

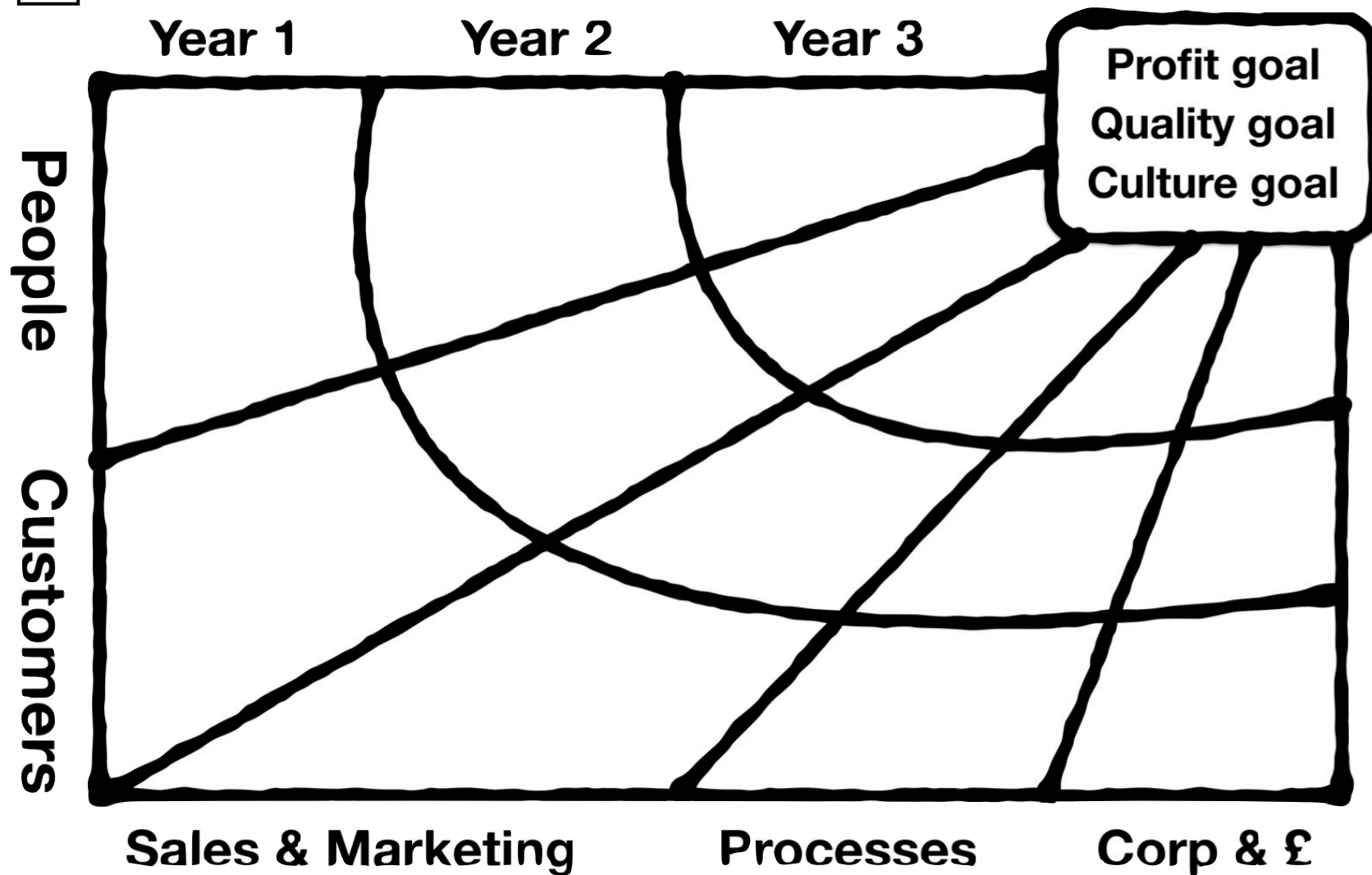
Scale at Speed – How to triple the size of your business and build a superstar team

Felix Velarde

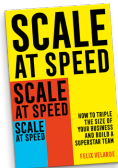
Key illustrations



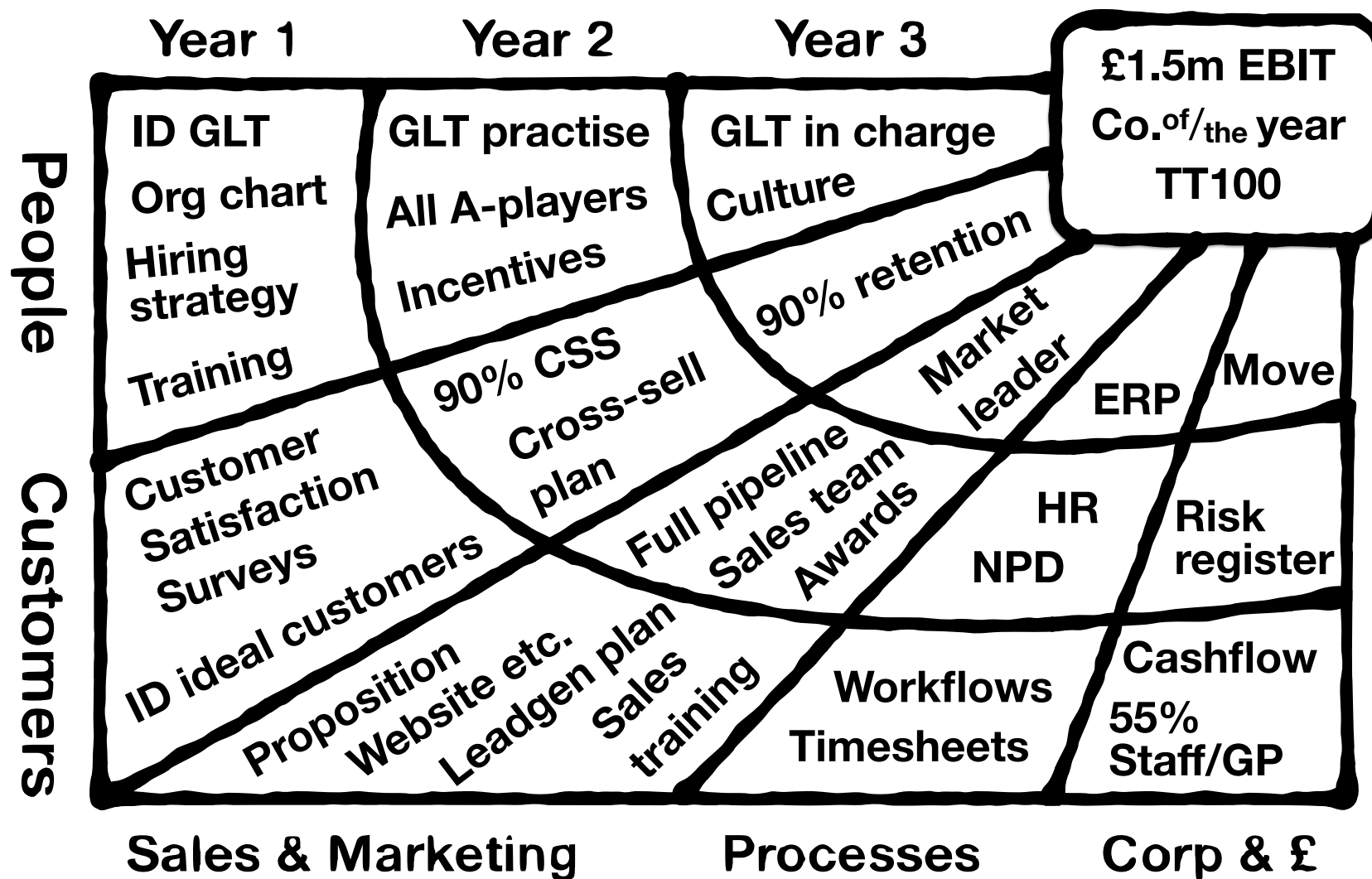
2Y
3X



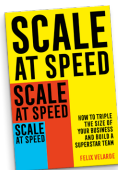
Basic Strategy Map



2Y
3X



Completed example Strategy Map



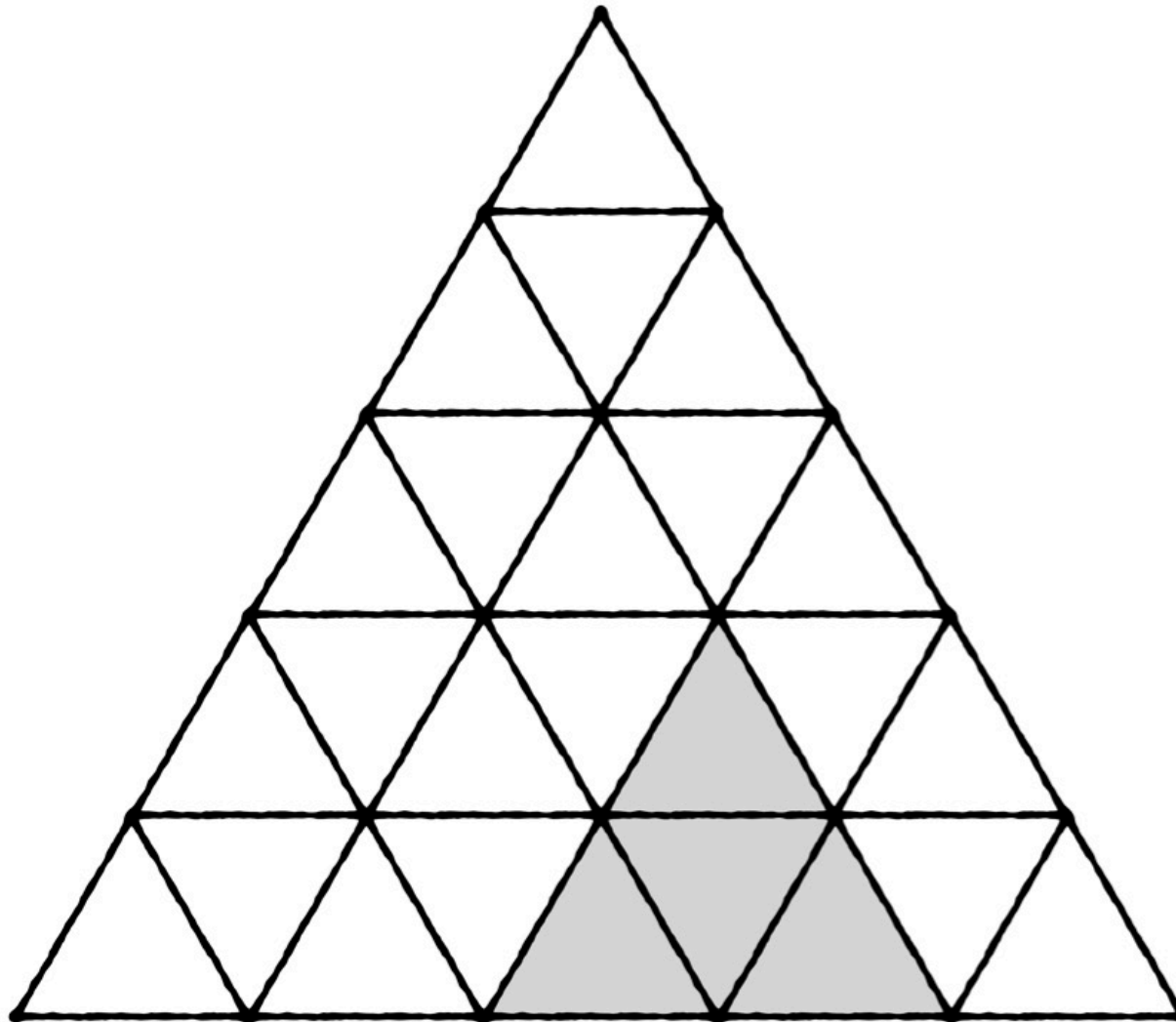
2Y
3X

Q1		Q2	
Hiring strategy	Peter	Job scorecards	
Proposition	Kelly	Website, materials	
Timesheets	Samira	ID low-profit vs ideal clients	
Cust. satisfaction survey	Joe	Account Manager training	
Low-profit clients up or out		Etc.	
Etc.		Etc.	
Etc.		Etc.	
Etc.		Etc.	
Q3		Q4	

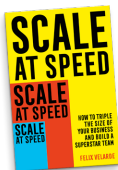
Example Roadmap



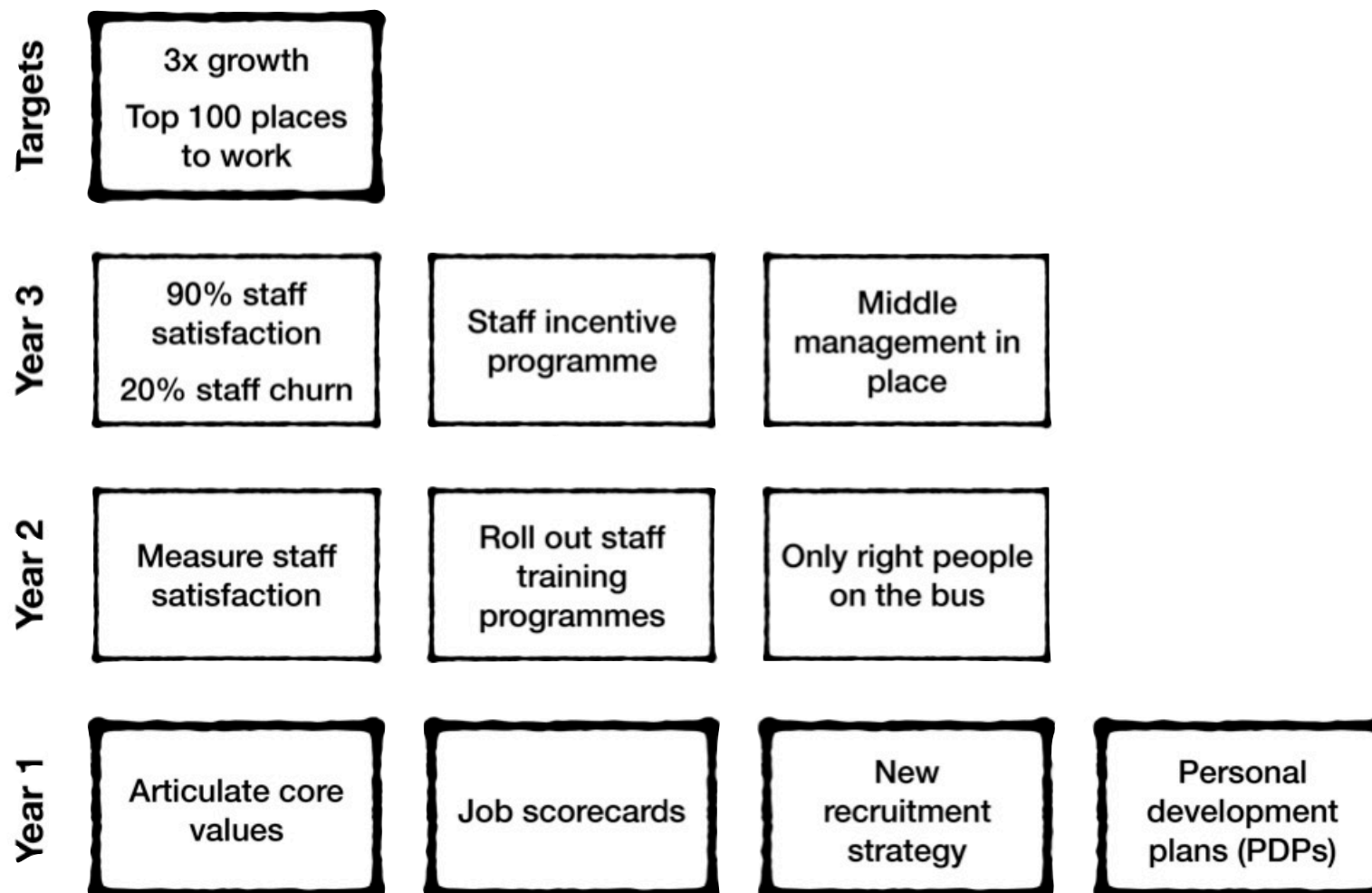
2Y
3X



The delegation pyramid



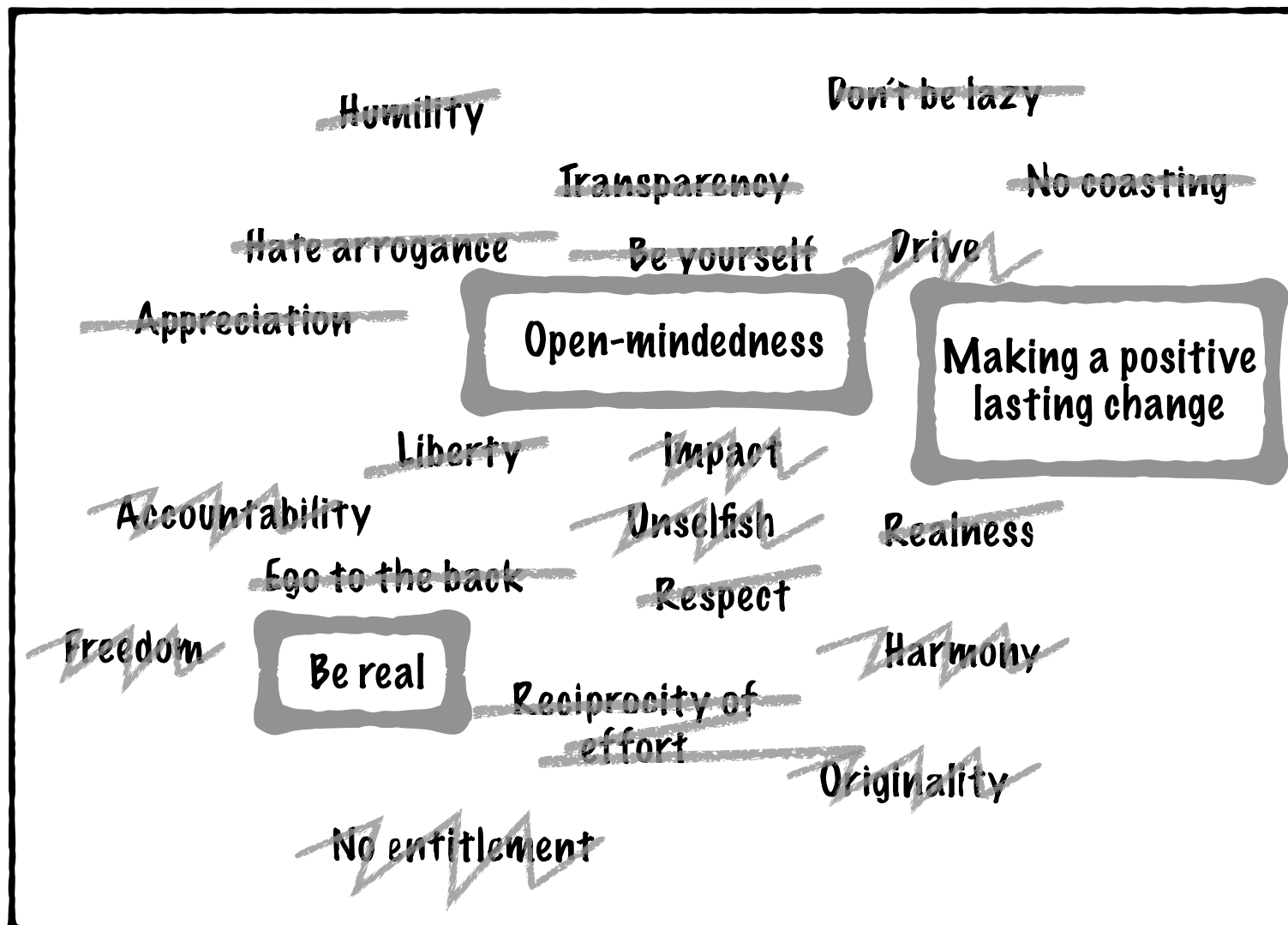
2Y
3X

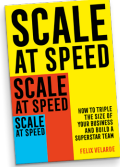


Example reverse progression (People)

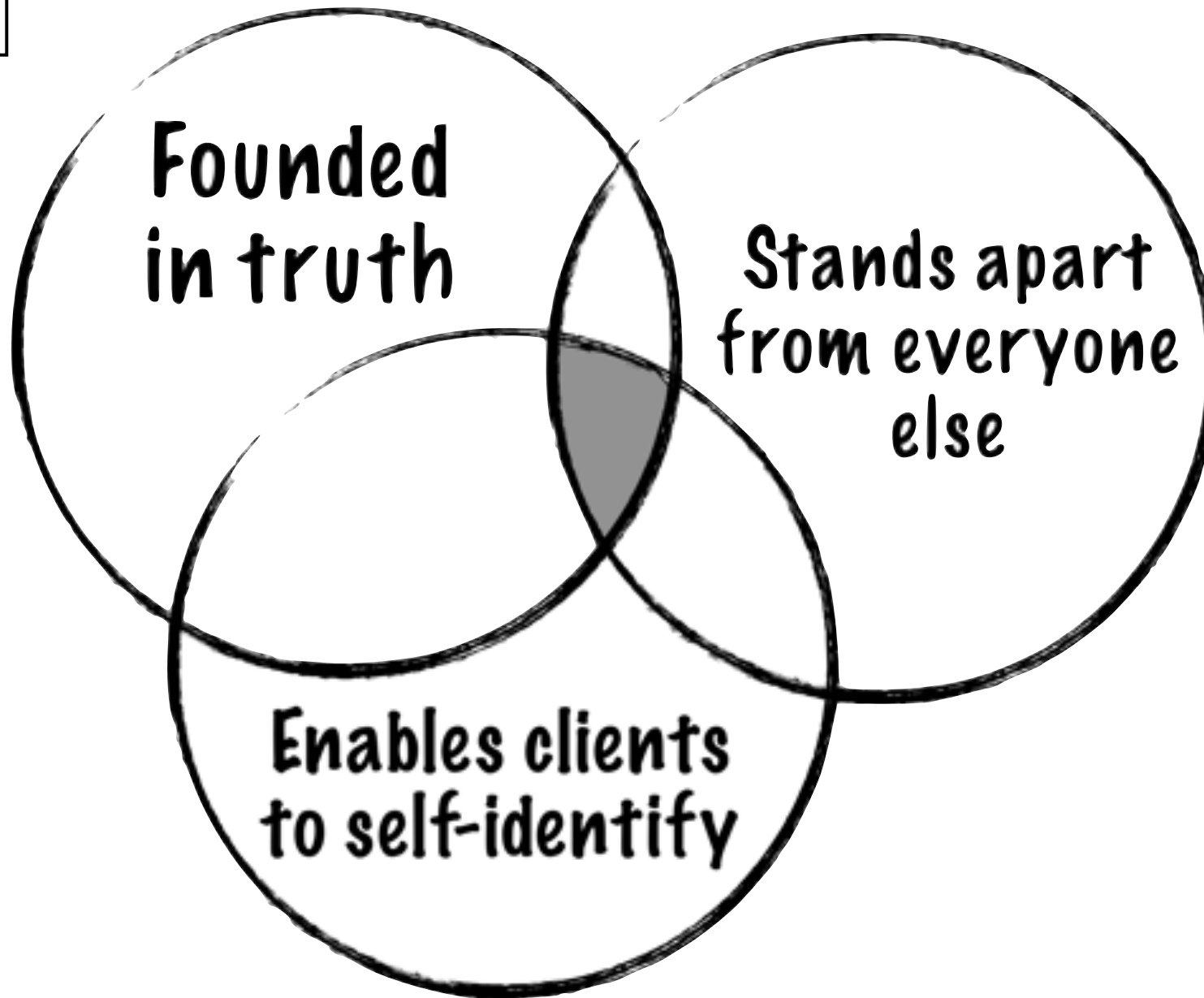


2Y
3X





2Y
3X



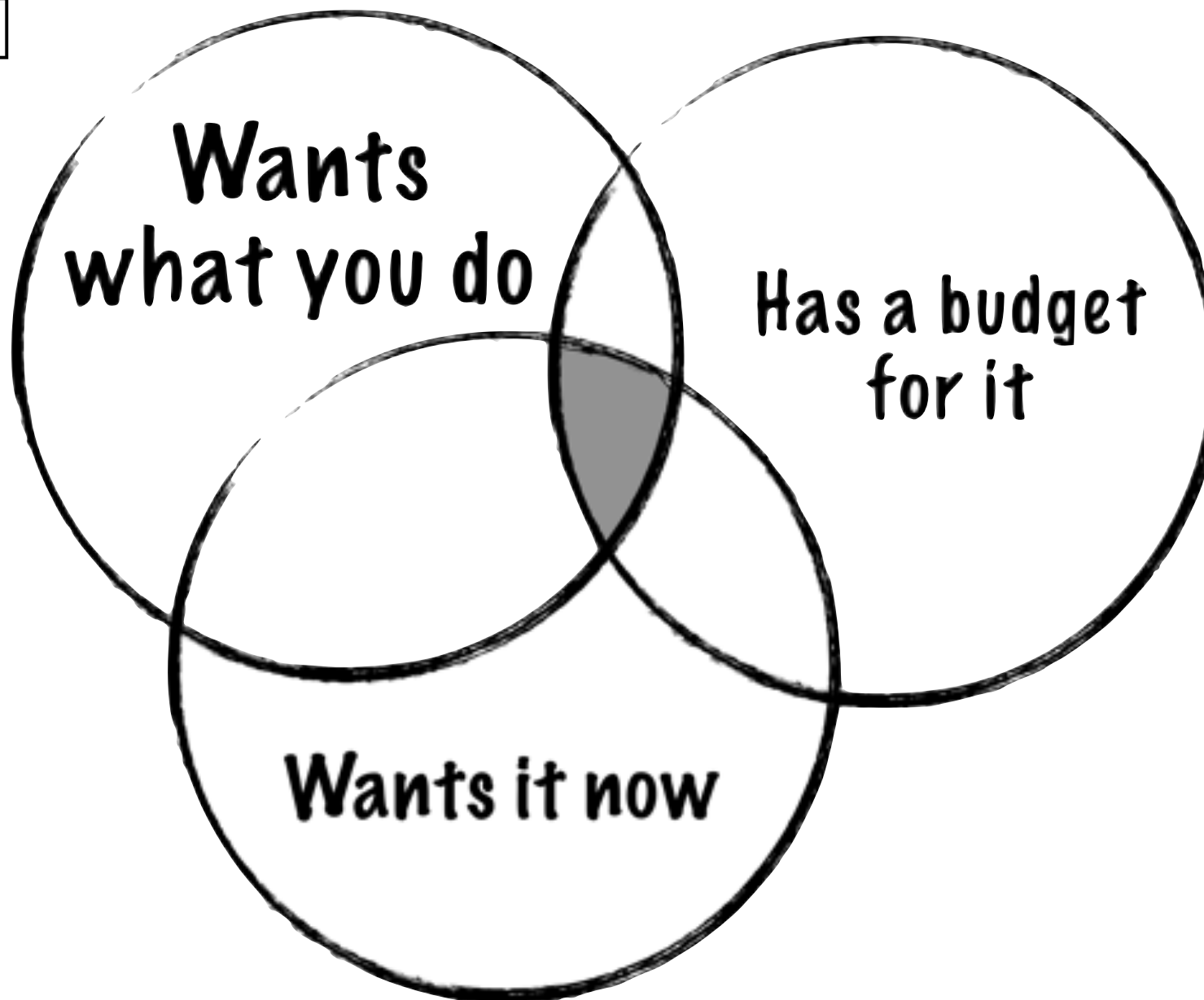
Proposition triple foundation

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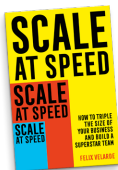
2Y
3X



Prospect sweet spot

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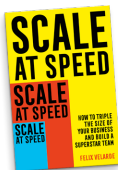
2Y
3X

	Available billable hours	2,721	100%
Utilisation	Hours of billable time used	2,420	89%
Recovery	Of which, hours actually billed	2,000	83%
Efficiency = U x R			74%

Utilisation vs Recovery = Efficiency

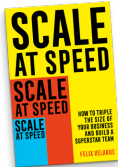
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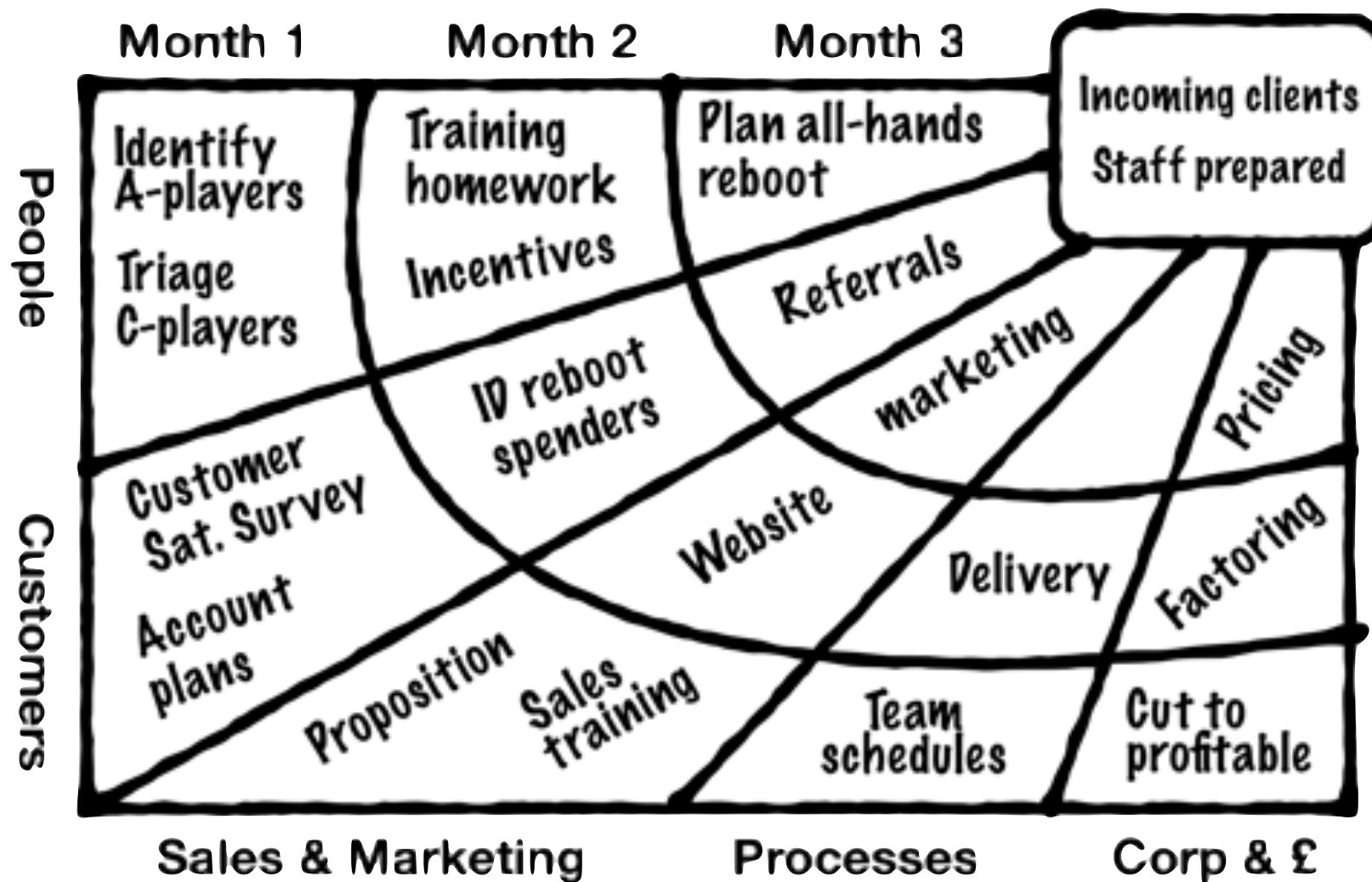


2Y
3X

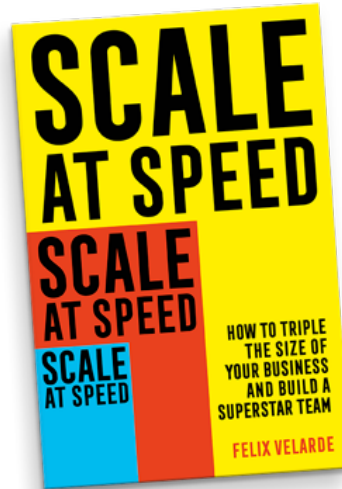
Q1	Q2
Hiring strategy Peter	Job scorecards
Proposition Kelly	Website, materials
Timesheets Samira	ID low-profit vs ideal clients
Cust. satisfaction survey Joe	Account Manager training
Low-profit clients up or out	Staff engagement survey
Lead generation activity	Sales training
55% Staff Costs to GP ratio	Staff training programme
Right people on the bus	ID workflows to optimise
Q3	Q4



2Y
3X



Example QuickMap®



Scale at Speed – How to triple the size of your business and build a superstar team

Felix Velarde

Take the 4-minute scalability self-assessment at

<https://scorecard.scaleatspeed.com>

**Join the next cohort-based course to
kickstart your Scale at Speed journey:**

<https://scaleatspeed.com/accelerator>