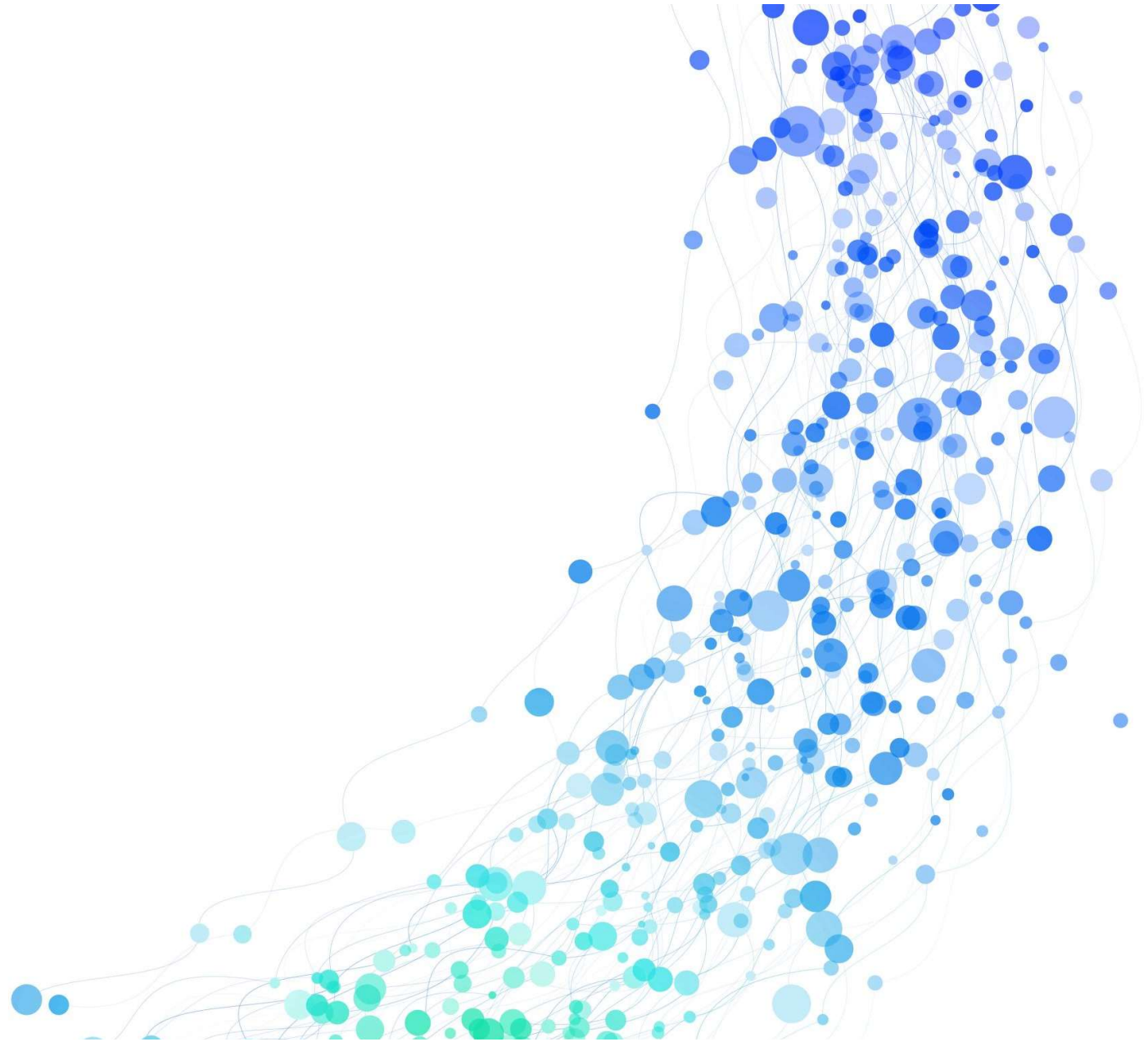


INTRODUCTION
TO BUSINESS
OPERATING
SYSTEM (BOS)



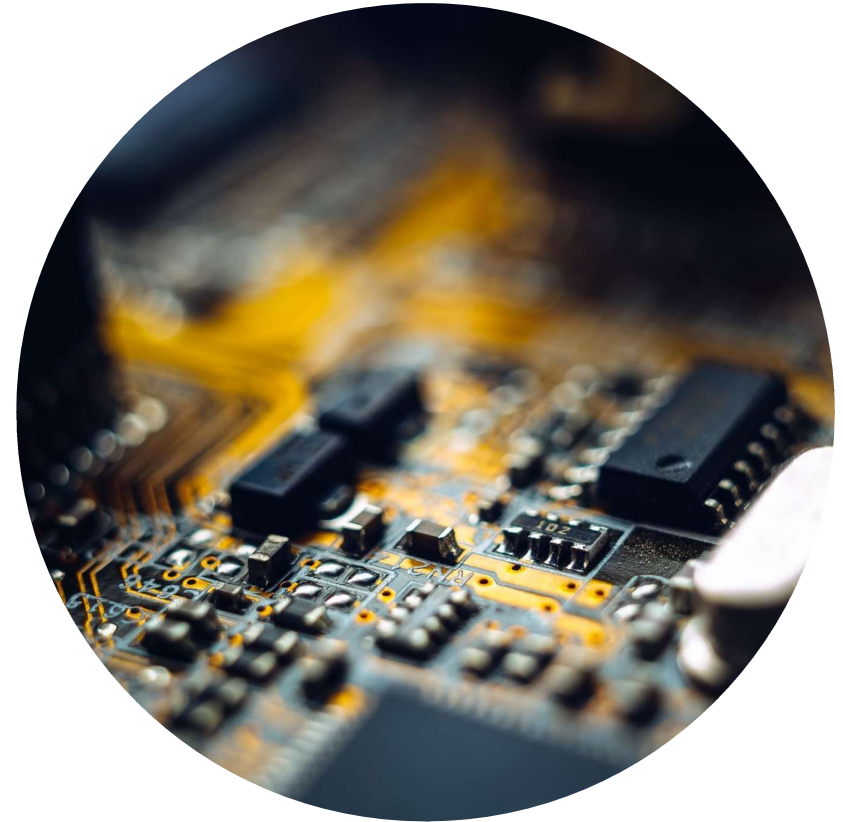


AGENDA

- Overview of BOS
- Foundation Setting Overview
- Key Components of BOS
- The 9 Skills to Scale
- Rules for Healthy Organizations
- Managing Data with Scorecards
- Resolving Issues Effectively
- Strategic Planning
- Conclusion and Next Steps

OVERVIEW OF BOS

- Structured Framework for Operational Excellence
 - BOS helps companies achieve operational excellence
- Foundation of Company Operations
 - BOS serves as the foundation of how a company operates
 - Similar to how an operating system powers a computer





FOUNDATION SETTING OVERVIEW

- Importance of stepping out of daily operations
 - Work on the company rather than just in the company
- Focus on strategic planning
 - Setting vision and goals
 - Organizing the company for scalability and efficiency

KEY COMPONENTS OF BOS: CONCEPTS

- Concepts
 - Fundamental ideas that underpin the BOS
 - Simplifying operations
 - Focusing on key data



KEY COMPONENTS OF BOS: TOOLS

- Frameworks and Methodologies
 - Scorecards
 - KPIs
 - Meeting Structures
- Organizational Alignment
 - Ensures all parts of the organization work towards common goals



KEY COMPONENTS OF BOS: DISCIPLINES

- Executing Tasks Consistently
 - Ensuring tasks are performed regularly
 - Maintaining a steady workflow
- Maintaining a Clear Organizational Structure
 - Keeping tasks and responsibilities well-defined
 - Ensuring clarity in roles and processes



THE 9 SKILLS TO SCALE: ENVISION

- Envision
 - Ability to predict
 - Plan for the future

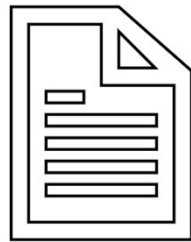


THE 9 SKILLS TO SCALE: EXECUTE

- Consistently deliver quality results
 - Maintain high standards in every task
 - Ensure reliability and excellence



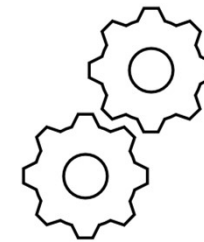
THE 9 SKILLS TO SCALE: SYSTEMATIZE



Document Core Processes

Identify key processes within the organization

Create detailed documentation for each process



Refine Core Processes

Analyze existing processes for efficiency

Implement improvements to streamline operations

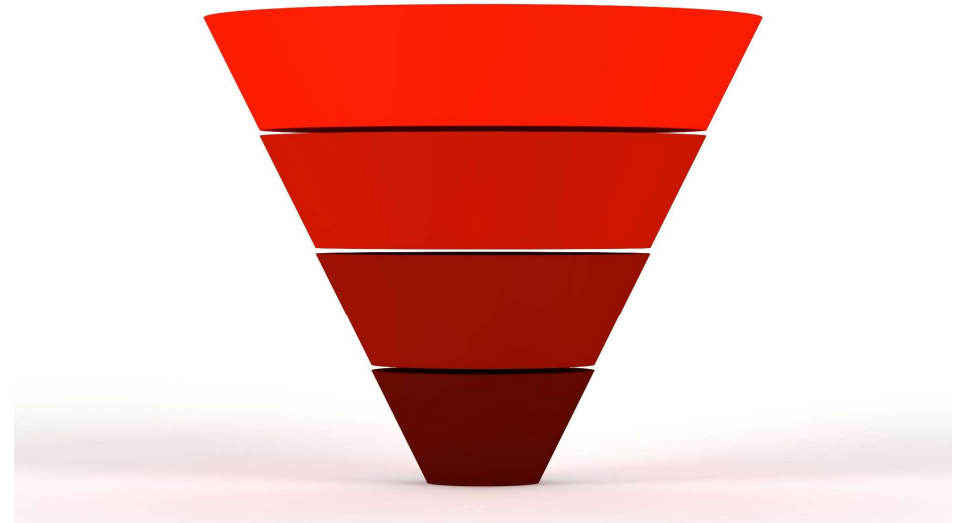
THE 9 SKILLS TO SCALE: DELEGATE

4. DELEGATE:
EMPOWER TEAM
MEMBERS TO HANDLE
TASKS.



THE 9 SKILLS TO SCALE: SIMPLIFY

- Reduce Complexity
 - Streamline processes
 - Eliminate unnecessary steps





**THE 9
SKILLS TO
SCALE:
STRUCTURE**

6. Structure: Ensure the right organizational structure.

THE 9 SKILLS TO SCALE: COACH



Developing Your Team

Identify individual strengths and weaknesses
Create personalized development plans



Mentoring Your Team

Provide guidance and support
Encourage continuous learning and growth

THE 9 SKILLS TO SCALE: STORYTELL

- Storytell
 - Communicate your vision effectively



THE 9 SKILLS TO SCALE: ACHIEVE GOALS

- Set Goals
 - Define clear and specific targets
- Track Progress
 - Monitor your advancement towards goals
- Reach Targets
 - Achieve the set objectives





**RULES FOR
HEALTHY
ORGANIZATIONS**

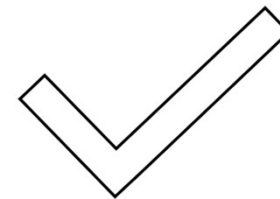
- Core Functional Areas
 - Marketing
 - Sales
 - Operations
 - Finance
- Key Elements for Success
 - Accountability
 - Clear communication
 - Regular review of organizational goals

MANAGING DATA WITH SCORECARDS



Introduction to Scorecards

Tool to track performance using KPIs



Importance of Indicators

Leading vs. lagging indicators
Need for consistent data review

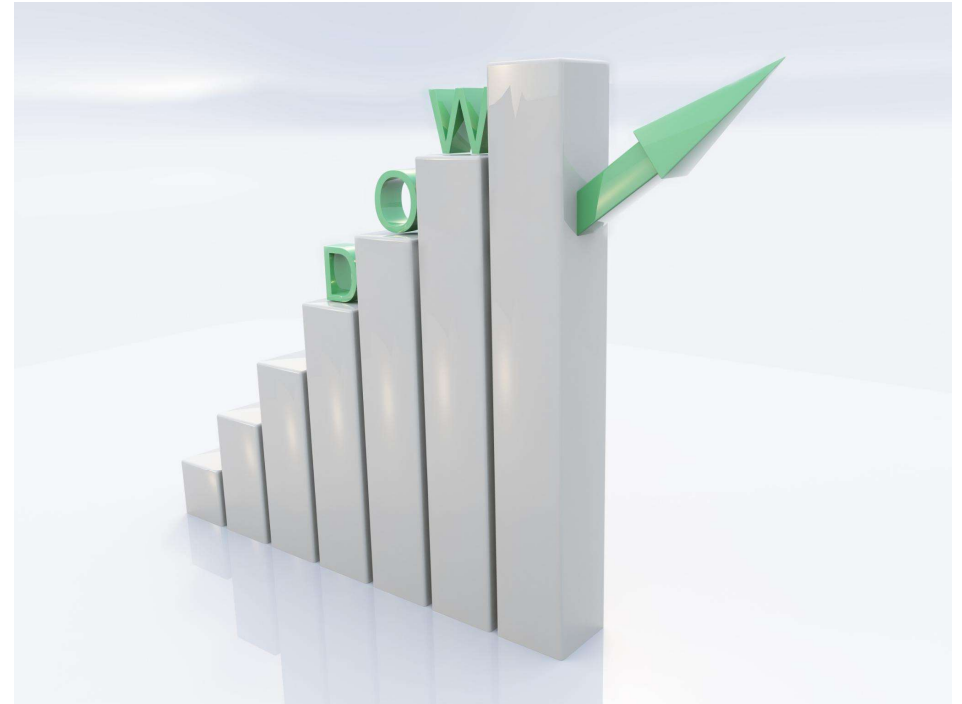
RESOLVING ISSUES EFFECTIVELY

- Raise, Discuss, and Resolve (RDR) Process
 - Outline the steps to tackle business challenges
- Structured Meetings
 - Encourage addressing short-term issues
 - Focus on long-term challenges



STRATEGIC PLANNING

- Creating a SWOT Analysis
 - Identify strengths
 - Identify weaknesses
 - Identify opportunities
 - Identify threats
- Setting 3-Year Goals
 - Align with company's vision
- Setting 7-Year Goals
 - Align with company's vision



CONCLUSION AND NEXT STEPS

- Importance of a Structured Approach
 - Recap the significance of using BOS
- Utilize Tracking Platforms
 - Encourage the use of Ninety.io or similar platforms
 - Ongoing tracking and improvement
- Call to Action
 - Begin implementing BOS principles in businesses

