



IMPROVING OWNER ALIGNMENT ON GROWTH AGENDA AND CATALYZING CHANGE IN MULTI-OWNER VENTURE

THE CLIENT

- Financial services shared utility – 20 major banks as owners

THE NEED

- Very successful in running operations, but struggled with finding growth initiatives owners could agree to – despite some very strong capabilities within venture
- Owners routinely “going around” venture – pursuing new initiatives on own or with subset of owners

OUR SOLUTION

- Developed targeted diagnostic instrument to uncover gaps / issues related to owner alignment, resourcing and views on performance *relating specifically to growth initiatives*
- Facilitated Board conversation on results and path forward (leveraging our data and experiences in other shared utilities)
- Worked with Lead Director to develop Board proposal for specific changes to venture’s business development processes and mechanisms

Survey read-out sample: Alignment on key dimensions of overall growth posture

