



Kai brings creativity to strategy. Our long-range competitiveness studies show that size and resources play little part in predicting how companies overtake their competition. What matters most is the ability to conceive of bold ideas and transform them into reality. Kai's dual mission is to help our clients unlock innovation while they simultaneously transform tactical thinkers into creative strategists.

WHAT WE DO

Will your people recognize the next opportunity while there is still time to act? Are they on the constant lookout for new openings? That depends upon who is waging your daily front-line battles—innovators or tacticians.

Strategic creativity fuels competitive advantage. As market uncertainties grow and competitive complexities expand, you must innovate beyond your product. You want to leave no stone unturned, finding creative advantages everywhere, and in everyone, thinking beyond the product into how you source, distribute, partner, incent, structure, market, and operate. Everyone in your organization should become an innovator. With Kai's help, they can.

“ We . . . discovered hidden opportunities we never considered. ”

During the process of coaching our clients to design and realize strategies, two transformations take place. First, a new strategy becomes a means for disrupting competitive and market resistance. Second, employees evolve into business innovators, capable of identifying breakthrough ideas and successfully launching them through the company.

WHY WE DELIVER RESULTS

Two advantages set us apart. First, our methodology is rooted in decades of research into the true, underlying patterns of competitiveness. Over the past ten years we have designed and refined a method for unlocking what stops creativity from propagating. Our method works.

Second, as a client you walk away not just with a clear, coherent, strategic plan but your people gain actionable skills and knowledge to continue innovating.

EXAMPLES OF OUR WORK

TRIPLE REVENUES.

A division of a world-leading PC firm was facing uninspiring sales growth and needed

to expand. Applying our pattern-based methodology, they conceived an unprecedented approach to interfacing with partners, quickly became the preferred market choice, and tripled their top line revenue within three years.

DOMIINATE YOUR MARKET.

A leading financial services provider had failed to anticipate two critical market shifts and was losing market share to more savvy competitors. We helped them craft a five-year vision and a strategic plan that put in place several forward-looking initiatives to prepare for the “next game.” They reversed their market share trend.

LEAP-FROG THE COMPETITION.

A fast-growing technology firm in the financial services sector was concerned its growth rate was slowing. By applying our methodology the company's management generated 149 ideas for disrupting the competition, prioritized 10 for in-depth analysis, and developed a seven-point strategy for locking in continued long-term growth.

TRANSFORM TACTICIANS INTO INNOVATORS.

A world-leading software firm identified a need to enhance the innovative thinking skills of a group of high-potential managers. We created a customized workshop for the company and rolled out an innovative thinking workshop worldwide that was ranked by participants as one of the most impactful in their careers.

“ . . . tripled their top-line revenue within three years . . . ”

BUILD AN INNOVATION PLAYBOOK.

A leading retailer wanted to further develop the innovative thinking habits of its 50 top high-potential executives world-wide. We helped them study the company's past innovations for common patterns and build a customized “playbook” of creative moves. We then designed a program to train their top executives in this “playbook” approach so they could continue applying the plays to create yet more opportunities worldwide.

WHO WE ARE

Our team members are talented speakers and consultants whose expertise stems from years of experience in their fields and who have a deep-seated passion for innovative thinking. All are certified in the Kai Method and commit to continuous rigorous training to maintain their positions at the top of their fields. When needed, we additionally draw on a global network of top executives, experts, and faculty. Each client team is designed to meet the individual strategic challenges at hand.

OUR CLIENTS

We help leading corporations across the U.S., Europe, and world outthink their competition. Our clients include:

- Microsoft
- Johnson & Johnson
- Wal-Mart
- HP
- Fidelity Investments
- Tradestation Group
- Numerous fast-growing mid-sized firms

WHAT THEY SAY ABOUT US

“Kai has had a profound and positive impact on our top management.”

- Mariana Castro, General Manager, Microsoft

“Kai's skill at designing a highly customized coaching program that integrated our key business issues while building strong strategic skills helped us meet our financial objectives.”

- Juan Jose Gonzalez, General Manager, UK, Johnson & Johnson Consumer Products

“The way you were able to quickly understand our business and see what might apply and what might not work so quickly was very impressive.”

- Simon Fraser, Fidelity Investments

“We used the [Kai Method] to help re-cast our expectations for growth and discovered hidden opportunities we never considered.”

- Denny Hudson,