

Business Growth Systems

Growth breaks organisations that cannot copy themselves. Business growth systems package your proven, compliant processes into playbooks that a new team, region, or product line can adopt on day one — with the controls already inside them.

Find the version that actually works

Every multi-site organisation already contains its own best practice. One region closes cases in half the time; one team has almost no rework. Process intelligence finds that version in the data rather than in opinion, and separates what is genuinely better from what is just an easier caseload.

That verified version becomes the template — not the one written in the handbook.

- Compare like with like before declaring a winner.
- Separate method advantage from caseload advantage.
- Template the measured path, not the documented one.

Package it with the controls inside

A playbook that carries only the happy path will be improvised around within a month. An AGS playbook carries the process, the control rules, the roles, the thresholds, and the reporting, so adopting it means adopting the governance too.

Local variation is allowed where it is declared, and visible where it is not.

- Process, controls, roles, and thresholds ship together.
- Declared local variants are tracked as variants, not as drift.
- Undeclared divergence shows up in the register within days.

Onboarding as a measured event

When a new team adopts a packaged process, their ramp is measured against the template from the first week: time to first clean case, breach rate, cycle time relative to the source team. Problems are visible while they are still cheap.

The same mechanism works for acquisitions, new product lines, and new jurisdictions.

- Ramp curves compared to the source team from week one.
- Early breach patterns flagged before they become habits.
- One mechanism for new regions, new products, and acquisitions.

Video walkthrough — key points

1. You already contain best practice

- One region is faster
- One team has less rework
- Find it in the data

Every multi site organisation already contains its own best practice. One region closes cases in half the time. One team has almost no rework. The job is to find that version in the data rather than in opinion.

2. Separate method from luck

- Compare like with like
- Method versus caseload
- Template the measured path

Before declaring a winner, compare like with like. Some teams look better because the work is easier, not because the method is. Once you have separated method advantage from caseload advantage, you template the measured path.

3. Ship the controls with the playbook

- Process, controls, roles, thresholds
- Declared variants allowed
- Drift visible

A playbook carrying only the happy path gets improvised around within a month. Ours carries the process, the control rules, the roles, the thresholds and the reporting together, so adopting it means adopting the governance too.

4. Measure the ramp

- Time to first clean case
- Early breach patterns
- Same method for acquisitions

When a new team adopts a packaged process, measure their ramp against the template from week one. Time to first clean case, breach rate, cycle time relative to the source team. Problems become visible while they are still cheap to fix.

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