THE PIVOT
Align. Solve. Iterate. Measure.

IT'S EASY TO MAKE SOMETHING SIMPLE – COMPLEX. IT'S DIFFICULT TO MAKE SOMETHING COMPLEX – SIMPLE.

Itero Group operates at the intersection of simple and complex, using our **PIVOT** framework to simplify what we can, and empower organizations with information to **PIVOT** when the organization's vision isn't moving forward.

When transformation is new, many organizations don't prepare their teams to fail at all, let alone to fail fast or often. Organizations will refuse to turn away from a position that isn't working, afraid to challenge the status quo or drop a project that has absorbed time, energy, and resources to pursue a different path, even if a **PIVOT** would mean the potential for a greater overall impact.

Providing an organization with the ability to execute their next move is at the heart of the **PIVOT** approach and increases the organization's opportunity for success. With alignment, data, and the willingness to ask and answer the right questions, decision-making becomes simplified, and our clients become more optimized and digitally enabled.

WHAT IS THE PIVOT?

Simply put, the **PIVOT** framework is how we simplify the way work is defined, done, delivered and measured, and it's how we accelerate our commercial and federal clients toward becoming more optimized, digitally enabled and data-driven. It provides our clients with a proven method to accelerate change and **PIVOT**, when necessary, to allow transformation to proceed and innovation to blossom.

Transformation is a complex and often company-wide endeavor, requiring a set of disciplined processes to structure, organize, and accelerate results. The **PIVOT** framework is organized around four key phases:

1. Align
2. Solve
3. Iterate
4. Measure

1. ALIGN
When embarking on a transformation of any scale, many leaders like to think their teams are all in it together. Often, however, projects begin with no alignment of the vision, scope, or even the desired results. We encourage the organizations we partner with to gather their team first, bringing everyone into alignment to shape the vision, set the goals, hone the focus, and streamline the priorities of the project as a single, unified, aligned group.

2. SOLVE
Once the organization has aligned itself behind a common vision and goal, it's easier to see where change is necessary. Our team organizes these efforts into focused, meaningful workstreams, providing actionable tasks and solving problems using agile practices.

3. ITERATE
Our team mobilizes and empowers teams to produce outcomes in smaller, measurable increments. We can adjust each sprint to address shifts in business needs, and we remain focused on the common vision by the continual prioritization of backlog items.
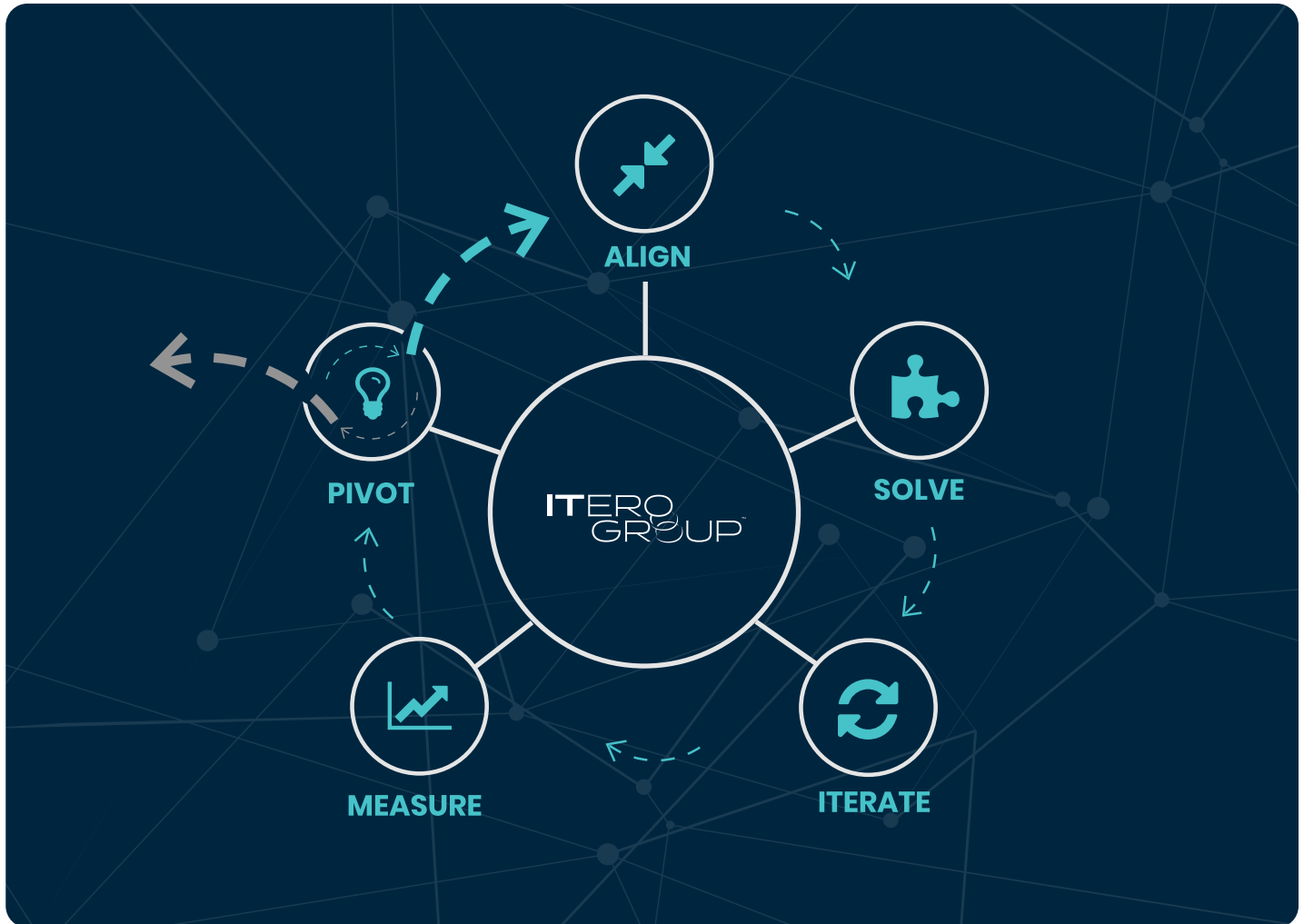
4. MEASURE
Throughout the transformation process, our team tests an organization's outcomes against their previously defined goals to monitor metrics and measure and track progress. Our strategic advantage is in our ability to move the needle for our clients. We capture their goals and objectives, execute to maximize outcomes, and monitor impact along the way.

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ITERO GROUP'S FOCUSED, FOUR-PHASED PIVOT FRAMEWORK
MAKES THE DECISION TO PURSUE THE CURRENT COURSE — OR PIVOT IN
A DIFFERENT DIRECTION — BOTH SIMPLE *AND* STRATEGIC.

ALIGN

SOLVE

ITERATE

MEASURE

PIVOT

ITERO GROUP

THE ITERO GROUP DIFFERENCE

Itero Group is made up of transformative delivery experts with pioneering, entrepreneurial spirits who are willing to challenge the status quo. Our clients work with us because we're smart but approachable, focused but fun, innovative but unafraid.

We're your trusted partner in simplifying how work is defined, done, delivered, and measured.