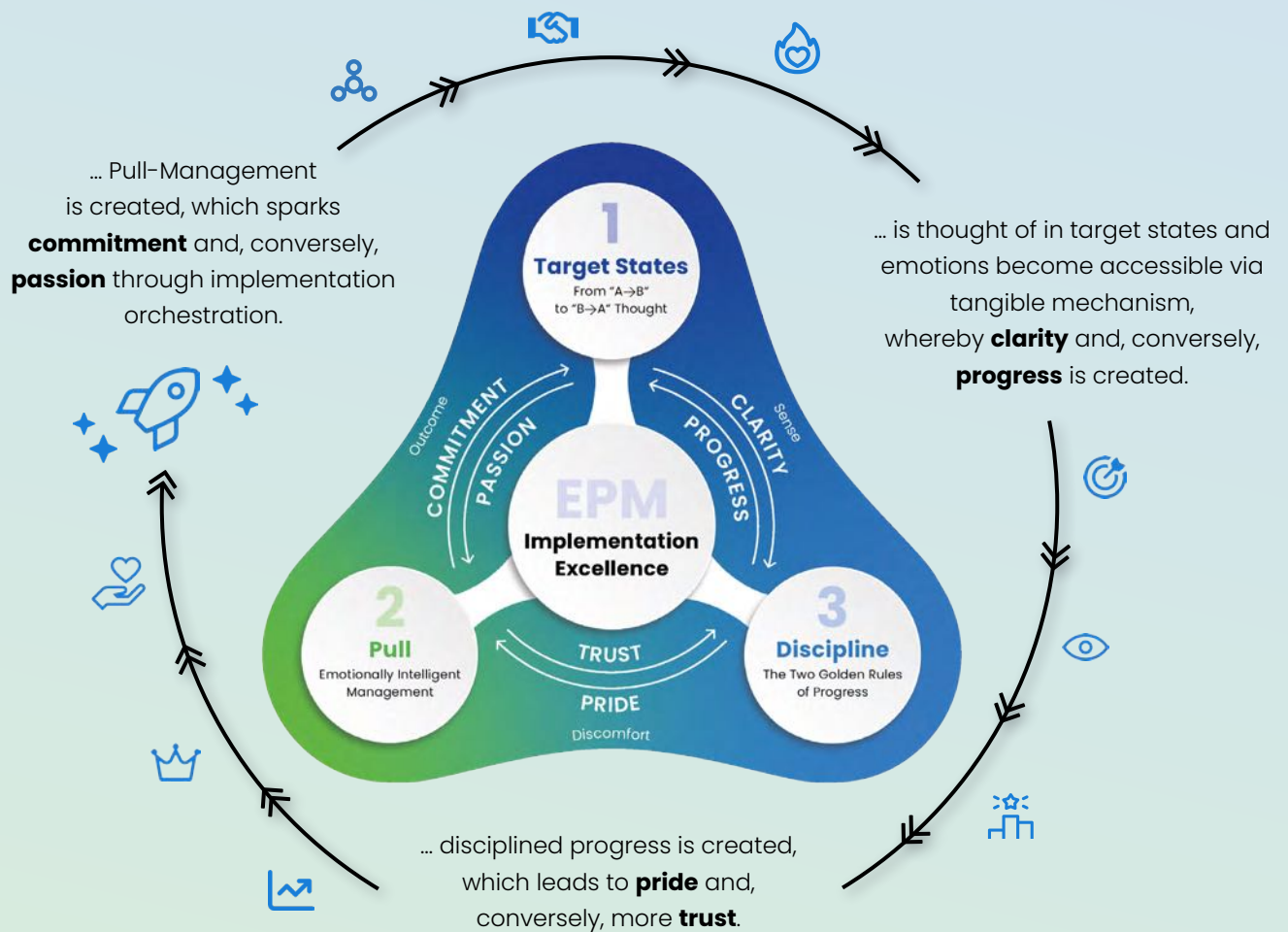which leads to **pride** and,
conversely, more **trust**.

Fig.: The ProgressMaker® implementation orchestration: how everything works together

"High implementation performance is not a random product
but the skillful interaction of the three core principles"

Matthias Kolbusa, CEO, Enterprise ProgressMaker® GmbH

Turn your company into a high-performance organization

The ProgressMaker® is the platform with which high-performance organizations structure, manage and implement topics more quickly and sustainably

Implementation orchestration
Highly effective implementation framework for decisive effects in short sprints.

Progress management without PowerPoint & Co.
Status meetings with zero preparation time (PPT & Co.), in order to, control and advance each topic in a compact form effectively.

70% less PMO effort
A control framework with notification and workflow mechanisms, so, that everything is available in the right place at the right time.

Resource management
An intelligent, forward-looking resource management prevents Implementation frustration and optimally controls the organization.

Complexity and dependency management
Map and manage dependencies in a simple and intuitive way, so that it is always clear how things are related and who has to prioritize what.

Next level KPI management
Increase performance by intelligently interlinking control and result KPIs with the derivation and tracking of targeted measures and their effects.

Disciplined OKR steering
Focus teams and employees on the most important things and write success stories against all odds. Consistently outcome-oriented OKRs act like a path through the jungle.

Typical ProgressMaker®-Projects

Implementation, that doesn't get bogged down	Accelerated pace program implementation	Optimization portfolio project	Digitization and sustainability agenda
When the momentum of the strategy and their target states gets bigger than the management. From Push to Pull mode.	Execute Things Faster. Get the right topics on the road with maximum horsepower in no time.	Development of KPI networks of outcome and KPIs-control to pull at the right levers.	The music plays between the silos - a method to overcome cross-functional topics and challenges.

ALTE LEIPZIGER   bitkom   BOSCH   DAIMLER   DB   1&1 versatel   GRÜNENTHAL   HENSOLDT

MANN+HUMMEL   müller   ProSiebenSat.1 Media SE   RENOLIT   techem   thyssenkrupp   VW   ZF

Become a ProgressMaker®

Use the ProgressMaker® to implement your current projects, your strategy or your transformation faster than ever before.

Whether with the ProgressMaker® as a tool for your implementation framework or supported by the EPM consulting team. We are looking forward to an exchange!

Consulting

Enterprise Progress Management®, the practice-developed management-mechanics for more implementation-strength and maximum performance

- Successfully introduce the EPM implementation framework-and set it on the path to maximum success
- Operationalization of OKRs, classic projects and entire strategies

Coaching

EPM coaching for operationally confident and result-oriented work in all teams

- To understand methodically outcome-oriented thinking and acting and to be able to apply it within framework of the EPM methodology
- Specifically convey „next level KPI and OKR management" to the entire organization or individual teams

Stop Starting Start Finishing

Tooling

The ProgressMaker® is the integrated platform for highly productive progress management in projects, programs, strategies and entire transformations

- Systematically outcome-oriented thinking and in every measure (OKRs and classic Projects)
- Organization-wide single source of Truth for all topics, intuitively usable operable for everyone

A consulting team that works, even if it is no (longer) there

"High-performance implementations are not a rational, but an emotional challenge. Using the ProgressMaker® brings tangible traction to the implementation."

Matthias Kolbusa
Founder & Innovator

Alexander Bose
Director Client ProgressMaking

"The aim is not to solve every problem, to overcome, every capacity bottleneck, but to bring some topics that make the difference to success despite all these challenges."

Ralf Bartenbach
Client ProgressMaker®

"Logic thinks, emotion acts. Overcoming the ego in management through emotional goals, for which people are burning and can give everything."

Viktoria Saenger
Client ProgressMaker®

"Anyone who has the courage and the unconditional will to push the booster values of openness, courage, speed, trust and reliability to the extreme of the dark zone will experience an incredible performance breakthrough."

Valentin Krinn
Client ProgressMaker®

"High-performance implementation in today's agile world requires unambiguous communication and involvement of the entire organization. Clear target images are a prerequisite for this, and they create motivation and commitment."

Dr. Katharina Bartenbach
Client ProgressMaker®

"Limits are not where we suspect them to be: with the target state in mind for high performance."

Nicolas Goschler
Client ProgressMaker®

"Not the strongest or most powerful organization will survive and succeed, but the one that is most likely to adapt to change.

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MOVE TO LANE

FINISH   START

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MAKE AN APPOINTMENT