

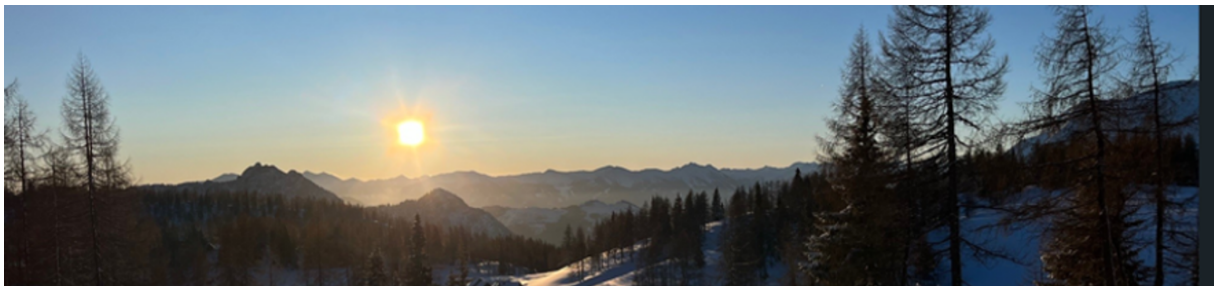
Innovators@Work

"Bringing innovations to the market"

We identify innovations with the best potential for success and coach or manage the target-oriented implementation – focus: profitability through early customer onboarding

Our USP - we act and deliver results that lead directly to commercial success. In doing so, we are not afraid to address and eliminate difficulties that usually hinder innovation to achieve the goal 'on time/in budget'.

Our Key-Values - an impressive track record of realized innovation and the use of state-of-the-art analysis methods combined with open communication, really practiced:
innovation = partner management = communication = team building → Innovators@Work



With innovation “the sun rises in your company”, because therewith

- new sales potential is generated in your product-portfolio & -life-cycle
- your company is significantly better positioned on the market
- the culture of the company through gradual changes is continuously developed
- the company's cost position is driven in the right direction
- the team is developing to pursue new goals with the necessary passion, which promotes entrepreneurship
- it is ensured that the adjustments in "soft" and "professional" skills, absolutely necessary to achieve the objectives, are actually carried out

Our offering in three modules

1. Workshop 'Innovation Creation' incl. Analysis of Actual Situation

Option: a guided mountain hike included
(because nature opens up our perception and creates easier access to something new)



2. Workshop 'Innovation Selection' via Key Factors Synthesis

Option: a guided mountain hike included



3. Innovation Project Implementation Management

Option: Teamcheck
Format: Coach or Project Manager



In addition to individual modules, you can also book the 'Basic' or 'Comprehensive' Package:

Basic package includes:

Analysis of Actual Situation+Workshops Innovation Creation & Selection+Implementation Coaching

Comprehensive package:

Analysis of Actual Situation+Workshops Innovation Creation & Selection incl. a guided mountain hike+Teamcheck+

The Innovators@Work 'Comprehensive package'



Workshop 'Innovation Creation' including option guided mountain hike

It has been scientifically proven that our brains perform better in the fresh air and through exercise. We use this knowledge because we are convinced that nature provides the ideal setting to access our creative power and take advantage thereof for the development of innovative ideas. That's why we start the innovation idea creation process in a setting 'guided communication' while we hike in the mountainous nature motivated by a certified mountain hiking guide (Day 1). We take the first innovation ideas that arise in this setting with us to further develop them towards concrete innovation ideas and identify the key factors that make up these ideas (Day 2). Three to four ideas phrased in this way, which promise the greatest success in terms of implementation, are selected to check them in a next step in depth for their concrete probability of success. A 'sponsor', Head of Project ('HoP'), who is 'passionate about the idea', is appointed for each idea.

Bringing innovations to the ground = successful productizing & marketing



Workshop 'Innovation Selection' via Key Factors Synthesis

Using state-of-the-art analysis methods, successfully applied in numerous 'Innovators@Work' projects, we determine using a movement methodology for each idea in a team process the key factor synthesis (Day 3). Experiencing this process, the workshop participants evaluate the ideas in terms of their potential contribution to the company's success and select the innovation(s) to be implemented as a priority.

'Innovators@Work' Teamcheck

The sponsor of the idea nominates the best possible team for implementing the innovation. With the Code18 method, we can then use a new, scientifically comprehensive backed survey tool to check whether the team constellation matches the ideal mix of "soft" and "professional" skills required to implement the innovation idea. In addition, the knowledge gained in the Innovation Creation and Selection workshop can be incorporated into the team formation process.

Project management respectively coaching 'Implementing an Innovation idea'

We accompany the implementation process of the innovation idea based on our extensive practical experience in a project management (e.g. as project manager) or coaching role. In doing so, we particularly pay attention adhering to the fixed schedule and budget and focusing on "bringing the innovation idea to the ground" that maximum market success is achieved. How this role shall be performed in concrete terms is clarified in detail with the respective client. Please note, that we differ

from typical consultants by committed action and clear and perhaps uncomfortable words are possible to ensure successful implementation.

Our innovation workshops are tailored to the company's situation



Executing innovation workshops successfully require the right managers and employees around the table.

Realizing a workshop effectively means that a minimum number of participants, selected depending on the topic, shall be available.

In the run-up to the workshop, 'Innovators@Work' interview the client and other key people identified within the company that may contribute to achieve the targets.

Furthermore, during these interviews it also makes sense to gain an insight into the current product and service portfolio, their respective profitability, the organizational structure and processes.

If there is a corresponding interest or based on a respective agreement with the client we also analyze documents provided in advance of the first workshop on these fields mentioned; our own analyses and conclusions derived from these serve as input to place specific questions in the workshop and thus optimizing the outcome.

Benefits, on top to the efficient Innovation Ideas Creation and Selection

- The key factors for a successful implementation of an innovation idea identified in the workshops are used to simulate project development scenarios that give all workshop participants an insight into what the ideal key factor synthesis for a successful Go2Market looks like; this knowledge makes it easier to realize the idea according to the set objectives without a huge number of deviations according to plan
- The view gained during the workshops on how to implement the idea optimal according to economic criteria increases the resilience and personality development of all workshop participants supporting the desired goal of a highly successful Go2Market of the idea of a product/service/project
- Any resulting impulses for organizational and team development can be taken up in further coaching units
- Furthermore, the workshop supports strengthening the awareness for business-relevant dependencies
- Consideration of economic and non-commercial decision-making factors during evaluating and implementation of ideas

Bringing innovations successfully to the ground is a key business process ...

... which is why the results of the innovation workshops are documented in the form of a management results summary and discussed with the client in a 2 - 4 hours debriefing (ideally within a week after the workshop).

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Currently bookable workshop coaches 'Innovation Creation' & 'Selection via key factors'



Klaus Pilz (<https://www.linkedin.com/in/klauspilz/>), experienced and successful senior business development, restructuring manager and business coach

Selina Andrea Müller, Journalist & Project-Manager with a 'feeling' for products wanted by the market & people

synthesis



Do you want to take a big step forward with your company and **successfully implement innovations in your company?** Or would you like an initial **discussion on 'how' we can contribute to the success of your company in a hands-on, committed, open, honest as well as action-oriented and easy to understand communicating way**, then please ...

... contact 'Innovators@Work'

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