



# Delivering Business Results from Engineering to Management

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***ExpertTune***<sup>®</sup>



What Engineers Want  
What Managers Want  
Tools & Techniques  
Case Studies  
Q&A





In the day-to-day work environment:

- WHO do you have lunch with?
- WHAT do you work on?
- WHEN do you report results?
- WHERE do you spend any free time?
- WHY are you working on your favorite project?
- HOW do you know you did well?





In the day-to-day work environment:

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## ENGINEERS

- Understand the details
- Technical Results
- Metrics adapt to the problem
- Enjoy solving the problem

## MANAGERS

- Don't care about the details
- Monetary Results
- Fixed set of metrics & reporting method
- Enjoy communicating the results!





- Work ONLY on the right things.



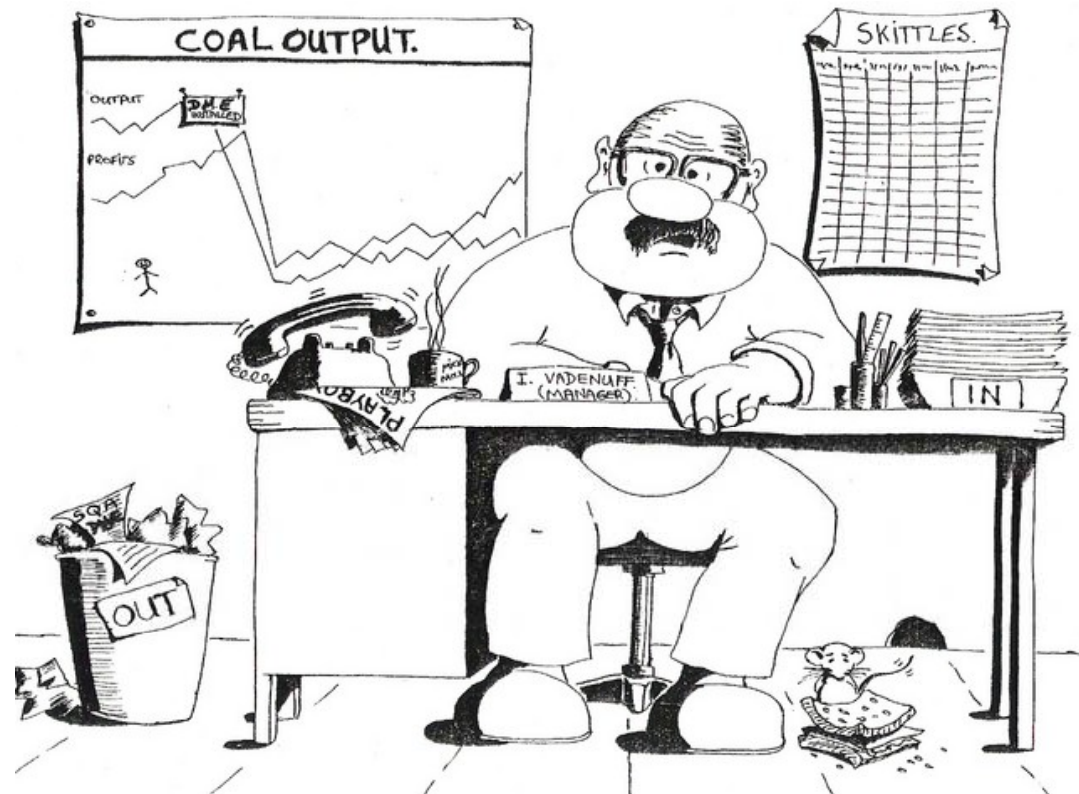
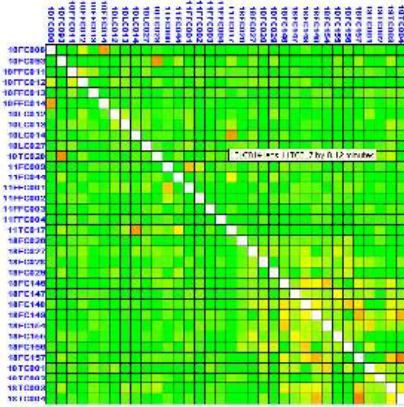


- Cost
- Quality
- Safety
- Reliability
- Production
- Energy





- Before & After
- Use Real Data, Real-time
- Estimate
- Simulation





# The Most Important Technique





- Before & After
- 1-Page Summary
- Elevator Speech



- And **NOT:**
  - Detailed Report



# Case Study #1





# Case Study #2





