

# WhiteSpace

## Outcomes and Results

### THE CONTENT YOU NEED IN THE TIME YOU HAVE

WhiteSpace Digital Courses create behavior change around overload with bite size micro-learning lessons. Total learner commitment, including our accountability process, is usually only 21 minutes per week – and sometimes even less. You take your teams offline for minutes at a time, but stimulate immediate behavior change.

Watch content on a desktop, phone, or tablet. No matter where they are, your team will have access to WhiteSpace content to transform their workflow and realign their priorities.

**The following clients have made their talented teams more effective and efficient using the WhiteSpace Digital Learning Program**

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Anthem.

Sysco



VANS®

CHUBB®



CONTOURGLOBAL®

Alkermes®



SEPHORA



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## Three Case Study Summaries

The following three success stories run across several industries, showing the universal impact of WhiteSpace efficiency training on a population of busy professionals. They also illustrate that when a company commits to richer program design, the results are simply better. All programs ran eight months and were populations of around 150 folks. Time-value of employees varies by group, tied to employee salary and hours worked per week.

In conversations with executives we often hear skepticism of enormous gains as those below; and of “too good to be true” consultant quantifications. As is our protocol, we have cut actual gains by 50% as a nod to this understandable opinion and to the imperfect nature of self-reporting data. We have also removed time to execute the course in our calculations.

These numbers are high due to the **giant hidden iceberg of waste** that lurks in almost every corporation. When one individual makes small changes; does a few less hours of email per week or sits in a few less unnecessary meetings, the gains add up quickly and dramatically.

### #1 Fortune 500 Pharma Group

(Did not do any financial or hourly quantification in their surveys)

- **22%** decrease in stress levels of the team
- **20%** decrease in work piling up faster than can be completed
- **20%** decrease in work interrupting personal time
- **22%** increase in perceived organizational support

### #2 Fortune 500 Healthcare Group

(Ran the basic program without upgrades or add-ons)

- **5.8%** reduction in total time in meetings
- **10.7%** reduction in total time using email
- **11,175** total talent hours reclaimed annually
- **\$683,459** total talent time-value reinvested annually

### #3 Fortune 500 Food Services Group

(Ran the basic program with suggested enrichments)

- **13%** reduction in total time in meetings
- **19%** reduction in total time using email
- **47,864** total talent hours reclaimed annually
- **\$2,620,075** total talent time-value reinvested annually

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## Full Case Study Highlights



A global power company comprised of employees from 18 countries undertook a WhiteSpace efficiency program to liberate their teams from organizational drag.

The exciting results included:

- **94%** stated the mind-sets and skill sets of the program made them more effective
- **88%** stated they'd be more likely to recommend the company as a place to work if WhiteSpace were a company-wide norm (ties to talent acquisition costs)
- **17%** reported an increase in having sufficient time to be creative
- **26%** reported a reduction in total time using email plus a 7% additional reduction in the percentage of CC/FYI email.
- **19%** reported a reduction in tasks piling up often or constantly
- More than **15%** improvement in overall cost of talent-waste

### SELECTED LEARNER COMMENTS

"I've learned to say 'not now' and avoid interruptions."

"Increased awareness of efficiency losses and techniques to overcome."

"Enabled me to confidently create time for creativity."

"Reduce presence of work while I am not in working hours. Helped me to say no."

"Helped me establish clear responsibilities, prioritize and organize."

"The whole program was very effective. Definitely affected positively."

"Increased my confidence in being able to say no to low value tasks and requests."