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**Lead** With Data.  
**Manage** With Facts.  
**Foster** Continuous Growth.



# WELCOME



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# OVERVIEW

At Grey Mountain Concrete, continuous improvement is not just a lofty management goal – it's expected of every team member. How does Grey Mountain make accountability less personal and more about drilling down to the core issue at hand? By leading with data and managing with facts.

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HOW TO KEEP TEAMS FOCUSED

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SUPPORTING TEAM GROWTH

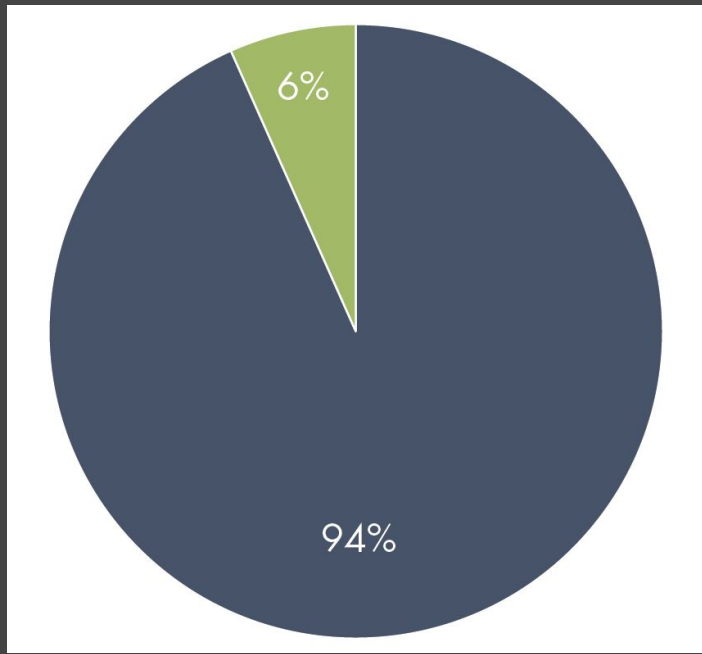
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Q&A



# APPROACH TO CONTINUOUS IMPROVEMENT

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- Company Culture Change
- Focus on the 94%
- Engaged Workforce

## The Grey Mountain Concrete Approach to **Continuous Improvement**

- 94/6 = Continuous Improvement and Better Results
- Good/Talented People are Everywhere



# MAKING ACCOUNTABILITY LESS PERSONAL

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- One on One Relationships
- Feedback Loops
- Data Provides Clarity for Teams
- Facts Rally Teams Around Goals

## Making Accountability **Less Personal**

- Start-Stop-Continue
- Lead with Data, Manage with Facts



# HOW TO KEEP TEAMS FOCUSED

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- Clarity of Goals
- Increased Friendly Competition
- Elevated Team Performance

## Effective Strategies to **Keep Teams Focused** on Important Issues

- KPI's with maximum overlap
- On Time Deliverables
- Easy to Follow Reporting



# TOOLS TO MANAGE AND SCALE

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- Increased Efficiency
- System Provided Accountability
- More Time on Productive Activities

# Tools to Manage and Scale Change

- Digital First Programs
- Inventory Tracking
- Artificial Intelligence



# DATA-DRIVEN LEADERSHIP

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- Identifies Areas for Improvement
- Creates Measurable Goals
- Prioritizes Activities

## How to Implement **Data-Driven Leadership**

- Time Tracking Matrix
- “Digital First” Process Analysis
- 80%/20% Understanding



**Q&A**

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# ***Thank you!***

Learn how Align can help you lead with data and manage with facts at [www.aligntech.co](http://www.aligntech.co).

Connect with us:

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