

# The Proven TapRoot® Process

| Fundamentals        | TapRoot® Methods   | We Deliver   |
|---------------------|--|--|
| <p><b>PLAN</b></p>  | <ul style="list-style-type: none"> <li>❑ Discovery</li> <li>❑ Road Map</li> <li>❑ Executive Briefing</li> <li>❑ Investment Required</li> </ul> | <p><b>Documented Road Map</b></p> <p><b>Service Proposal</b></p>   |
| <p><b>DO</b></p>    | <ul style="list-style-type: none"> <li>❑ Perform Training</li> <li>❑ Implement Software</li> <li>❑ Perform Investigations</li> </ul>           | <p><b>Onsite Courses</b><br/> <b>Instructor Certification</b><br/> <b>TapRoot® Summit</b></p> <p><b>On Premise or Hosted Solution</b><br/> <b>Implementation Support</b></p> <p><b>Facilitations</b></p> |
| <p><b>CHECK</b></p> | <ul style="list-style-type: none"> <li>❑ Take Measurements</li> <li>❑ Make Recommendations</li> </ul>  | <p><b>Investigation Auditing</b><br/> <b>Investigation Grading</b><br/> <b>Co-Teaching</b></p> <p><b>Peer Reviews</b></p>  |
| <p><b>ACT</b></p>   | <ul style="list-style-type: none"> <li>❑ Additional Training</li> <li>❑ Road Map Maintenance</li> <li>❑ Influence Culture</li> </ul>           | <p><b>Additional Courses</b><br/> <b>Refreshers</b><br/> <b>Webinars</b></p> <p><b>Continuously Documented Road Map</b></p>  |