

2013 TOP LEVEL TTI BOWLING CHART - SAMPLE

No.	Annual Improvement Priority	Target to Improve	2012 JOP	2012	YTD	JAN	FEB	MAR	Year End Target	Msmt. Owner
AIP 1	Develop & implement a global sales growth strategy plan	Growth plan developed by 2/28/13		Plan	Complete	Development	Complete		Complete	Joe Johnson
				Actual						
		Growth plan implemented by 4/30/13		Plan	Begin imlementation			Begin imlementation	Implemented	
				Actual						
		Achieve global sales of \$140M in 2013	\$ 100.24	Plan	\$ 24.50	\$ 8.30	\$ 8.10	\$ 8.10	\$ 140.00	
				Actual	\$ 24.25	\$ 7.78	\$ 8.18	\$ 8.29		
AIP 2	Develop & Implement a global cost reduction plan to achieve 10% reduction in COS	Cost reduction plan implemented globally by 3/31/13		Plan		Development		Implemented	Implemented	John Jones
				Actual						
		Cost reduction of \$12.5M achieved in 2013	\$ 6.42	Plan	\$ 0.95	\$ 0.25	\$ 0.30	\$ 0.40	\$ 12.50	
				Actual	\$ 1.18	\$ 0.31	\$ 0.22	\$ 0.65		
AIP 3	Review and standardize our global pricing structures	Standardized pricing model in place by 6/30/13		Plan		Begin review	Asia Complete	Europe Complete	Implemented	Mary Smith
				Actual						
AIP 4	Develop & implement a standardized, global customer satisfaction process	Customer satisfaction process developed by 4/30/13		Plan		Questions developed	Survey Process	Global approval	Implemented	Jose Gonzalez
				Actual						
		Global baseline data gathered by 10/31/13		Plan		No activity	No Activity	No Activity	80%	
				Actual						