

## What is the Performance Drivers Consortium?

The Performance Drivers Consortium (PDC) was established in 2007 as a network to enable its members to step back from what they do in the day-to-day, and gain the perspective that comes from being part of a larger, collectively more experienced and objective group.

- Members share real world experiences, best practice models and business improvement methods.
- In addition to the aggregated experience of all the members, the PDC provides members with direct access to performance improvement expertise via our network of "Grey Haired Gurus"™.

Having a practical basis, the PDC provides opportunities for leveraged learning by seeing (during site visits) and doing (practical application of various management tools). Our aim is to provide the forum, the tools and the facilitators to enable members to collaborate, share ideas and methodologies from their respective industries to develop improved capability in their business and people. This is achieved using two event formats:

1. Site Tours (7 per year)
2. Annual Leaders' Forum.

### Site Tours

A consortium, by definition, can tackle things that are beyond the resources of any one member. Our annual schedule of events includes 7 site tours, attended by staff members from each organisation (up to 6 per event) and 2 or 3 "Grey Haired Gurus"™. The agenda for the half day event typically includes:

- Introduction to the site, its history and its challenges,
- Tutorial on the assessment tool selected by our Gurus for the particular needs of the site,
- Guided tour,
- Workshop to provide the host with feedback from both attendees and "Grey Haired Gurus"™.

The objectives of each site tour are to:

1. Allow the host organisation to reflect on and showcase their improvement journey and best practice.
2. Facilitate the identification of issues and the acceleration of sustainable solutions.

Events are facilitated by members, clients and expert "Grey Haired Gurus"™ covering subject matter such as:

- Business performance improvement,
- Change management,
- Organisational culture,
- Program/project delivery,
- Understanding the market,
- Leadership,
- Data analytics.

### Leaders' Forum

Once a year Performance Drivers will hold a PDC Leaders' Forum. Operations and senior management will meet to share experiences, leverage and draw support from their peers. Held at a member site these events are facilitated by a guest "Grey-Haired Guru"™.

### "Grey-Haired Gurus"™

Our business services are supported from our strong network of experienced business professionals.

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### Feedback from PDC Events

*"Excellent day with lots of interaction from participants and presenters."*

*"Excellent topic, usually avoided because of misconceptions and assumptions. I am happy with the insights we got!"*

*"Extremely relevant to my company! Appreciated the host company's openness."*

*"Warm environment. Excellent diversity of subjects."*

*"Thought provoking and useful. Powerful tools to implement in any area."*

*"Fascinating business model, eye opening."*

*"Excellent balance between theory, site tour and discussions."*

*"The site tours are always a valuable experience, seeing how different businesses approach and implement business process improvement."*

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## Member Benefits

In addition to site tours and the leaders' forum, members also gain access to:

- A vast bank of resources, tools and methodologies.
- Email and phone support as needed.
- Reduced rates on facilitation, coaching, and consulting support.
- Operational reviews (diagnostics)\*.

*\*Additional charges may apply depending on the scale of the organisation and issues.*

## Expectations of Participants

- Participate in events through regular attendance and robust discussion.
- Host one event annually.
- Contribute to the planning and preparation for the hosted event by providing insights into pain points and areas of success.
- Share best practices and challenges.
- Maintain confidentiality when requested by group members.

## Rates

Organisations sign up for annual membership of the Consortium at a fee of only \$490 plus GST per quarter.

## Member Selection Process

Once an application is received, the potential member organisation is vetted with current members for competitor or conflict issues. Assuming there are no concerns, membership will commence immediately after payment of the first quarter's fee, and will run for one calendar year.

## Next Steps for New Members

Step 1: The new member participates in PDC activities from the date of joining and has access to the website and consulting support.

Step 2: An onsite meeting is held with one or more of the facilitators to view the site, develop a better understanding of current.

## Past and Present Members



Working in collaboration, PDC members achieve tangible business benefits while developing sustainable improved capability in their businesses and their teams.

## The Performance Drivers Advantage

- ✓ **Access to the Best:** Our core team of specialist consultants, interim contractors and Grey Haired Gurus™ are tried and tested. We focus on specialist disciplines, deep level engagement & best practice standards.
- ✓ **Quality Assurance:** We're the trusted partner of choice for clients across a range of industry segments, big & small business, public & private sector.
- ✓ **Flexibility & Value:** Our business model ensures a lower industry cost-base. Lower cost base means you get rapid results at the most competitive rates. Engagements are flexible to meet client's preferred terms.
- ✓ **Expert Solutions:** Integrated cross-functional capability - whether it's the delivery of bespoke projects led by consultants or top shelf interim contractors.
- ✓ **Responsive Team:** Expertise is available on demand for fast deployment. Direct access to the PD Leadership team is included as a standard offering.
- ✓ **Knowledge Transfer:** We build base line capability so that professional skills, knowledge, methodologies & tools are retained beyond project completion.