



# BOS-UP

## Your Business

Optimize Your Potential with  
a Business Operating System

**BOS-UP<sup>®</sup>.WORK<sup>®</sup>**  
Business Operating Systems for Startups & Small Companies  
Powered by Ninety<sup>®</sup>

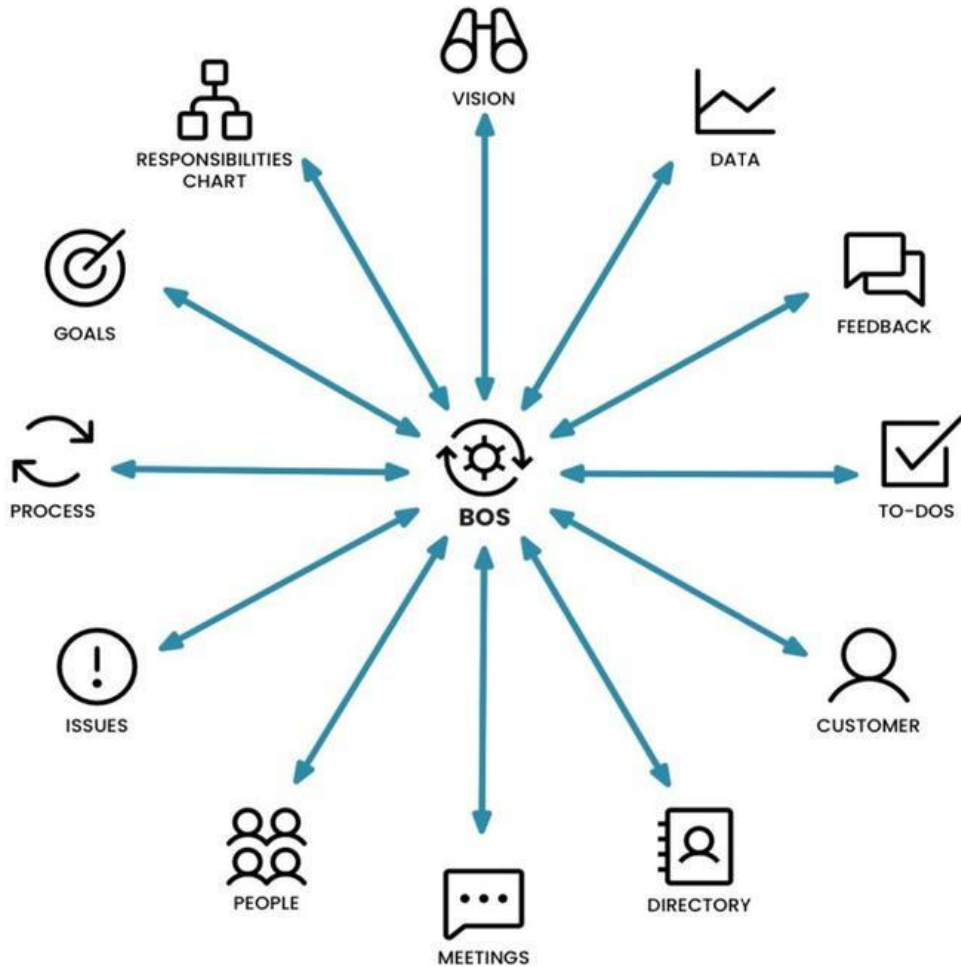


# **WHY DO YOU NEED A BOS?**

Starting a business is easy.

Running a business is hard.

# BUSINESS OPERATING SYSTEM



A **Business Operating System (BOS)** is the way your company operates on a day-to-day basis.

A cohesive **BOS** provides clarity and helps your entire company focus on your vision and objectives.

It helps you drive growth and success, empowering you to build, run & scale your company effectively.

# ASPIRATIONS

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Healthy Accountability

More Control

Greater Production

Fewer Issues

Extra Time

Better Focus

Stronger Teams

Hone Processes

Delivering Expectations

More Robust Profits

Increase Enterprise Value

Fun & Enjoyment

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# BENEFITS

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Gain insight into your business to help you optimize your results.

Establish the essential Concepts, Tools & Disciplines to help you better envision and plan.

Develop and apply new operational methods to help you achieve your goals.







# RATE YOUR BOS



You have a **BOS**, even if you think you don't.  
(Having **no system** is still a system.)

Accidental

Intentional

Designed

Holistic

Integrated

The **Accidental** BOS is reactive, disorganized & ad hoc. It is often found in start-ups and small, early-stage businesses.

The **Intentional** BOS is disjointed but intentional. It is often found in businesses that have just started to stabilize.

The **Designed** BOS is typically a framework from a popular book or coach/consultant. It is often self-implemented.

The **Holistic** BOS aims to address and manage all of the major operational components of a traditional BOS.

The **Integrated** BOS is seamlessly integrates all major elements. It helps a company run Smoothly with ease.

# CONCEPTS, TOOLS &

## DISCIPLINES

**Enterprise Value** is how well your organization creates and proves its significance to others.

If all other competencies are strengthened, Enterprise Value will increase.

**Vision** defines your purpose. It provides framework for your organization and workforce.

The **Customer** competency defines your Ideal Customer. Narrowing your demographic ensures that you know who your customers are and how to serve them effectively.

Your **Goals** clearly document your core objectives and key results. They give your organization direction in how to proceed with day-to-day business.

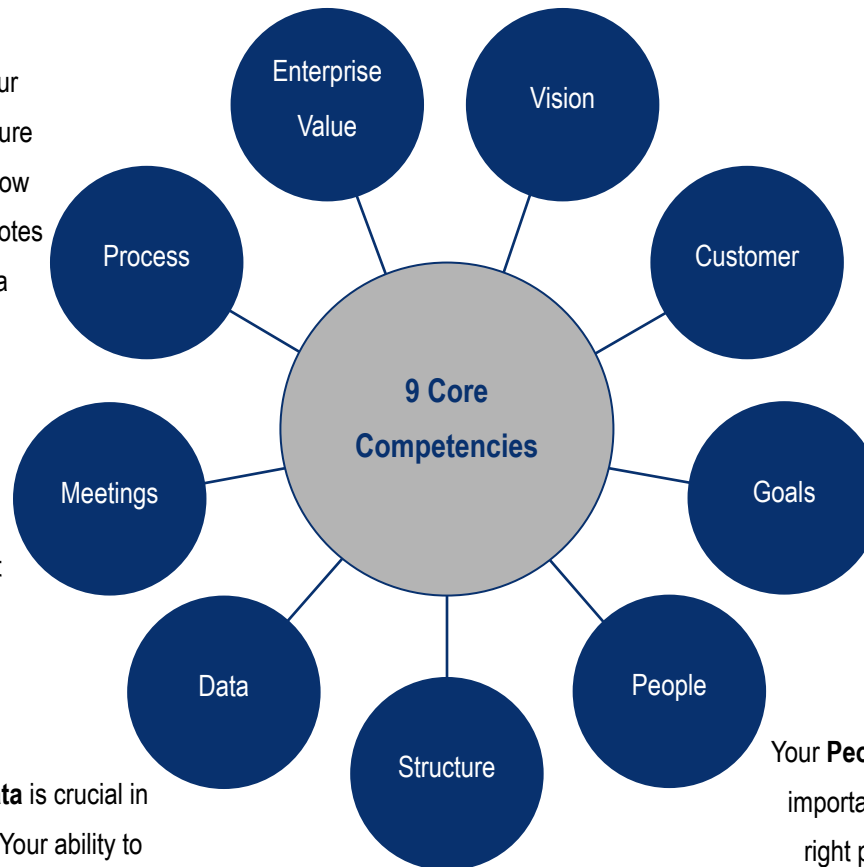
Your **People** are your workforce. It is important to have everyone in the right positions in order for your organization to thrive.

**Structure** represents how well you identify the Core Functions of your organization and employ competent, committed people

The utilization of **Data** is crucial in measuring growth. Your ability to effectively leverage the information at hand will directly impact the success of your business.

Successful **Meetings** will increase transparency, accountability, and productivity. They ensure consistent alignment within your organization.

Consistently documenting your business's **Processes** will ensure that everyone is in sync with how your business is run. This promotes clarity and helps guarantee a smooth workflow.





# RESPONSIBILITIES

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Make sure your people are in the right positions.

Use a Responsibilities Chart.

- The Responsibilities Chart shows everyone's function, role & responsibilities across the company.
- It promotes accountability and helps communication.

Provide regular feedback through weekly meetings, quarterly conversations, and annual reviews.

The right people. In the right seats. Doing the right work.

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# GOALS

Set tangible long-term, mid-term, and short-term goals.

- **Compelling & Audacious** 5-10 year goals
- Big but **achievable** 3-year goals
- **SMART** 1-year goals
- Quarterly goals called **Rocks**

Make sure your goals are **SMART**.



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“If you don’t know where you are going, you  
might wind up someplace else.”

- Yogi Berra

Track **Key Performance Indicators (KPIs)** that deliver results.

Use Leading Indicators to forecast and predict changes in your business.

Track data weekly.

Decide on 3-5 key measurables for each Function.

Track the most important data instead of all data.

# DATA

“Without big data, you are blind and deaf and in the middle of a freeway.” -  
Geoffrey Moore





# SUPPORT

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Implementing a BOS on your own can be overwhelming.

Here are a few things to help you with your journey:

Choose the right BOS.

90os™ is a comprehensive cloud-based BOS with more than 200K users in 40+ countries.

Take a BOS-UP Workshop.

BOS-UP helps startups and small businesses apply the features & functions of 90os™ with online workshops.

BOS-UP offers 2-day Private Workshops with additional support options from our credentialed Facilitators.

Leverage the knowledge of a BOS Facilitator.





# NEXT STEPS

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If you would like additional information about implementing the 90os™ Business Operating System into your company and would like more information about our BOS-UP

Workshops, please visit

[www.bos-up.work](http://www.bos-up.work)

[Sign up for a Workshop](#)

[Private Session inquiry](#)



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**THANK YOU**

