



Big Results from Applying a Common Sense Approach

The Tatham System for Business Innovation

The central business challenge is execution. Ideas are not enough. Experience is not enough. Activity is not enough.

Tatham achieves dramatic client performance improvements with a proprietary approach that is radical in its simplicity, effectiveness and impact. Since 1965, the Tatham system has created significant gains in sales, earnings, return on investment, turnaround time and productivity. Often without needing any capital investment or technology solutions.

Successful Tatham clients span many businesses—pharmaceuticals, aerospace, cosmetics, banking, and insurance. They follow a discipline. They find the root cause. They get financial results. They move fast.

Organizational Benefits

- A financial services client got north of \$600 million of benefits over three years
- A manufacturer achieved 21% more profit in 11 months
- A retailer captured 65% more sales in pilot markets
- A financial services client created \$1.4 million of freed capacity and reduced headcount by 17%

The Tatham system adds a secret weapon--Boot Camp. Through this simulator executives and employees use the system, learn how to apply it to their own organization and experience the resulting culture change.

Immediate team application of this experience can achieve results in just six to ten weeks.

Team Results

- A financial services client reduced New Business Process from average of 67-173 days down to 3 days
- Redesigned the operations process for the Hubble Space Telescope so that wait time for scientists went from 18 months to 3 weeks and cut cost by \$100 million
- An insurance company reduced cycle time for New Business Process by 45%, improving reliability and reputation; decreased rework by 84%, increased capacity by 50% with 3 FTE's or 5850 hours of labour and reduced the cost per case by 35%

Testimonial

"The common sense approach to process improvement, coupled with the powerful Executive Boot Camp, has changed how executives and managers throughout Canada Life think about their jobs and the work they do and how service gets delivered at Canada Life. The impact of your organization has been immense, lasting and self-reinforcing. It truly has been the best investment I have made."

Bill Acton, President and Chief Executive Officer, Canada Life Capital Corporation

Laurie Clarke
Chief Operating Officer
416 203-2348 ext 35
lclarke@tathamgroup.com

John Munce
Relationship Executive
(704) 491-9300
jmunce@tathamgroup.com