

TOP LEVEL - 2013 "X" MATRIX Example

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•				AIP 5	Develop & implement a standardized, global sales personnel training curriculum						•	•	AP	S	S	S	S	S	S	P													
	•			AIP 4	Develop & implement a standardized, global customer satisfaction process						•	•	AP	S	P	S	S	S	S	S													
		•		AIP 3	Review and standardize our global pricing structures								AP		S		S		P	S													
		•		AIP 2	Develop & Implement a global cost reduction plan to achieve 10% reduction in COS				•	•			AP			S	S	P	S														
			•	AIP 1	Develop & implement a global sales growth strategy plan	•	•	•					AP	P	S	S				S													
Achieve 50% of our training objectives for all global sales personnel	Obtain baseline customer satisfaction rating in each of our global regions by the end of 2013	Achieve NOP of 17.5% in 2013	Achieve global sales of \$140M in 2013	<table border="1" style="width: 100%; height: 100%;"> <tr> <td colspan="4" style="text-align: center;"> Top Level Annual Improvement Priorities 2013 Annual Objectives </td> <td colspan="4" style="text-align: center;"> Targets to Improve 2016 Breakthrough Objectives </td> </tr> </table>								Top Level Annual Improvement Priorities 2013 Annual Objectives				Targets to Improve 2016 Breakthrough Objectives				1	2	3	4	5	6	7	8	9	10				
Top Level Annual Improvement Priorities 2013 Annual Objectives				Targets to Improve 2016 Breakthrough Objectives																													
		•			Grow global sales from \$100M to \$250M by 2016																												
		•			Improve global NOP from 15.3% to 21.5% by 2016																												
	•				Achieve a 95% satisfaction rating on a standardized global customer satisfaction metric by the end of 2016																												
•					All sales personnel fully trained utilizing a standardized, global employee training program																												

Top Level "X" Chart