

2021 Fee List*

| Element | Tool or Service | Description | Fee |
|---|--|--|-----------|
| Management System Provides alignment & focus | Measures that Matter | We'll develop a scorecard, define the metrics and the processes for updating the metrics and write standard work for when the metrics will be reviewed. The fee applies to one team. | \$3,500 |
| | Meeting framework | I'll teach a format for an effective meeting, and then we'll work on the specific agenda, participants, time and location of the meeting. Once the meetings start I'll participate in 4-6 of the meetings to ensure that they are working properly. Each meeting will have a slightly different scope and fee. The listed price is for the senior leadership team. | \$5,250 |
| | Meeting facilitation | This is a service of professional facilitation of company meetings, such as quarterly planning, annual planning, and ad-hoc continuous improvement workshops (per day). | \$3,500 |
| Strategy Sets the direction for profitable growth | Growth Plan | We'll build the strategic plan and a high-level roadmap to implement it. This typically involves 4, half-day working sessions spread out over a four-week period. | \$7,000 |
| | Profit Analyzer | This project involves mining existing cost data, conducting interviews, and doing analysis to assess the realistic profitability of customers and products. The size of the engagement and the fees vary considerably based on the scope, complexity, and data availability. | \$10,000+ |
| People Ensures that you have the right people to execute the strategy | Culture Builder | Through a short, but very impactful, two-hour session, we'll define the company's core values. This will be followed by a planning session to ensure that the core values become an integral part of the company | \$2,000 |
| | Talent Plan | In 4, 4-hour working sessions, we'll define future talent needs, assess the gap, develop strategies to fill the needs, and draw the roadmap to get there. | \$7,000 |
| | Organization Chart | In a 4-hour working session, we will define the senior leadership roles and develop the roadmap for completing the organization chart, including the primary responsibilities of each role. | \$2,000 |
| Execution Creates consistent execution and continual improvement | Daily Management | In a 2-day working session, we'll learn the fundamentals of daily management, design the communication boards, write standard work for the tier meetings and create the rollout plan. | \$7,000 |
| | Sales & Operations Planning | I'll build the framework of a 1-page S&OP model, and then we'll refine that model in a four-hour working sessions. We'll have follow-up sessions to establish the standard work for the S&OP meeting | \$5,000 |
| | Improvement Plan | In 2, 4-hour working sessions we'll assess the current state of continuous improvement at your company, identify the tools and tactics needed to achieve the company's strategic goals, and create the roadmap. I'll check in with the team for three quarters to check on progress against the plan. | \$5,000 |

* All prices are subject to change

* Pricing may vary depending on the project scope

* Please refer to the website <https://robtracy.net>, for further information