

Business Transformation drives success

It propels innovation, improvement, acceleration. It delivers competitive advantage and can counter growing economic challenges.

Yet, business transformation projects, big and small, almost always cost more and take far longer than projected.

Most, fail completely.

30% of transformation projects do not meet their goals

43% are over budget

48% miss deadline

Only 27% succeed



Transformation projects fail because they demand a specialized leadership skill set. And companies fail to invest in building these skills, in their leaders, teams, employees. The cost is more than \$2 trillion annually.

What change is your company, organization, team undertaking - right now?



How can you ensure your transformation project is among the 27% that will succeed?

Inixia Builds Transformation Leaders By Sharing Transformation Expertise

Inixia leaders built one of the largest and most successful shared service organizations in the world by evolving it through year-on-year enterprise-wide, functional, and team transformations.

They compiled their real-business experiences, case studies, and strategies to create a **Leading Business Transformation Program** aimed at building a more disciplined, creative, highly communicative, and successful era of leadership.

The focus is on developing the distinct **Mindset**, sharpened **Skillset**, and a proven **Toolset** needed to anticipate, validate, amplify, and leverage change.

"My team is positioned to succeed."

Leading Business Transformation

Training • Advisory • Project Coaching • Keynote Speaking

There are
3 critical components
to any transformation.

**A leader must be a master
of all three.**



Proprietary Materials, Proven Strategies

A transformation leader also must be able to apply those skills to each of the

4 phases

of every successful business transformation project:

Anticipate

Validate

Amplify

Leverage

“Receiving hands-on coaching from true masters has changed my leadership and reshaped my work.”

Inixia leaders combine the

3 Components and the 4 Phases

Into a **4-part** business transformation training course featuring **1 evolving case study** narrative that requires role play, fosters strategy development, and comes to life with individual coaching.



Building Business Transformation Mastery

Introducing: **Naturam Inc.**

Respected premium-price player in Pet Care:

- Singular Focus: dogs and cats
- Food Business: +80%
- Pet Accessories: 11%
- Services, including consulting, etc: 5%

Business Context:

- Business challenges continue to increase
- Sector has become very competitive



Leading Business Transformation

Training • **Advisory** • Project Coaching • Keynote Speaking

Visibly or discreetly, Inixia's seasoned advisors work with senior business leaders and their leadership teams to tackle wicked problems.

Shaping Skills, Strengthening Teams

These engagements augment any skills or experience gaps which may exist in specific areas of Leading Business Transformation.

"The direct, personal counsel and strategy sharing reshaped my approach and turned our project around at a critical time."



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Training • Advisory • **Project Coaching** • Keynote Speaking

Inixia experts lean into your emerging or ongoing projects to advise, counsel, or train to help you meet goals, timelines, budgets.

We work as part of your team, or as a discreet ongoing advisor to key project leaders.



Driving Success In Your Transformation Project

Leading Business Transformation

Training • Advisory • Project Coaching • **Keynote Speaking**

Inixia provides Keynote Speaking from two of the world's leading Business Transformation strategists and seasoned leaders:

Filippo Passerini and **Tony Saldanha**.

Built under their leadership, Procter & Gamble's multi-billion-dollar global shared services organization was celebrated as best-in-class as it drove year-on-year transformation for businesses worldwide.

Engaging, insightful, personable, and entertaining.

Infusing Ideas, Focus, Energy



Filippo Passerini is one of the world's leading business strategists. Widely recognized for his break-through approaches to business management, he has been featured in numerous books and articles including the Harvard Business Review and has won dozens of awards.



Tony Saldanha is an internationally recognized shared service and IT leader, best-selling author on Digital Transformation, and acclaimed speaker and consultant with more than three decades' experience driving game-changing results.





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**To determine the best mix of
services for your organization
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