

Catalyst Technologies

Knowing Business “True North” is Vital to Rapid Success: First-of-its-kind Business Algorithm

The “Workforce Alignment to Business Expectations” Algorithm offers first-of-its-kind ability to provide a mathematically precise way to achieve goals. Using a dashboard approach, it allows management to easily and proactively identify and successfully navigate through business challenges. Developed by Catalyst Technologies, the algorithm ensures management decisions have the highest degree of certainty in achieving successful outcomes. The alignment process brings out the best of what a workforce can accomplish to meet business expectations. The algorithm provides objectivity to choose a direction that minimizes costs, enhances productivity, improves customer satisfaction and reliably grows profits, all with pinpoint, mathematical accuracy.

Before this technology was developed, managers had no objective/mathematically sound way to assess the level of certainty an approach had in achieving the desired business outcome. Managers were limited to educated guesses and “good” instinct. The “weakest link” in the approach would normally be identified after an issue surfaced, recognizable by failed expectations, normally negatively impacting budget and timelines. Issues discovered “after the fact” forced managers to quickly react to avoid an already jeopardized business result. Catalyst Technologies’ “Workforce Alignment to Business Expectations” Algorithm gives managers an ability to identify the “weakest link” before time and money is spent. It creates the highest level of certainty in achieving a business result.

Catalyst Technologies’ origins started in a highly secretive government facility. Where at the time, the founder of the company, Bruce Nagy, was part of the government group responsible for the timely development of a new, special purpose satellite system for US national defense.

Due to various technical problems, the satellite was in jeopardy of not being launched on-time. Launch time was critical because an existing special purpose

satellite was losing orbit and would soon burn up in the atmosphere. This new satellite was its replacement. For this reason, not being able to meet the launch timetable became a national defense issue. And because of this and the size of the budget in developing the satellite, Congressional eyes were watching. With this type of attention, none of the companies participating in the new satellite’s development wanted to be accountable for the problem. Arguments, denials and a litany of excuses continued for over a half a year.

The group became frustrated. They could not agree upon which approach would be most successful in launching the new satellite. Since Congress was closely watching – no one wanted to be held responsible for a wrong decision. Most participating companies were more worried about protecting their reputation, rather than next steps.

Whether by divine intervention or pure coincidence, Bruce Nagy spent several previous years researching an exact solution to this problem. While serving as an officer in the navy specializing in new technology development, he had a tour of duty in Japan. On his own off hours, he spent time studying how “Kaizen” techniques could be mathematically applied to US business environments. “Kaizen” originated in Japan as a “change for the better” philosophy and earned Japanese car manufactures their stellar reputation. Bruce recognized the mathematics he had previously developed could ideally solve this satellite problem.

With pressures mounting, the group was extremely in need of an innovative idea to determine the best way to move forward. It only took Bruce to suggest a solution. Without even a discussion, he was given an order and one night to prepare. His approach needed to unequivocally identify the “best” solution or else. Was he really being given a chance or offered as a sacrificial lamb, with Congressional eyes watching?

Amazingly, by using this mathematical breakthrough, it took only one day to discover and gain consensus over the best solution. This approach later became

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the signature feature for all Catalyst Technologies software products. In one day, this measurement did what the previous 6 months could not accomplish, i.e., aligned everyone to a common set of tasks to meet the expected goals, agreed by all. The billion dollar program that jeopardized the government's national defense was on its way to having its timeline recovered with the highest certainty of success. And a new technology that objectively aligned a previously fragmented workforce to the "best" solution that could successfully meet the government's challenging needs was finally given its debut.

A year later, the satellite launch was back on schedule and Bruce became recognized as doing the seemingly impossible. Over and over again Bruce was sent by government agencies on seemingly impossible jobs and with the same speed and focus, his alignment approach consistently worked. It identified the best solutions and some of the more impressive results are described below:

- Increased Production Line Throughput by 600%
- Decreased Cost Overrun from 35% to 3%
- Improved Time-to-Market from 120 to 60 days
- Reduced Schedule from 18 months to 10 months

With each job assignment, Bruce learned how to apply the alignment algorithm in support of a variety of project, operations and manufacturing environments for Fortune 500, government, Dot-Coms and other success driven organizations. Over continued use and application, he and his team have been able to refine the algorithm and provide visibility using a simple dashboard system. The dashboard and algorithm system have now been successfully embedded into spreadsheets that use proprietary heuristics, combined with statistical confidence, to ensure best solutions.

The alignment approach uses a business performance scale called "Average Performance Range and Index," again a unique part of the first-of-its-kind algorithm.

This is a first-of-its-kind technology that provides an objective/mathematically sound way to assess and improve the alignment of a workforce to successfully achieve business outcomes. Bruce Nagy, through years of using the Alignment Algorithm within various

companies, has created a family of "true north" navigation products to help managers solve the most challenging business problems. The products all provide the same success-focused technology, but offer it in forms specific to the customers' needs.

Each of the "alignment to true north" products offers a signature feature, an ability to objectively know an ideal path for success. Each product incorporates the same mathematically precise algorithm approach. All the products boast of ease, simplicity and speed. As a signature feature for all products, results are achieved in minutes and affect months of successful outcomes.

With a suite of alignment software products to fit a variety of specific business needs, Bruce Nagy has given a wide range of managers an unprecedented ability to consistently ensure business outcomes are successful and profitable. Financial goals can now be more easily reached. Cost reductions and improved schedule reliability become natural byproducts. It is now possible to simply and efficiently navigation through various challenges with pinpoint accuracy, ensuring successful results.

To review an example of an alignment dashboard and algorithm system, or read testimonials from past customers, select the link below (or cut and paste the link into your browser):

http://www.catalysttechnologies.com/downloads/Bruce_Nagy_LoS_Algorithm_and_Dashboard_Overview.pdf



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by CATALYST TECHNOLOGIES
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