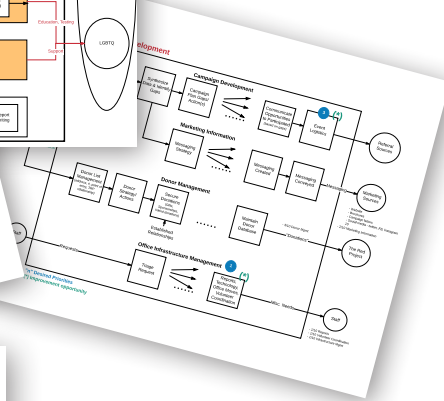
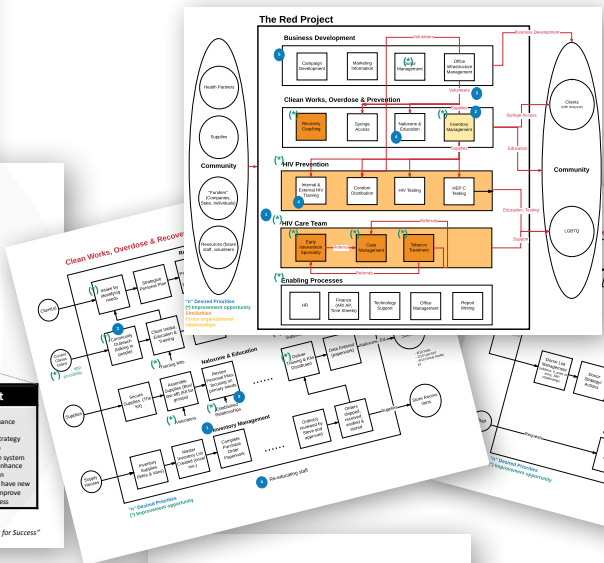
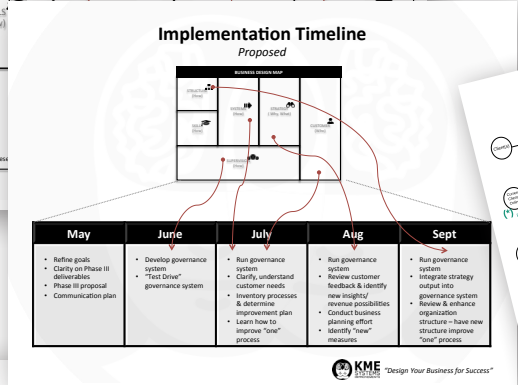
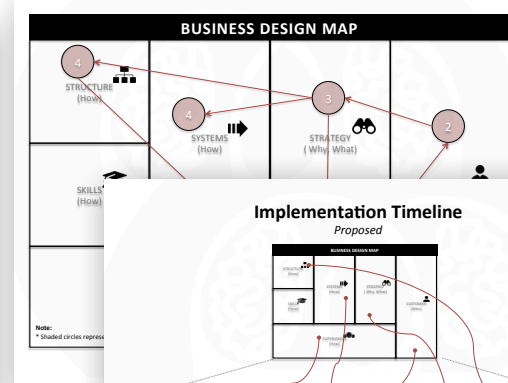


**the grand rapids R&D project**

**BUSINESS DESIGN**  
The Grand Rapids Red Project  
Proposal & Phase 0 Report

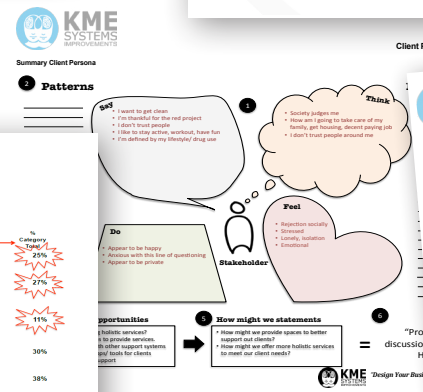
Submitted by:  
Eric M. Herman  
KME Systems Improvements LLC  
March 15<sup>th</sup>, 2017



**BUSINESS DESIGN SCORING SHEET**  
Evaluation Form: Executive Summary

Category	Points Possible	Points Awarded	%
I. Customer	125	100	80%
II. Strategy	100	75	75%
III. Systems	200	225	111%
IV. Structure	75	165	220%
V. Skills	100	135	135%
VI. Supervision (Governance & Management)	200	175	87.5%
VII. Results	200	30	15%
<b>TOTAL POINTS</b>	<b>1000</b>	<b>172</b>	<b>17%</b>

Signature: Eric M. Herman Date: May 11, 2017

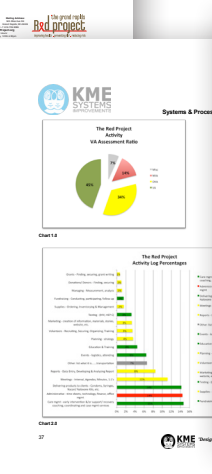


**Client Persona's**

KME SYSTEMS  
"Design Your Business for Success"

**Programs Offered by the Grand Rapids Red**

• Clean Works  
• My Care Team  
• Enabling Processes



**From Fighting Fire to Innovation: An Analogy for Learning**

1. Learning is a continuous process...  
2. Innovation is a process...  
3. Innovation is a process...  
4. Innovation is a process...

# The Red Project

Better program resource utilization to achieve higher performance levels; while unleashing the creative organizational talent through various organization strategies, systems, structures, skill sets and governance models.