

LEAN VENTURES COMPANY PRESENTATION



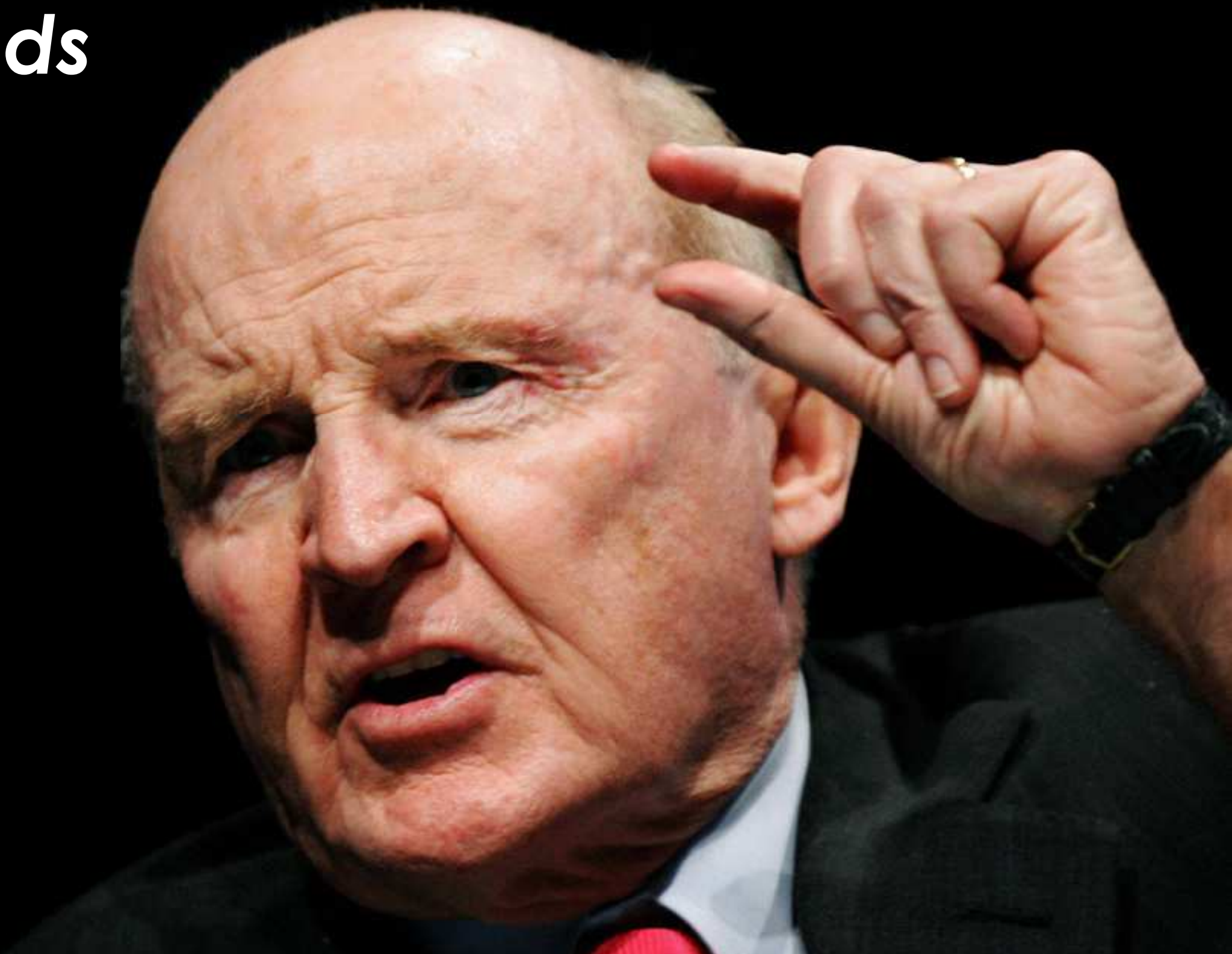
- 1 Innovation Academy
- 2 Intrapreneurship Program
- 3 Executive Innovation Coaching
- 4 Interim Innovation Leadership

WHY INNOVATE ?

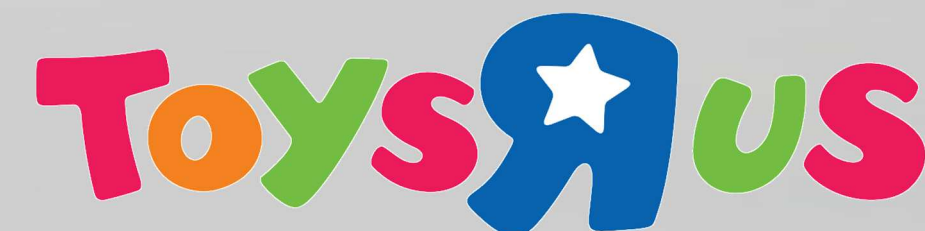


***” If the rate of change
on the outside exceeds
the rate of change
on the inside ...
the end is near ”.***

Jack Welch
former CEO of General Electric



> 1 Trillion USD



There is a shift happening ...

THEN

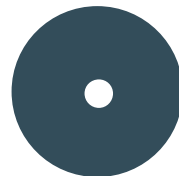
Product Innovation



R&D



Closed



No innovation strategy



No process



No metrics

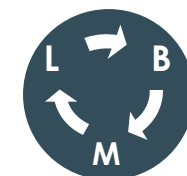


NOW

Business model innovation



Lean experimentation



Open



Innovation strategy



Process for managing innovation



Innovation accounting

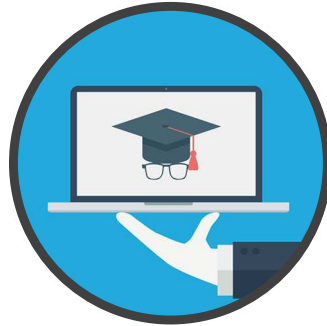


Overview of our services

Interested to learn more?
Get in touch



1



Innovation Academy

Who is it for?

Executives, middle managers, and innovation teams

Purpose?

Teaching innovation theory to develop new abilities.

For how long does it run?

10 modules.
½ to 1 day per module.

DAYS

2



Intrapreneurship Program

Innovation teams

Turning theory into practice by bringing new ideas to market.

10 – 12 weeks

WEEKS

3



Executive Innovation Coaching

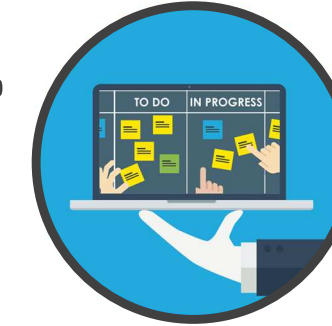
Executives and middle managers

Tailored to the person being coached.
1-on-1

Normally 3 – 6 months.
Flexible / on-demand.

MONTHS

4



Interim Innovation Leadership

The CEO or Business Unit Heads

Setting up new innovation functions with hand-over to line managers.

Several months up to a year.

YEAR

All the way from audit to scaling

Interested to learn more?
Get in touch



INNOVATION STRATEGY

Working with leadership to design an innovation thesis & strategy.

INTRAPRENEURSHIP PROGRAM

Design Thinking and Lean Startup experts guide intrapreneurs on their journey from idea to market using a structured process based on proven tools and methods.

SCALING INTRAPRENEURSHIP ACROSS THE ORGANIZATION

Train-the-trainer programs. Leveraging digital tools to measure and share metrics and learnings. Removing barriers to innovation.



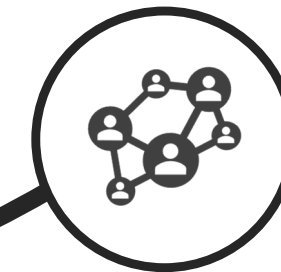
INNOVATION AUDIT

Assessing the company's current level of innovation maturity to establish a baseline from which to improve.



INNOVATION ACADEMY

10 workshop modules to build a shared understanding of how to work in an agile and data-driven way when innovating.



INNOVATION ACCOUNTING

An innovation accounting system is necessary for effective governance. It also shows how fast you are moving and the short and long-term results of your innovation strategy.



INNOVATION ECOSYSTEM

An innovation ecosystem is an important complement to an intrapreneurship program. To succeed, leadership should form 'best-in-class' partnerships to leverage talent both inside and outside the company.

About Lean Ventures International AB

Interested to learn more?
Get in touch



WHAT WE DO

Lean Ventures specializes in working with large companies to **build innovation capabilities** and to **search for and develop new business models and revenue streams**.

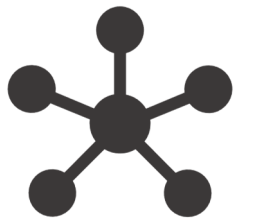
Lean Ventures provides proven tools and methods such as **Lean Startup, Design Thinking** and **Jobs-to-be-Done** to **reduce the risk and time to introduce new products, services and business models to the market**.



HOW WE HELP

We are a full service provider within the field of innovation. We offer a **curated network of world leading innovation experts and practitioners** to help your company to **plan, design, implement and follow-up a wide range of innovation strategies and projects**.

We provide **training, coaching, consulting, and interim leadership** to support, guide and lead innovation strategies and projects from initial idea to company wide implementation.



OUR VALUE PROPOSITION

Lean Ventures helps our clients to **design and implement innovation strategies**. We create processes that **turn ideas into profitable business models, identify and remove barriers to innovation, and diversify risks**. Together we make innovation **actionable and measurable**.





- Build in-house innovation capabilities. ✓
- Gain access to a network of world-leading lean startup coaches and innovation experts. ✓
- Learn how to apply proven innovation methods and tools. ✓
- Develop new and differentiated business models. ✓
- Have more meaningful conversations with your customers and identify their true needs. ✓
- Learn how to measure innovation and select and evaluate innovation teams. ✓
- Learn how to scale innovation processes across complex organizations. ✓

Clients



ARKWRIGHT



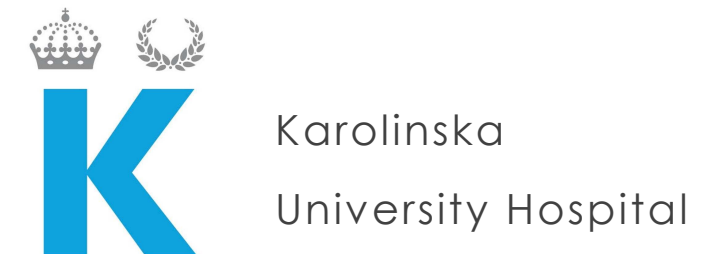
tieto



SMHI



seforum
SOCIAL ENTREPRENEURSHIP FORUM



What do some of our clients think ?

" I have been impressed by Andy's drive, focus and orientation to results coupled with his sheer knowledge on startup approaches, tools, and methods.



His contribution has been crucial to establish a framework for fostering innovation and create a culture conducive to experimentation and learning. Andy has the capabilities not only to develop and execute innovation strategies but to build innovation capabilities, too. I would strongly recommend him to any large company seeking support and direction in driving their innovation agenda."

Alberto Bernardi, Managing Director Nordics at Philip Morris International

" I consider Lean Ventures contribution to Shifo to be priceless. They have brought to Shifo knowledge and tools on how to build and sustain new partnerships and how to measure the right indicators.



Currently, they help us to turn assumptions into facts by designing and running experiments and to establish a data-driven culture within Shifo. In essence, it's about maximising learning while minimising the time and costs for doing so.

Working with Lean Ventures is a real pleasure."

Rustam Nabiev, Director Shifo.org

"As an external innovations expert Andy Cars worked with me to create the New Business Lab function at BK.



Andy is not only fun to work with, but when it comes to innovation, he is one of the most knowledgeable and engaging people that I know. He not only provided us with valuable frameworks, tools and perspectives that helped us to grow but he understood how to make all of that work within the context of a large and complex organization."

Antonio Fonduca, Head of New Business Lab at BillerudKorsnäs

More testimonials at
www.leanventures.se/testimonials

What do some of our workshop participants think ?

“ I attended a Lean Startup workshop hosted by Andy during a four day event.



Without doubt, his enthusiasm, the competence with which he addresses a subject matter he clearly masters, and the eye-catching observations made with his uncanny ability to condense complex systems into graspable ideas, were the great attractor of the event.

He is fluid, encouraging, vastly inspiring and able to convey with seeming ease, the challenges and rewards of building an innovative organization. A true pleasure. ”

**Andi Kravljaca, Digital Strategist
at Värmdö Kommun**

“Andy led a brilliant workshop for our social entrepreneurs about the Lean Startup.



His presentation was dynamic, filled with a perfect blend of theory and practical applications and he did a very good job of keeping both energy and attention high for a full-day.

I highly recommend Andy for anything and everything Lean Startup! “

**Alex Budak, Country Manager, Sweden at
Reach for Change**

“ We hired Andy to facilitate an ideation workshop, to take one of our concepts to the next level.



He did a great job leaving us with lots of new knowledge and loads of well-evaluated ideas, and a clear view of the next step!

I would highly recommend Andy for this type of assignment and will continue to work with him moving forward.”

**Johan Lindström, Innovation and Concept
Development at H&M Group**

More testimonials at
www.leanventures.se/testimonials

CEO and founder of Lean Ventures International AB

Andy Cars is the founder of Lean Ventures International AB where he has worked with a diverse set of clients in different industries, including Telia, Tieto, H&M, Bayer, BillerudKorsnäs and SMHI.

As an entrepreneur, Andy has experience from building five companies of which three have been sold. As a business coach and mentor to more than 200 startups, Andy has contributed to creating entrepreneurially driven enterprises worth several hundred million SEK.

By combining the *Innovation Academy* with *Executive Coaching* and a battle-tested *Intrapreneurship Program*, Andy helps large companies to build their innovation capabilities.

Andy is also a member of a SIS technical committee responsible for developing the world's first ISO-standard for Innovation Management (ISO 56002). In addition, Andy is also engaged by the EU-Commission to strengthen EU's innovation capabilities, and has a long-term cooperation with KTH Executive School as workshop leader and presenter within innovation och intrapreneurship.

Andy has a *magna cum laude* MBA from the European University in Lisbon and an undergraduate in Change Management from OUBS. Andy is fluent in English, Swedish and German.

