LEVEL 5 ENGAGEMENT				daDehoh Development
	INTRODUCTORY		**(Zero Cost, Low Drag, Fast Decisions. Many Partners.)**	**DELIVERABLE**
0	**REMOTE**	30 min	Intros with Sponsors: Decide when+where+who+how. We bring what + why.	**OKR Cascade (lite)**: more in - more out. Build your FREE PROGRAM
	EXPLORATORY		**(Free? Low Cost? Expenses Only. Some Partners.)**	
1	**ON-SITE VISIT**	1-5 days (2-day avg)	Actuals and Gemba Walks with Work Owners to collect truths.	**Gemba Walks (>50% total visit time-tracked)** with YOUR Work Owners.
			Listen & Learn, hunt root cause, and **HEAR FROM WORK OWNERS**	**Actuals and Gemba findings** — the truths signed off with options and readiness.
2	**OKR CASCADE**	Off-Site Board Room	Objectives + Needed Results = OKR. **USE EXISTING PLANS.**	**OKR + KPI Cascade**: YOUR Objectives and Needed Results mapped to YOUR teams.
			We cascade the OKR across the business to define KPIs and Champions.	**Leverage Modules** that work for YOUR existing Goals and Objective program.
3	**REPORT OUT**	On-Site Visit Close	Action Sponsors and Work Owners gather together with purpose.	**OMP Compass**: the value tool for Aligning Elite Teams.
			Leverage #1 and #2 to create the 12-Month Operational Master Plan (OMP)	**SIOP DDMRP LookAhead**: the 12-Month S&OP forecast mapped to financials.
	COMMERCIAL		**(Extended Contract, recurring, long term partnerships. Few Partners)**	
4	**FRACTIONAL**	Part Time	Level 5 Coaching for the business aligned with their pace and priorities.	**REVENUE$**: when Customers value Ops Excellence. (Safety-Quality-Delivery-Cost-Morale)
			Fast - Defined - Effective - Measurable - Agile - Scalable - Customer Focused	**COGS$:** visibility, stability, reliability, agility, scalability, and resilience.
5	**OWNER**	Full Time	Deep long term commitment (2-10 years+) as part of the team.	**WORKING$:** rolling 12M lookahead -- total inventory ($) by week based on **REV$**
			Full PnL Ownership and Culture Champion. Maximum return to partnerships.	**CA$H:** rolling 12M lookahead -- COG$ lab and BUY$ spend by week based on **REV$**