

Webinar in partnership with the NPCC



# Prioritisation

Helping you decide your focus

29 May 2020



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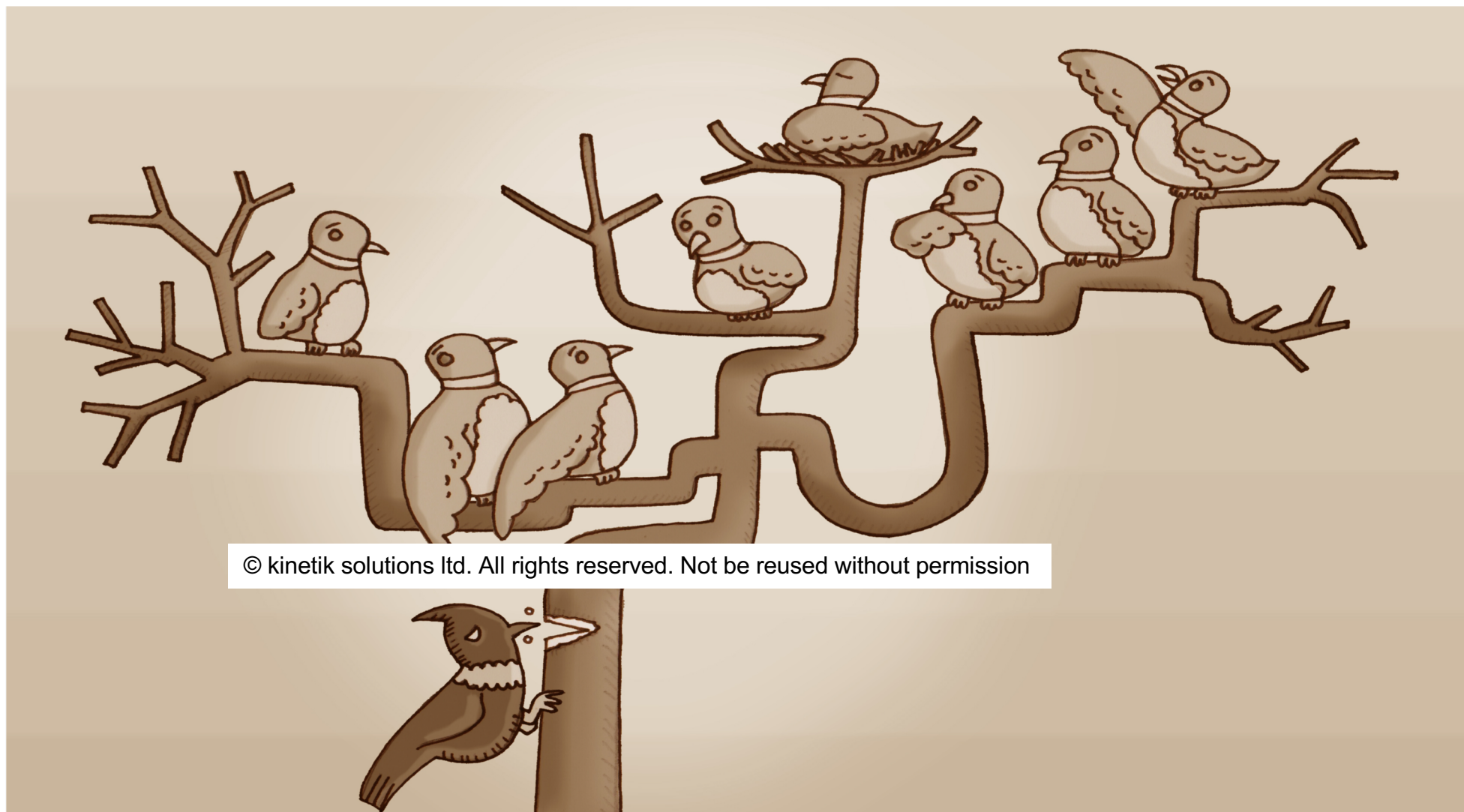
London

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# What does this picture tell you?





**“Most of us spend too much time on what is urgent and not enough time on what is important.”**

**Steven Covey - Author of  
Seven Habits of Highly Effective People**



# What opportunities are there for change?

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1. Who might you partner with to create new products and services?
2. What could benefit your customers, if only you could show them?
3. Where could use of technology fundamentally change your business?
4. What things are taking up your time/attention but make no fundamental difference to your business?
5. What are you good at in terms of skills that is not well known (yet)?
6. How can you have a virtual element in your services?
7. How can you work across geographies?





# Work with stakeholders/sources to get answers to help you discover opportunities

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- Customers
- Suppliers
- Staff
- Research reports
- Friends and family
- Government organisations (e.g. NPCC)



# All opportunities need to be divided into the following areas

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- **Quick Wins:**

- The changes in your product and service that can be tested and implemented within 2 weeks

- **Change Project:**

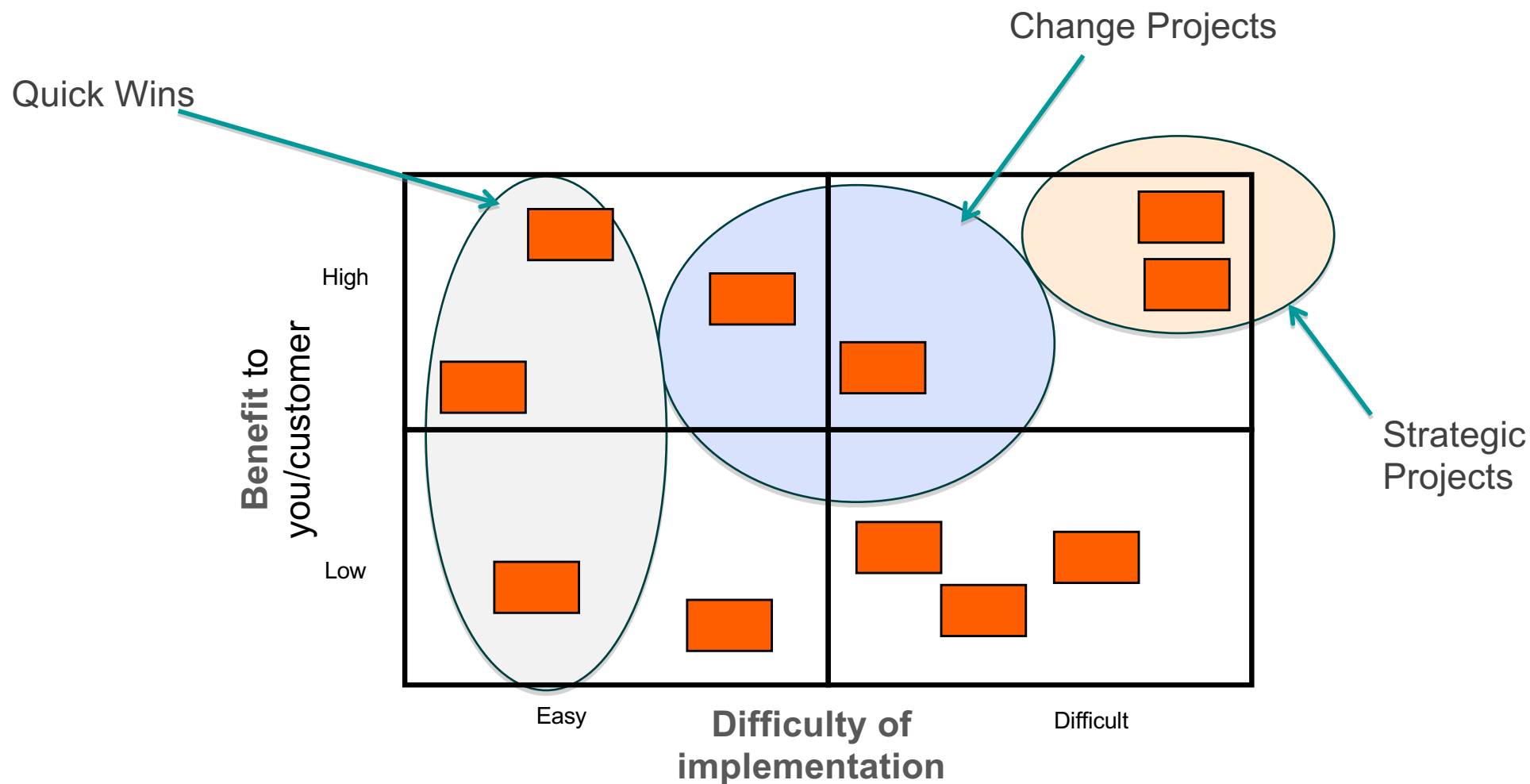
- Changes in your product and service that can be delivered with in 2 months

- **Strategic Project:**

- The opportunities need to be dealt with more fundamental investment or divestment. May take 3-6 months to implement changes



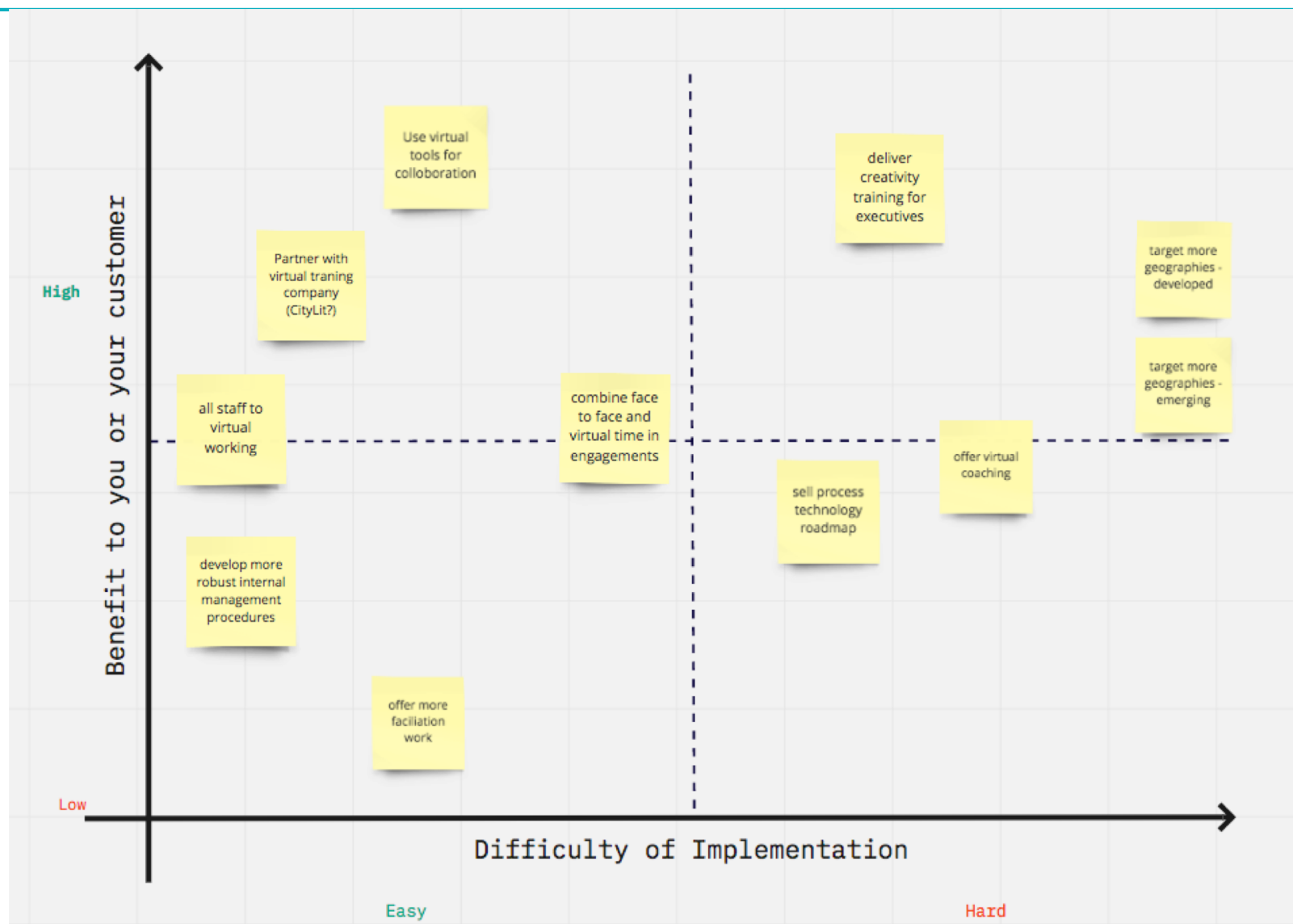
# Put them on Prioritisation Matrix and identify projects





Example: Consulting Company on Miro

# You can use virtual collaborative tools to develop your prioritisation grid





# Summary

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- Prioritisation is a way of agreeing focus on opportunities. In light of covid-19, it is more important than ever to review opportunities for your business
- Develop your opportunities with key stakeholders to get a more rounded view in terms of benefit and implementation effort
- Prioritisation tool will help you determine which quick wins can be rolled out rapidly to benefit your business

# Thank you (and stay safe!)



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# An introduction to **kinetik solutions**

**We deliver (virtual) business  
transformation, process excellence  
and change projects in operational  
settings**

Updated May 2020



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# What our clients say about working with kinetik

“You have well and truly kicked off the beginning of our culture change. The vast majority of the feedback that I have received so far from the stakeholders, including General Managers for countries that have been completed, has been overwhelmingly positive.”

Divisional Vice President, ADP



“Delivery was top-class. We have found in Kinetik, a partner with whom we feel we can really work with going forward to help us with our Lean journey and add value to Nations Trust Bank.”

Chief Operating Office, Nations Trust Bank, Sri Lanka





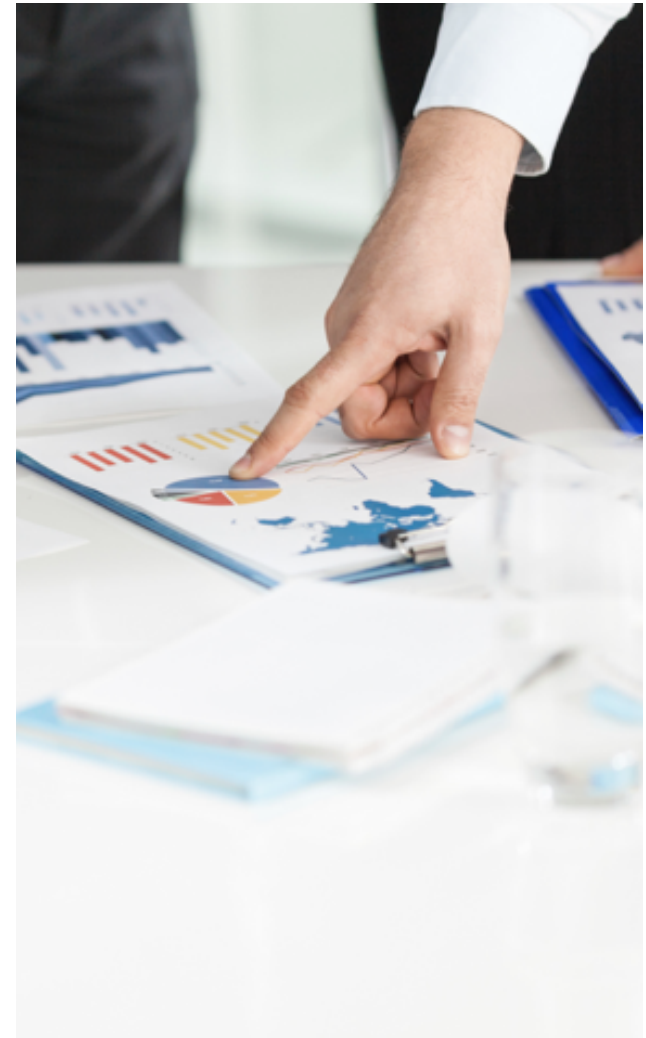
# You may be facing many challenges in operations excellence and transformation

- How to create a roadmap for operational transformation in your business with a world full of uncertainty?
- How to continuously iterate business processes/digitalisation, to ensure it adds end to end value to your customers?
- How to improve the creativity and development of staff, so as to maximise opportunity in a world that is continuously innovating?
- How to improve your decision making and collaboration processes, in a world where blended leadership styles are key?



# We can help you overcome this hurdles

- Advice on your strategy for change: **Making you more responsive and improve asset utilisation**
- Design digital processes that improve value to your customers: **Reducing staff stress, improving your reputation and preparing for post-covid**
- Bring about a culture that is built on continuous improvement and innovation: **Being able to deal with future shocks and increase the asset value of your staff**
- Provide our expert facilitation virtually using the power of technology: **Improving your decision making and team cohesiveness**



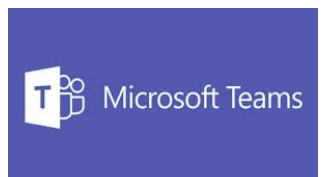
# We have crafted skills to support you virtually

- We use relevant technology to leverage virtual working on business transformation, process excellence and change projects in operational settings
- Examples of what we do virtually\*:
  - Using collaborative change tools
  - Agile Project management
  - Facilitating workshops
  - Delivering change training
  - Virtual whiteboard to share creative ideas
- We use virtual working with our clients and have crafted change projects that can be delivered virtually

\* We use the tools below but can accommodate with your choice.



zoom



# To date, we have delivered over 40 projects successfully, driven by our core competencies

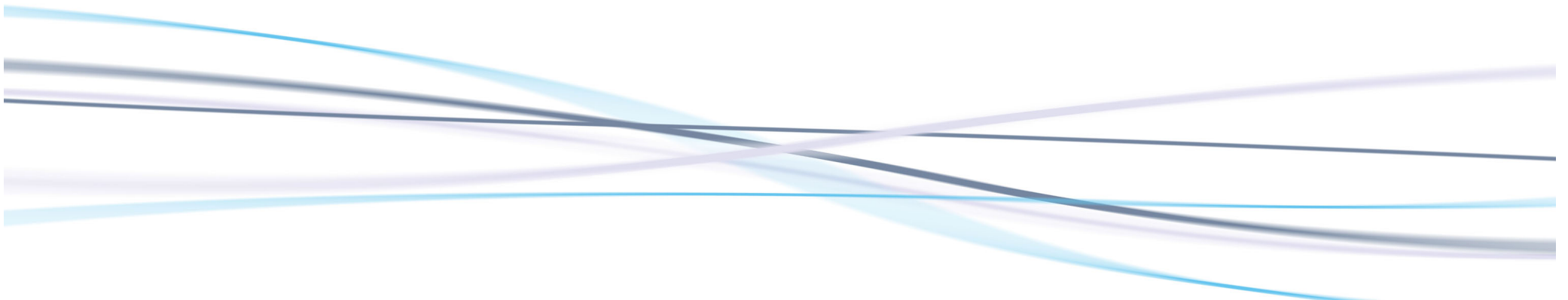
- **We are the catalyst for operational/digital change.** Our core value is in working with clients to deliver sustainable results above all else. Each member of our team has extensive experience in large scale transformations in both private and public sectors. Most importantly our team can blend and work within different cultures and leadership styles.
- **We work in collaboration, at all levels with you.** Our way of working is pragmatic and built on with practical realities but with focus and effort in the direction of emergent change. We believe that the best way of embedding change is to develop a clear vision of future state, deep engagement with your change team and shaping key projects. We step back as soon as your team can sustain itself, putting you always in charge.

*Kinetik solutions is a UK based boutique consultancy and was formed in 2007. We have delivered work to several large and global organisations around the world and have an international pedigree of experience including Australia, Brazil, China, Mauritius, Sri Lanka and across Europe*

*We help you do more with less. Our work has helped organisations avoid future operational costs and/or sustainable cost reduction.*

# Our solution areas

- **Transformational Change and Operational Excellence**  
Discover a better route for complex change management
- **Digital Leverage**  
Use powerful methods of integrating technology with change management
- **Creativity and Learning**  
Find new ways of extending thinking and fast learning



**We have successfully delivered change projects  
to a variety of sectors and across 5 continents**

