



# Real People, Real Results

## Get to the heart of issues

“Decision Focus has helped Starkey Laboratories establish a common method of making decisions, analyzing situations and solving problems. It allows us to focus on the real issues instead of interpreting everyone’s unique methods. Decision Focus contains lasting tools. It is one of the best investments you can make for your business.”

Keith Guggenberger  
Senior Vice President of Operations  
Starkey Laboratories, Inc.



## Equip your people with leading edge tools

“Decision Focus was selected based on its ability to deliver the type and quality of training and tools that will best help ATK professionals achieve the company’s long-term business strategy. Users of the Decision Focus software especially find its user-friendliness and functionality to be a key benefit of participation in the course.”

Todd Wangsgard  
Manager, Professional Development  
ATK



## Achieve bottom line results

“I used Decision Focus in our cost reduction efforts with remarkable results. Decision Analysis helped me prepare and present concise information for making a choice that resulted in saving \$30,000 annually for one of our newer instrument lines. The Decision Focus tools are a great way to weigh options and show effects of decisions when working in a multifaceted team -- allowing all members to input their needs and concerns in an equal and impartial manner.”

Carla Ratcliff  
Senior Engineer  
Beckman Coulter Inc.



## Create executive presentations with one click

“Now the best part....I needed to walk everyone through my thought process to ensure that we were all in agreement, but how was I going to do this? I noticed the icon referring to a PowerPoint application and remembered that the information from your worksheet could be exported to a PowerPoint for presentation purposes. I hit the icon and was ecstatic about what I saw. The multi-slide presentation that was created was perfect for my meeting with my colleagues. This feature alone saved me at least an hour of additional work!”

Mike Kiel  
Manager, Field Support  
Medtronic



## Deliver better value to your customers

“Decision Focus helped us develop a new design for a component that was implemented immediately. Our customers were very happy with how quickly we solved the problem and this enhanced our relationship with them. This allowed us to keep a very important business relationship (\$1 million account).”

Vik Kortian  
Six Sigma Master Black Belt  
Dow Corning Corp.



## Get more done in meetings

“I have used Decision Focus on a number of occasions when facilitating group problem-solving meetings. For example, I was asked to facilitate a product group that was struggling with a complex issue. During the meeting I chose Situation Analysis to assist in sorting through the many problems that were addressed. The group was amazed at how well the tool helped them take a step back and really determine what was causing the problems to occur.”

Krista Beaudry,  
Director, Human Resources  
Chr Hansen, Inc.



## Increase collaboration

“Our organization uses Decision Focus tools across many different functions in the company, from product development through manufacturing. What a great way to break down complex situations and decisions into manageable parts! Recent software enhancements make these tools so easy to use with virtual teams across the globe.”

Joan Austin  
Human Resources Manager  
Beckman Coulter Inc



## Solve more kinds of problems

“Decision Focus had a more complete and intuitive solution than other options available. As we used all four areas of the process (Situation Analysis, Problem Analysis, Decision Analysis and Problem Prevention), the power of the tool became obvious.”

Kevin Prest-Berg  
Engineering Manager  
Medtronic



## Communicate your results quickly and easily

“While the processes remain the same--simple, direct, and effective, the new import and export features are extremely user-friendly. These features make it easy to share and clearly communicate discussions, outcomes, and decisions.”

Dale Engler  
Director of Employee Relations  
American Cancer Society, Ohio Division



## A complete performance solution

“We choose Decision Focus because it provides the entire set of tools, and great supporting software, at a fraction of the cost of similar programs. The software is easy to use and allows for quick transfer into a Word, Excel, PDF or PowerPoint document.”

Mike Walkowiak  
Manager, Performance Development  
Molex Inc.



## Get more for your money

“Our current supplier of problem solving and decision making training had raised prices of their materials and we were looking for a cost effective solution that still gave us the knowledge component we required. We had the opportunity to audit the Decision Focus course, and felt that it offered the solutions we required at a lower cost. Plus, Decision Focus includes software for each participant – our old supplier charged extra for this.”

Kim Taylor  
Coordinator, Performance Development  
Petro-Canada

