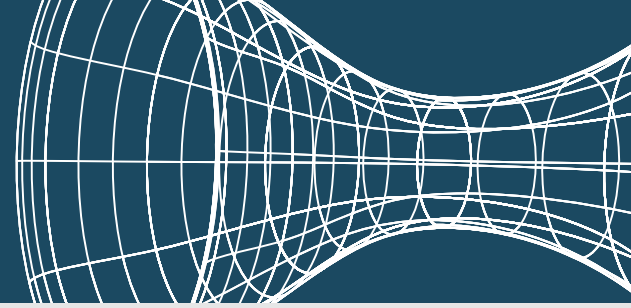


BUILDING HIGH-VELOCITY WORKFLOWS AT BOSCH



A Flight Levels Case Study



Summary

Bosch transformed its approach to innovation and strategic alignment by implementing the Flight Levels framework, creating a virtual Customer-Centric Company. This method allowed Bosch to pool resources and expertise across teams without restructuring, thereby fostering collaboration and adaptability. The initiative led to significant improvements in strategic planning, execution, and achieving revenue targets, demonstrating the effectiveness of a customer-centric and agile approach in driving sustained growth.



Challenges

Bosch, a global technology company, faced significant challenges in achieving sustainable growth within its Powertrain Solutions division. Traditional methods of finding new business opportunities were proving ineffective, and the looming deadline to meet revenue targets intensified the urgency. The complex structure of Bosch's operations, with long development cycles and multiple layers of management, further complicated efforts to innovate and adapt to emerging customer needs.

Solutions

To address these challenges, Bosch leveraged the Flight Levels framework to create a virtual organization. This approach allowed Bosch to pool skills and capabilities across different teams without restructuring the organization. Flight Levels facilitated end-to-end responsibility and better alignment of strategic goals by dividing the business into clusters, each with the autonomy to innovate and manage processes independently. Regular workshops, stand-ups, and the use of OKRs ensured continuous feedback, collaboration, and adaptability. This virtual setup allowed for efficient resource allocation and responsiveness to market demands.

Benefits

The implementation of Flight Levels at Bosch led to significant improvements in strategic planning and execution. The customer-centric approach fostered a culture of collaboration and accountability, resulting in better communication and alignment of goals. Bosch was able to achieve its revenue targets ahead of schedule, even during the pandemic. The virtual organization enabled quicker adaptation to customer needs, leading to innovative solutions and sustained growth.



📞 646 467 7394

✉️ info@arielpartners.com

📍 1441 Broadway, 6th Floor,
New York, NY 10018

🌐 arielpartners.com/flight-levels