

# WIN MORE BY DESIGN

Remove Barriers. Accelerate Growth.

## CASE STUDY

### From Stagnation to Acceleration

#### CLIENT

A software solutions organisation founded by two highly skilled techpreneurs had reached a point of stagnation. While the company had achieved critical mass, its growth trajectory had slowed significantly. The founders and leadership team were perpetually engaged in client servicing, leaving little to no time for growth initiatives.

#### CHALLENGE

Despite their success, the founders felt constrained by their operational responsibilities. Their calendars were packed with routine, regular, and repetitive tasks, leaving them unable to focus on scaling the business. The challenge was to create both time and mental bandwidth for growth while implementing scalable processes.

#### SOLUTION

The organization engaged Win More By Design to drive transformational change. Over 100 days, 12 key participants—including founders, senior leaders, and key employees—were coached using the structured Win More By Design methodologies and tools. The program focused on:

- ◆ Identifying time-consuming operational bottlenecks.
- ◆ Establishing short-term and long-term goals aligned with the organisation's growth objectives.
- ◆ Implementing effective delegation strategies to free up leadership bandwidth.
- ◆ Empowering next-level leaders to take ownership of operational decisions.

#### TRANSFORMATION & IMPACT

One of the most significant breakthroughs was delegating routine, repetitive tasks to capable team members. The founders also transferred some operational decision-making responsibilities to their next-level leaders. As a direct result:

#### RESULTS ACHIEVED

- ✓ The founders were able to travel across the U.S. for two months, meeting both existing and prospective clients.
- ✓ They successfully unlocked new business opportunities and expanded their client

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base.

- ✓ The organization experienced a remarkable 45% growth within 12 months.

#### KEY TAKEAWAY

*By systematically removing operational bottlenecks and fostering leadership development within the organization, Win More By Design empowered the founders to shift from working in the business to working on the business. The result was a reinvigorated growth trajectory and a scalable foundation for future success.*

**Win More By Design** | Remove Barriers. Accelerate Growth.