

# WhiteSpace

## A Tale of Three Case Studies

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 9 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