

WHAT DOES IT TAKE? A PROCESS THAT SOLVES THE HUMAN EQUATION.

Because everything hinges on adoption, we start at your starting place, not ours. Your people are involved each step of the way. And we make sure anyone who will use your solution knows how to drive it.

$$A^2E^2 \text{ Adoption} = f(\textit{Artisan}, \textit{Alignment}, \textit{Education}, \textit{Empathy})$$

Our A²E² approach to Change Management drives client ownership of capabilities, from design to deployment:



- Our ***Artisan*** approach yields a solution fit to your business, not a process that fits your business to a solution
- Drives ***Alignment*** between individual stakeholders and organizational leadership
- Our diverse team's humble approach to ***Education*** drives knowledge and ownership – both highly correlated to adoption
- Our end-user focus rooted in a culture of ***Empathy*** involves business users early and often in the process to drive ownership and ensure adoption of capabilities