

Allan Ryan Keynote Speaker



Challenges that organisations face today

To grow is difficult. Today organisations must deliver sustained growth in an ever increasing global market for customer, capital and talent.

Empirical evidence suggests most new products and technologies fail. Studies show only 7%-33% "succeed" – however actual evidence suggests only about 10-13% "succeed". Probably worse than chance – i.e. society would be better off if we flipped coins or tossed dice.

Consumers expect high-performance, high-quality products and services that are delivered in full and on time. Best practice is taken for granted. How can you stand out from the crowd? With different products and services that deliver genuine value.

Capital markets offer options for investors and stakeholders with the ability to move funds very quickly between investments and across borders. Attracting capital is a continuous challenge. Competition is not restricted to markets and consumers. The future will see increasing competition for a diminishing pool of talent. Innovative workplaces encourage talent to join and enjoy high retention rates

Successful organisations, across many sectors, are applying best practice management with the practical methods and tools of innovation to deliver growth. These presentations show how to deliver *consistent* growth in today's increasingly competitive environment.

Keynote topics

The Quest for Growth - when best practice is no longer enough

Leadership and Innovation – Creating Strategic Growth

'Seeing', 'Thinking' and 'Doing' things differently

How innovation delivers high performing organisations, teams and individuals

Stand out – don't just keep up. How to improve your customer service and sales performance

KEYNOTE SUMMARIES

The Quest for Growth – when best practice is no longer enough

To be competitive in the future, organisations will need **best practice AND different practice**. Future success means standing out from the crowd. Understanding what consumers/customers really value is critical.

Leadership and Innovation – Creating Strategic Growth

By combining individual, team and organisational response with 'seeing', 'thinking' and 'doing', innovation produces a model to apply strategic innovation to deliver efficiency, effectiveness and growth for organisations and career acceleration for individuals. An innovative approach delivers both high performing people and high performing organisations. This model is applicable to **small, medium and large organisations as well as individuals**.

'Seeing', 'Thinking' and 'Doing' things differently

Innovation practice uses insight, idea generation and implementation, referred to as **'seeing', 'thinking' and 'doing'**. 'Seeing' combines strategy and customer or technology insight; 'thinking' uses idea generation to solve problems and explore opportunities; whilst 'doing' is about the execution. A **straightforward concept that delivers measurable change**.

How innovation delivers high performing organisations, teams and individuals

Management practice responds to expectations of efficiency, effectiveness and growth through a three layered approach that is also capable of responding to unexpected events. The initial response is directed towards people and individual capability, the next response is focused on teams and processes and the final response is whole-of-organisation projects. Successfully achieving this trio of **high performance minds, high performance teams and high performance organisations** is the subject of this presentation.

Stand out – don't just keep up. How to improve your customer service and sales performance

Maintaining a close relationship with your customers is vital for future success. No matter how loyal, customers demand rigor in service, delivery and performance. Efficiency is not the only criteria. You must also maintain relevance of the product to your customer. Your product or service must be what the customer wants. If it is not, then there are two choices - **CHANGE the product or service, or change the customer**.

Allan Ryan is an educator and facilitator who partners with leading organisations, both in Australia and internationally, to deliver real competitive advantage through innovation. He works across all sectors, private and public, small and large, to accelerate performance and increase shareholder value.

Allan's experience spans fast-moving consumer goods, building, manufacturing, pharmaceuticals, paper industry, telecommunications, government and service companies. He has consulted with organisations such as George Weston Foods, Telstra Corporation, Selleys, Landcom, Dairy Australia and Roche Pharmaceuticals on organisation-wide innovation initiatives. Other clients have included Chevron, Cochlear, OneSteel, Australian Wool Innovation, Cadbury Schweppes, and the Departments of Premier and Cabinet and Treasury and Finance in Victoria.

His research, teaching and consulting work at both the Australian Technology Park in Sydney and Australian Graduate School of Management has resulted in the development of 'The Quest for Growth' Program, the Managed Innovation Organisation Audit, Diamond Thinking, GATE ZERO[®] methodology for new product development and the Five Star Meeting Program.

An engineer by training, with direct experience in manufacturing and the not-for-profit sector Allan established Managed Innovation International Pty Ltd in 2002.

He is an accredited trainer in idea and innovation methodologies and is regularly a Keynote Speaker at conferences, seminars and after dinner events presenting 'The Quest for Growth' and its application to organisations, teams and individuals.



BIOGRAPHICAL DETAILS

Double degree and university medallist in Engineering (Hons)

Over twenty years experience in product and market development

Built an integrated group of related businesses from a turnover of \$5M to \$35M between 1986 and 1999 with a current EBIT of over 18%

Set the agenda and drove a traditional charity -The Smith Family - to achieve a professional business focus, attitude and profile. Created a vision, purpose and business strategy to integrate and align the business for the future. Appointed Chief Executive Officer at age of 37

Extensive research carried out at the Australian Technology Park with over 200 small, medium and large companies to determine how innovation works for them and what is successful

Established the Managed Innovation[®] Program, which is underpinned by the Diamond Method[®]. This program was selected by the Australian Graduate School of Management (AGSM) for its Executive Education Program

Selected by the Australian and UK governments for innovation programs to develop competitive awareness within small to medium enterprises

International experience with leading companies in Ireland, Italy, India, the US and Singapore



SPEAKING ENGAGEMENTS

"Very inspiring and thought-provoking. Sweet and simple. It delivered what I needed. Thank you!"

CPA Congress
October 2006

2006

Chevron Global Lubricants Leadership Team, San Ramon CA, USA, November 2006
"Leading Innovation"

CPA Congress, Sydney, October 2006
"Creating an Entrepreneurial Culture to Build Success"

The Innovation Summit, Sydney, June 2006

Confectionery Manufacturers Association, March (NZ) and May (Australia) 2006

Innovation: a contemporary perspective 2006, Sydney, February 2006
"Transformation and Growth"

"CPA has found the ideal presenter. He was excellent in every way."

CPA Congress
October 2006

2005

Land Development Agency Canberra, Staff Forum, July 2005
"The Quest for Growth"

Australian Institute of Food Science & Technology, Sydney "Passion 4 Food",
June 2005
"How innovation delivers high performing organisations and high performing people"

The Australian Graduate School of Entrepreneurship, Launch of the Australian Innovation Festival, Melbourne, June 2005
"Measuring Innovation: Murder, Mystery or Mayhem"

Australian Packaging Institute, Melbourne, May 2005
"Thinking inside the Carton"

Launch of the Export Printing Network, AIG and Department of Innovation, Industry and Regional Development, Melbourne, April 2005
"Increasing International Competitiveness through Innovation"

Managed Innovation International, Innovation: a contemporary perspective, Sydney, March 2005
"Driving Corporate Growth"

"Allan was inspiring!"

Coles Myer
AIFST Conference
June 2005