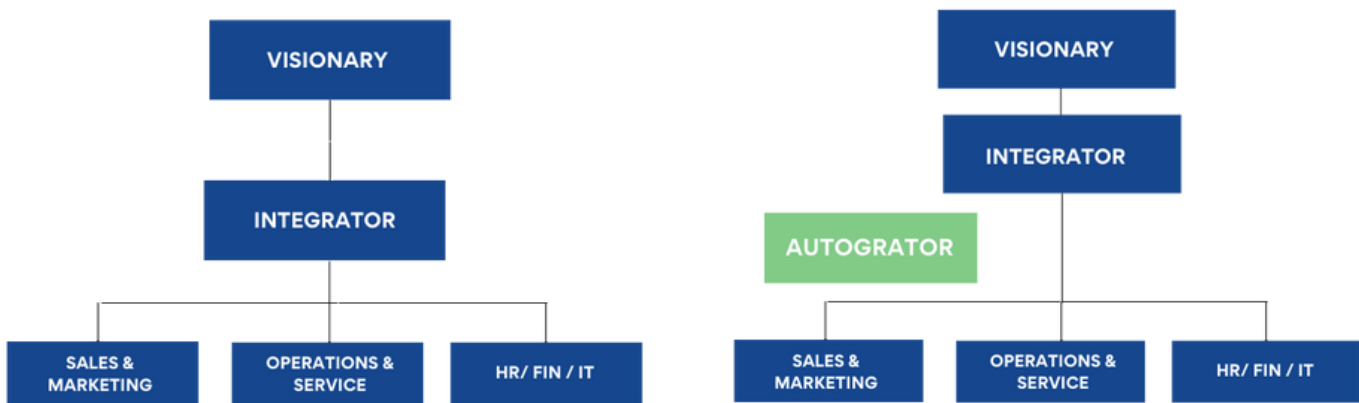


AUTOGRATOR

Autogrator is a director/executive position reporting to CEO/President or Integrator/COO/GM who drive effectiveness, efficiency, and joy throughout the business. This position (Internal or External) is designed for Businesses \$5M to \$500M in revenue is a combination of common roles in the Fortune 500 (Chief Digital Officer, Digital Strategy Manager and Chief Data Officer). The Autogrator is an individual who drives business success by identifying, managing, and converting businesses processes and dashboards to digital ones using low code/no code applications, Business Intelligence, A.I. in the leading platforms (Microsoft 365 Suite including Power Platform or NetSuite)



Key Attributes-

- Execute Level Communication Skills
- Understand all business processes
- Project Management Skills
- Ability to handle and break down Internal and External Silos
- Member of Leadership Team
- Understanding and Curiosity of New Software/Technology Solutions

Outcomes – Scoreboard

1. Drive 2X to 10X Savings vs Salary or Outsourced Fee.

- If \$100K per year – Need to ROI \$200K to \$1M of ongoing annual efficiency savings

2. Effectiveness, Efficiency, and Joy Scoreboard Metrics

- Revenue or Gross Margin/FTE
- Revenue or Gross Margin/Payroll \$
- Labor Efficiency Ratio – LER
- Management Efficiency Ratio – MER
- Gross or Net Profit
- Hours Saved Ongoing
- Strategy planning by month and annually with savings – Top 3 Critical Numbers or #1 Thing number

- Net Promotor Score (NPS) of Clients and Vendors
- Employee Engagement/NPS and or Turnover

Playbook for Success

1. Attend Annual and Quarterly Planning
2. Select Goals for 1 year and 3 years based on Scoreboard Metrics
 - Capture Baseline for each metric
3. Attend Weekly Leadership Team and Each Departments Meetings
 - Create Success Team
4. Create Autogrator Meetings
 - Leadership Team plus Key Direct Reports
 - Set Goals
 - Capture Initial Process and Pains
 - Department meetings
 - Capture process and pains
 - Understand potential scoreboard ROI
5. Create Roadmap of potential Automations, Process Improvements
6. Meet with Leadership Team and Select Top 3 to 10 Priorities
7. Execute Quarterly Plan
 - Weekly Meeting with Success Team
 - Scoreboard Updated
 - Measure ROI
8. Set New Quarterly Roadmap based on Quarterly Planning

Requirements:

- 10 Years of Business Leadership – COO, VP, GM ideal role
- Technology knowledge a must
- Proven ability to drive results
- Communication skills both oral and written
- Project management
- Process Improvement and project manager experience