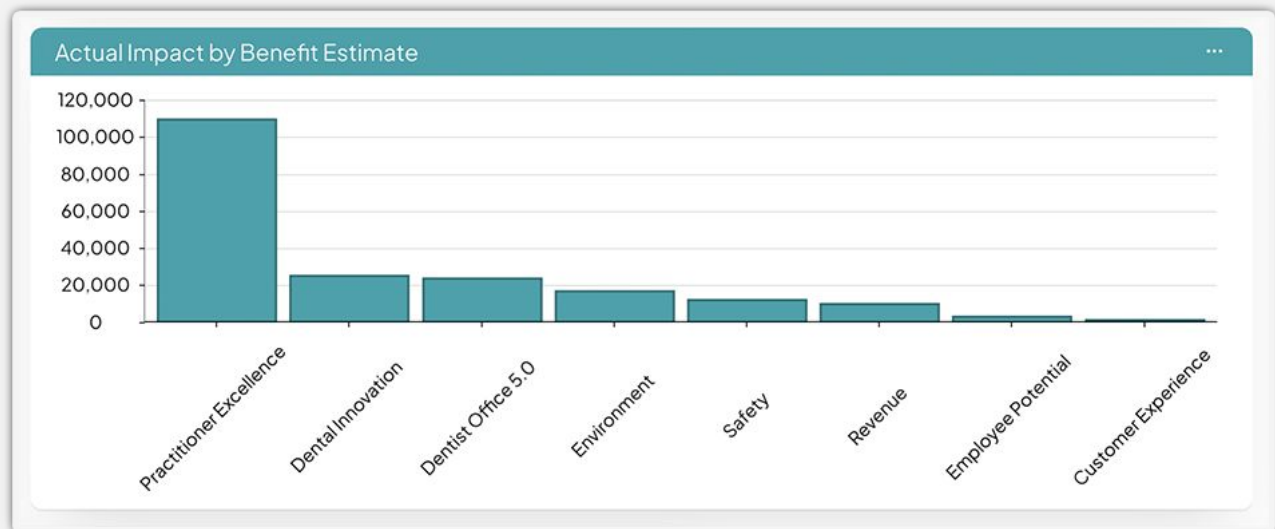# Impact of CI Work

Analyzing, tracking, and talking about improvement efforts is one of the most important things an organization can do to ensure it meets its strategic objectives and outperforms the competition.
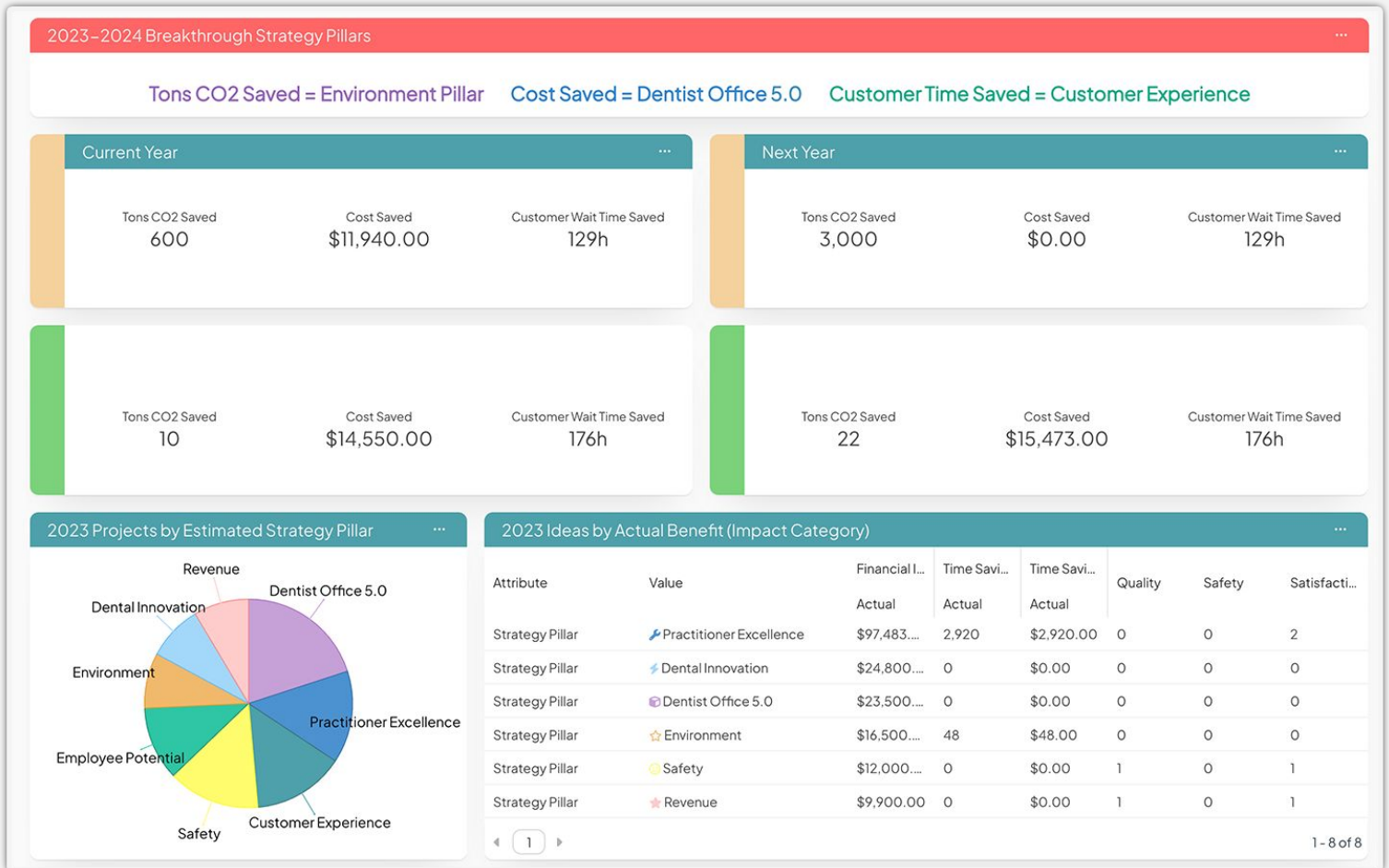
KaiNexus

Actual Impact by Benefit Estimate

Why is it important to track the impact of improvement work?

1 - The things you measure get better. When people know that leadership is closely tracking a particular performance measure, they will pay attention and provide extra effort to make sure the trend is positive.

2 - You get clarity around the current and desired state. The health of your improvement culture may be better or worse than you think. Only by understanding exactly where you are can you chart the path forward.

3 - You set and meet better objectives. Collecting benchmark data about improvement work allows you to set realistic, specific, and measurable goals for the future. Then, you can commit without reservation.

4 - Decision-making improves. Data is a critical factor in making good decisions. If you know what is happening within the process you are measuring, you'll learn how and when to act.

5 - You will earn additional resources. Getting leaders to invest in improvement efforts is easy when you can demonstrate a positive return. In addition, providing organized, detailed information about improvement work builds trust.

Impact of CI Work

Analyzing, tracking, and talking about improvement efforts is one of the most important things an organization can do to ensure it meets its strategic objectives and outperforms the competition.

2023–2024 Breakthrough Strategy Pillars

Tons CO2 Saved = Environment Pillar   Cost Saved = Dentist Office 5.0   Customer Time Saved = Customer Experience

Current Year

Tons CO2 Saved	Cost Saved	Customer Wait Time Saved
600	$11,940.00	129h

Next Year

Tons CO2 Saved	Cost Saved	Customer Wait Time Saved
3,000	$0.00	129h

Tons CO2 Saved	Cost Saved	Customer Wait Time Saved
10	$14,550.00	176h

Tons CO2 Saved	Cost Saved	Customer Wait Time Saved
22	$15,473.00	176h

2023 Projects by Estimated Strategy Pillar

2023 Ideas by Actual Benefit (Impact Category)

Attribute	Value	Financial I... Actual	Time Savi... Actual	Time Savi... Actual	Quality	Safety	Satisfacti...
Strategy Pillar	🔧 Practitioner Excellence	$97,483....	2,920	$2,920.00	0	0	2
Strategy Pillar	⚡ Dental Innovation	$24,800....	0	$0.00	0	0	0
Strategy Pillar	💻 Dentist Office 5.0	$23,500....	0	$0.00	0	0	0
Strategy Pillar	☆ Environment	$16,500....	48	$48.00	0	0	0
Strategy Pillar	🌙 Safety	$12,000....	0	$0.00	1	0	1
Strategy Pillar	★ Revenue	$9,900.00	0	$0.00	1	0	1

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Qualitative Impact

Qualitative Impacts are not expressed in numerical units. They are conceptual Impacts that refer to improved experiences, settings, or circumstances.

The five qualitative Impact Categories are:

- Quality
- Safety
- Satisfaction
- Environment
- Health

Quantitative Impact

Most organizations primarily utilize Financial Impacts, which are a subcategory of Quantitative Impacts, like revenue generation, cost saving, and cost avoidance. Some organizations choose to use Quantitative Impacts that are not primarily measured in currency, like, time savings, cycle time, waste, environmental impact, product, resource, lead time, and takt time. No matter what your organization focuses on, with KaiNexus, you can easily visualize impact with Reports.