

Innovate Now! with the Inn8® Workshop Programme

Create innovative value propositions quickly
to maximize your opportunity days



Innate:

***“Inborn, natural,
instinctive, intuitive,
spontaneous.”***

Exploit your opportunity well, by creating an innovative proposition with a strategy to execute it. Our creative, yet structured Inn8® Workshop Programme is quick and provides an excellent return on investment.

You may have spent a lot of time in meetings discussing a **significant operational or strategic opportunity**, yet the conversations have led nowhere, or the solution you have thought of seems very similar to competitive offerings. You may have considered hiring consultants to provide the solutions but are concerned at the cost and time this might take.

An alternative? Yes! And can guide your multifunction team through the structured Inn8® Workshop Programme. In 3 days, (as a block or separate, to meet your operational needs), they develop an innovative proposition and a strategy to execute it.

- ▶ Proven process in different environments
- ▶ No training required, learn as you innovate
- ▶ Fully documented output helps sell your proposition
- ▶ “Walk away” facility after Day 1 & 2, provides peace of mind
- ▶ Taster workshop available refundable if full programme taken

***“They are outcomes that we could
never have dreamt of achieving
over three days of activity
without using Inn8.”***

Chris Dixon
Unipart Technology Logistics

Our Approach; How You Benefit

USE A STRUCTURED APPROACH, OBTAIN A VALUABLE OUTCOME

You use the Inn8® Model structure, as shown above. At each Stage the team thinks creatively and logically and decides whether to proceed. The result is an innovative proposition with a strategy to execute it. You can use it for bids too.

ENGAGE MULTI FUNCTION TEAMS, GAIN GREATER ACCEPTANCE

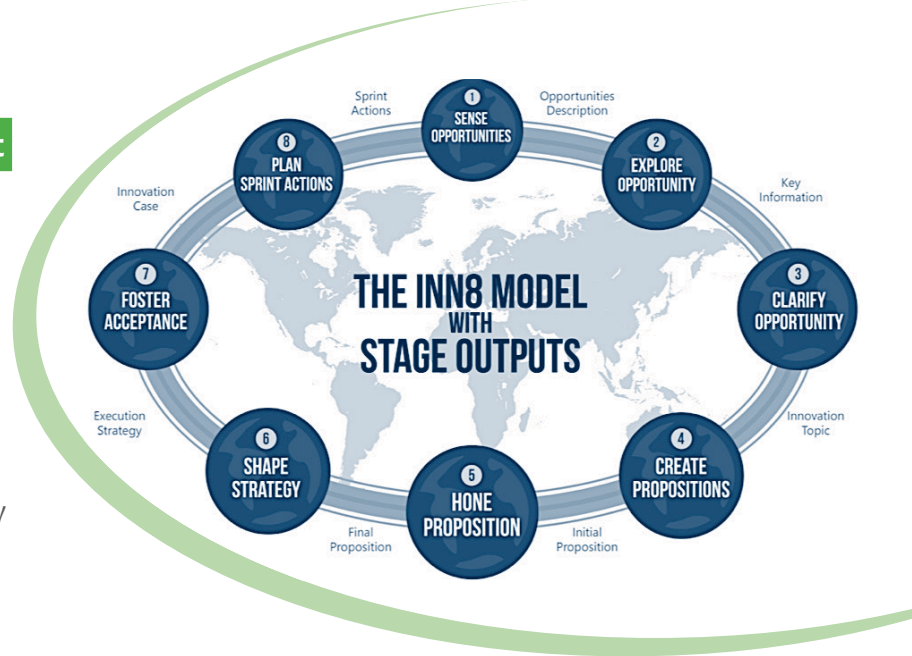
Your multifunction team of up to 16 people innovates in a collaborative, participative, thought provoking and engaging way. When all stakeholder departments exploit an opportunity, it is easier to implement the proposition, as there is less internal resistance.

BE FLEXIBLE, INNOVATE AROUND YOUR OPERATION

We facilitate three workshop days as separate days or a block, at a time and location convenient for you.

DOCUMENT EVIDENCE, CONVINCING DECISION MAKERS MORE EASILY

At each Stage in the Inn8® Model there is a clear output. We fully document this evidence for you in different formats. Clear evidence enables you to build a business case quickly and sell your innovative solution to decision makers more easily.



INITIATE FASTER, INNOVATE QUICKER

The Inn8® Workshop Programme requires little lead time to initiate and the reasonable investment reduces your internal decision making time. You plan less, start the Programme sooner and innovate faster than with alternative solutions.

HEAR WHAT ONE CLIENT SAYS

Watch our customer testimonial video [here](#) and hear what Chris Dixon of Unipart Technology Logistics thinks of Inn8.

Testimony

“The interaction of people in the team, cross functional, all focused in the same direction – we end up with a better result.”

“It fits around the work that you are doing; it is flexible.”

“It records every decision, every thought we have had. This enables us to return to find other opportunities to work on.”

“Through workshops we are able to deliver a proposition straight away.”

Chris Dixon

Unipart Technology Logistics

Case Study

UNIPART TECHNOLOGY LOGISTICS (UTL)

UTL approached us to help them innovate in their core business. Though expert in both Lean and Continuous Improvement and having a number of innovative work streams initiated by clients, they wanted to be more successful in creating their own radical propositions to innovate successfully.

After an initial site visit, we scheduled a 3-day Inn8® Workshop Programme over two separate events, and ran an introductory half day session. We worked with a multifunctional team of twelve senior leaders from UTL.

The team created two radical propositions for their core business that will potentially change their service delivery to all their customers. These were outcomes they had not dreamed of achieving over 3.5 days by alternative means.

What UTL really likes about the Inn8® Workshop Programme is that it is a structured process that does not rely on chance to create new propositions. Furthermore, because all of the data is captured in an easy to use format, they can mine the ideas at a later stage.

They also appreciate that the Programme uses the innate knowledge and experience of their people and encourages them to collaborate and share.

The structure is flexible and because of this, they were able to run it in two blocks over a month, enabling them to fit it around their operation.



Another plus point was that they did not have to send people on a training programme to learn how to innovate; they learned as they innovated. Yes! And provided a copy of the book “*Innovate to Learn, Don’t Learn to Innovate*” to all of the team and they read this in advance, consolidating what they had learned during the introductory taster workshop. All this fits very well with their culture and their philosophy on training.

Having appointed an Innovation Manager for the Unipart Group as a whole, Unipart has licenced the Inn8 Approach to use as their in-house innovation approach and now facilitate Inn8® Workshop Programmes themselves in the Group, with great success.

See our website <http://www.yesand.eu/maximise-opportunity/> to hear the client discuss the programme.

To discover more about the Inn8 Approach, buy the book on Amazon, or download Section 1 from our website, www.yesand.eu



Our Roles

The **Inn8 Team Facilitator** works with the team on process, takes them through each Stage of the Inn8 Model, guides them to use logical and creative thinking and keeps them on time. The Facilitator also encourages everyone to participate, focuses people and maintains energy. The **Inn8 Team Coach** focuses on the content of the workshop and listens to but does not participate in the discussions. The coach questions and challenges the team's thinking, provides constructive feedback and may contribute ideas if the team wants them.

“The value of the output versus the time invested is without question”

Chris Dixon
Unipart Technology
Logistics

Who We Are

JOHN BROOKER – INN8 TEAM FACILITATOR



For fourteen years, John has facilitated workshops with organisations such as Airbus, BT, and Visa to help them align and engage their teams and to

think in an innovative way. He is a former Senior Vice-President of Visa and was responsible for innovating new services, such as the international ATM network in EMEA. He is particularly experienced with multinational and multicultural teams, working regularly throughout Europe, Middle East, Africa and Asia. John developed the Inn8 Approach.

John facilitated a major innovation project for Enterprise Ireland with seven SMEs, delivering 15 innovative propositions across the companies.

JEFF PARKER – INN8 TEAM COACH



Jeff is a former Vice President of Airbus with many years practical experience of innovating to win high value contracts, in the UK and overseas.

Jeff spent 15 years defining Strategy and driving it through Business Development and Sales so that the selection of opportunities on which to Bid aligned with business growth and profitability.

He worked closely with Bid Teams, to identify ways to discriminate their proposals against competition, through innovative solutions and development of creative bid presentations for the tendering organisations.

Next Steps

If you are already convinced, please contact us on the contact details shown. If you would like to learn more about our thinking and consider whether we are the right organisation to work with, download a copy of our article: **Innovate With Less Risk**, read our web site <http://www.yesand.eu/maximise-opportunity/> and **register** to receive Section 1 of our book. Or buy it on Amazon.



Contact Us

Speak: +44 20 8869 9990

Write: hi@yesand.eu

Read: www.yesand.eu