



# THiNK

**We solve hard problems**

Solving digital, data, AI and team challenges from start up to corporate



# Experience



## Exco advisory

Partner with excos to advise on their strategy and execution plan, understanding where the blockers within the team are and how that cascades down through the organisation.

- Advised on multiple digital transformation projects across telco, broadcast and healthcare
- Holistic approach helping teams to come in on time and to budget
- Transforming colleagues into high performance teams
- Strategic programmes with projects which actually deliver on time and to budget

## Digital Front End Go to Market

Exec in digital strategy and execution. Strong product skillset leading the development and launching of several large-scale loyalty, engagement and self-service platforms across Telco and Broadcast companies.

- Helped brands like HTC and Compuware with **go-to-market strategy**.
- Started esports in SA, creating a **R1 million league** and launching it on national TV; created product differentiation with the ISP partner.
- Deployed a loyalty programme for a multinational broadcaster, generating **R600 million in the first year**.
- Led the build and roll out a self-service platform across **50 countries serving millions of users**.



Team member wiring



Map team gaps

# THINK LEADERSHIP

Working with excos/leadership teams to understand:

- how they are wired
- where their gaps are
- create the cohesion required to help their business scale.



Positioning the team



Formulate execution plan



### Team wiring

How each team member is wired directly affects how they show up and relate to other team members



### Maps team

Seeing the team mapped helps understand where the team is and what the challenges are



### Positioning team

Understanding the team mapping helps fill in the gaps and potentially identify what skills are needed on the team



### Execution plan

Create a roadmap and map the dependencies to stress test the plan and drive down through the organisation



Product creation



Highly predictable teams

# THINK

## PRODUCT & PROCESS

People tend to think that they need a process for everything. But if you dummy-proof the process, you only get dummies to work there. That's why we're focused on giving people great freedom. They'll make mistakes, of course, but you'll get a lot of great ideas. – Reed Hastings, Former CEO and Chairman of Netflix



Delivery on time and to budget



Staying the Course



## Product Lifecycle

Building a product or service requires testing assumptions, and pivoting as required.



## Team Cadence

Solving the problems that decision making and collective will power can't solve.



## Predictable Teams

The answer to team performance is team foundation.



## Staying the Course

How to stay the course of the process to get the adoption required.

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PRODUCT & PROCESS



Visibility



Dependencies

**THiNK**

# Technology & Tools

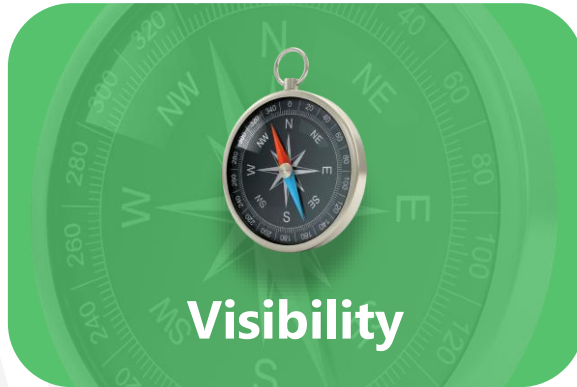
Any sufficiently advanced technology is  
indistinguishable from magic. – Arthur C Clarke



Tooling

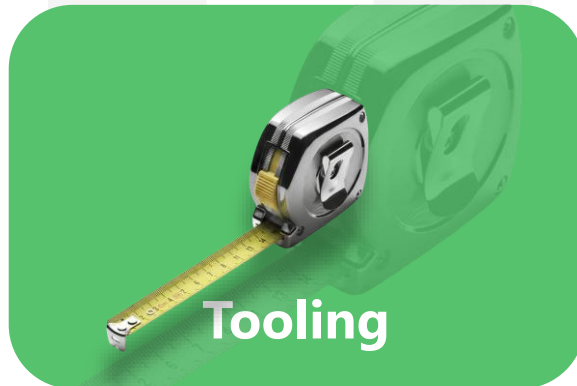


Tech-conundrum



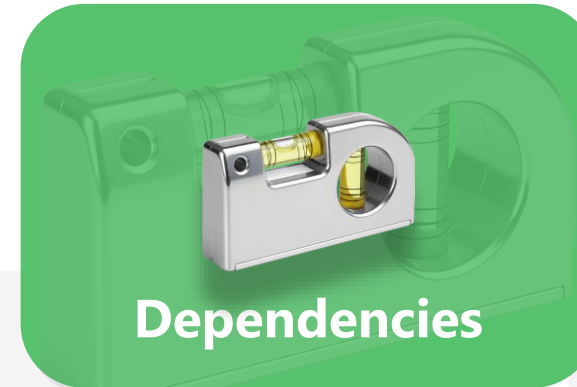
## Visibility

How to get a 360-degree view of what is happening in the organization and implement effective governance.



## Tooling

The art of visualizing strategy to execution through an effective PMO.



## Dependencies

How to build an effective roadmap with mapped dependencies between teams.



## Tech-conundrum

How to make hard tech choices across AI, digital, data, core-systems & ensure systems are secure.

# What it looks like

A banner with an orange-tinted background showing a group of people in an office setting. The text "THiNK LEADERSHIP" is overlaid in white.

## THiNK LEADERSHIP

Create leadership alignment  
Drive alignment down through the organisation  
Step forward, step back

A banner with a blue-tinted background showing a close-up of water ripples. The text "THiNK PRODUCT & PROCESS" is overlaid in white.

## THiNK PRODUCT & PROCESS

Product and process  
Highly predictable teams  
Team cadence

A banner with a green-tinted background showing a desk with a keyboard, a coffee cup, and a mouse. The text "THiNK TOOLS AND TECH" is overlaid in white.

## THiNK TOOLS AND TECH

360-degree visibility  
Roadmaps and Dependencies  
Heavy lifting with tech



# THiNK

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MIND THE GAP

