

# 90 Day System Install – Process Overview

## Purpose:

A *structured implementation engagement* designed to **install the operating model, cadence, governance, and measurement systems** needed to reliably move the primary value lever and sustain performance over the first 90 days of execution.

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## 1. Scope & Nature of Engagement

- **Format:** Facilitated implementation with defined weekly checkpoints
  - **Duration: 90 days** (time-boxed execution period)
  - **Prep Required:** Fit check + scoped plan before kickoff
  - **Cost:** Starts around **\$75,000** (most engagements land \$120,000–\$200,000)
  - **Outcome:** A working **system of cadence, accountability, and measurement** that drives the agreed lever forward.
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## 2. Goals & What You Get

By the end of 90 days, you will have:

- ✓ **Installed cadence** — regular rhythms (weekly / biweekly) for decisioning and updates
  - ✓ **Governance structures** — clarity on roles, escalation paths, and meeting governance
  - ✓ **Mechanisms for enforcement** — tools or processes to ensure measurable execution
  - ✓ **Weekly accountability loops** — owners, commitments, and consequence management
  - ✓ **Measurement built into the system** — scorecards, KPIs, and reporting tied to value delivery
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## 3. Pre-Engagement Fit & Planning

Before the install begins:

- **Fit check call/brief** to confirm scope and expectations
- **Define primary value lever** — what we'll move and how success looks
- **Bound constraints** — systems, compliance, resource limits

- **Establish baseline metrics** — current performance and reporting sources

**4. Implementation Phases**

The work unfolds in **structured phases** with built-in accountability:

Phase	Focus
<b>Week 0 – Onboarding &amp; Plan Finalization</b>	Kickoff, roles, systems access, detailed playbook
<b>Weeks 1–4 – Rhythm &amp; Metrics Setup</b>	Install cadence, reporting, scorecards
<b>Weeks 5–8 – Governance &amp; Accountability</b>	Define decisions, escalation, owners
<b>Weeks 9–12 – Reinforcement &amp; Scaling</b>	Stabilize system, address bottlenecks
<b>Week 13 – Wrap &amp; Handoff</b>	Document system, transition to steady state

Weekly accountability meetings ensure real-time tracking of progress against commitments.

**5. Attendance & Authority**

To execute effectively, the following should be involved:

- **Sponsor / Executive Owner:** Decision authority and priority setting
- **Implementation Lead:** Day-to-day coordinator for cadence and governance
- **Functional Owners:** Leaders from key domains (ops, finance, systems, compliance)
- **Data & Reporting SME:** Source of truth for measurement and reporting feeds

**6. Deliverables (90 Days)**

At the end of the engagement, deliverables typically include:

**A. Installed Operating System Components**

- Established cadence & governance (calendar, roles, escalation paths)
- Weekly accountability loop playbook
- Performance dashboards & KPIs

## **B. Transition & Sustainment Plan**

- Documentation of systems and how to run them
  - Roles & responsibilities for ongoing execution
  - Measurement and enforcement mechanisms ready for steady state
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## **7. Why This Works**

- **Structured execution:** Time-boxed, measurable progress aligned with organizational priorities
  - **Accountability built in:** Weekly checkpoints make commitments visible and enforceable
  - **Measurement & governance:** Systems aren't just designed — they're *installed and operational*
  - **Forward momentum:** From plan to reality in 90 days with clarity on owners and outcomes
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