



High Performance.

It creates opportunity.

achieved it.

A Fortune 50 technology company empowers its IT leadership to align with strategic business goals and move from “doing” to “leading”.



We had a real leadership gap. The Achieve System™ helped elevate the way we were thinking about our opportunities and challenges.”



POINT A

Before the Achieve System™: the network CIO at a Fortune 50 technology company knew his IT organization was very good at fixing situational problems. But it was not good at creating better solutions. Until now, action and execution – not innovation and leadership – had been IT’s top priority. Now there was an urgent need for IT to better align with strategic goals and for IT leaders to be drivers of innovation and productivity.



POINT B

After the Achieve System™: the CIO reported a sea change across the entire IT department, with his leadership team becoming more focused and innovative, bringing proactive solutions to corporate leadership that they wouldn’t have otherwise developed. The department also now has a common language and common framework that they work within every day to sustain elevated performance.

Bottom line results?

The IT department transforms from a tactical execution group to an innovative strategic asset for the company, led by leaders able to envision and create new, better solutions.

Results Highlights

The IT department developed a demonstrated ability to ramp up faster, be more agile in its performance and proactively develop strategic IT solutions aligned with enterprise goals

The CIO saw multiple leadership development benefits: IT is now a stronger corporate leader as a group, and each leader within the group is stronger individually

Historically challenged by constant change; the IT department leaders now have a greater ability to adapt quickly and accelerate both solutions and actions

Some of the most recognized brands in the world **achieve** high performance with us.



A time to pivot.

As IT has become increasingly critical to the success of virtually every department within every enterprise, CIOs today are being challenged to strategically adjust or pivot their departments and take on strategic and leadership roles within their companies.

This was the case at a Fortune 50 technology company, where the CIO was tasked with helping his department and leadership team step into strategic roles that would drive innovation and move the company forward.

“Historically, we have been known for being masters at taking massive action and execution.” said the CIO. *“As good as we were at getting things done, we had a real leadership gap.”*

Further complicating the problem was the frequent job rotations that were common within the department. The CIO in particular wanted to make an investment in his leadership team that would elevate the way they were thinking about opportunities and challenges, regardless of their current role or their fast-changing environment.

Strategic thinking unleashed.

The **Achieve System™** proved to be an ideal methodology to help the IT leadership team think more strategically.

Because the department’s corporate role had always been to *fix* institution problems, they had never had much opportunity to develop the muscle memory necessary to strategically *create* new solutions instead.



“This was an investment in my team and my organization. However, it was also an investment in each individual leader.

“We grew as a team, but we grew individually as well. Incrementally, I’m watching them grow as individuals AND as a team.”

The system’s proprietary **Point B** work requires that leaders develop a detailed picture of what a success outcome would look like. This proved especially powerful.

“We were not thinking about what success looks like,” explained the CIO. “We were focusing instead on the targets in our business plan.”

Achieving high performance as a group and as individuals.

By moving toward a clearly defined destination of what success looked like for their customers and employees, the IT leadership team began coming up with creative solutions that had never even been imagined before.

The CIO was equally excited about the overall performance benefits.

*“We now have a common language and a common framework that we use every day to elevate our overall performance and attain top results. The **Achieve System™** has helped my leaders ramp up faster and be more agile.”*

The CIO considers his investment in the team to be an unqualified success that will have lasting results: not only did he develop the leadership abilities of his team as a whole, he grew the leadership skills of each individual leader as well.



*achieve system*TM

The *Achieve System*TM is a proprietary methodology that helps you achieve, sustain and scale high performance.

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