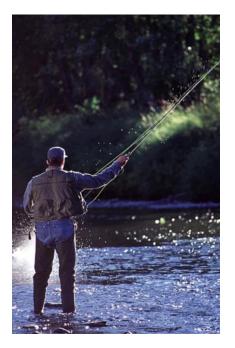


What's Your Problem? Overcoming the Obstacles to a High Performance Culture









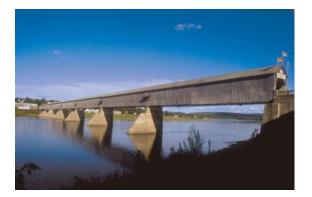










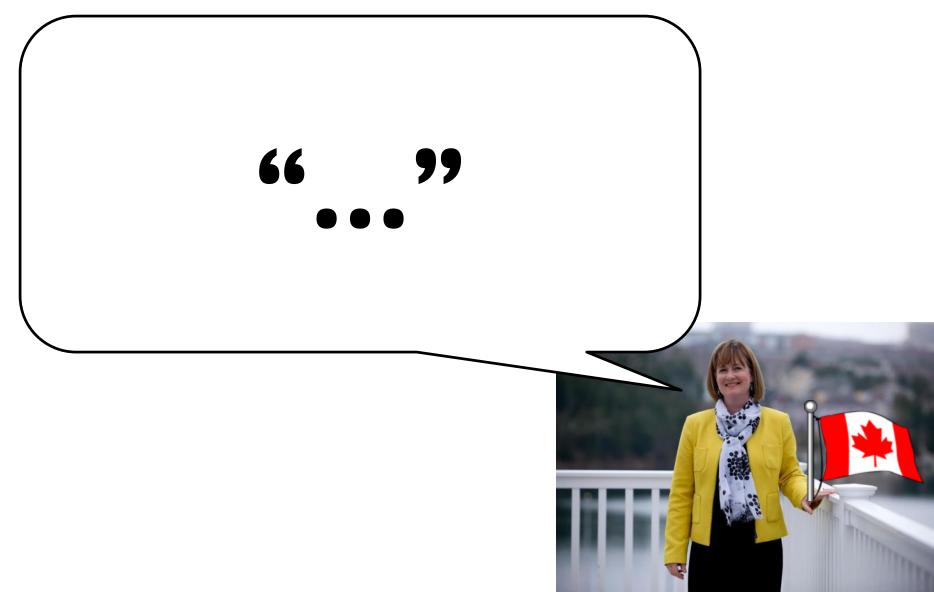


Our Government





My Background

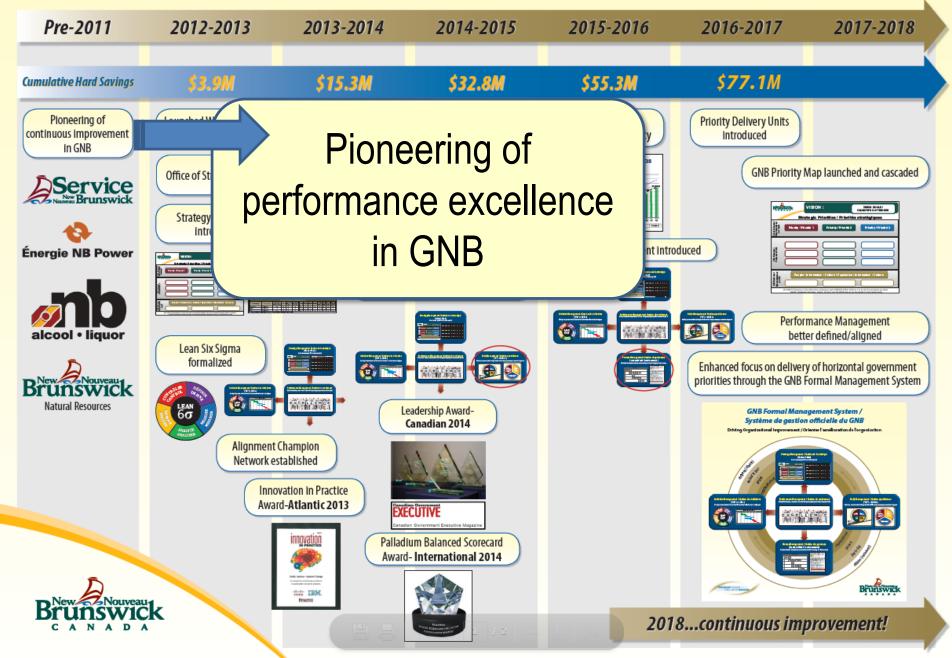


GNB's Performance Excellence Journey





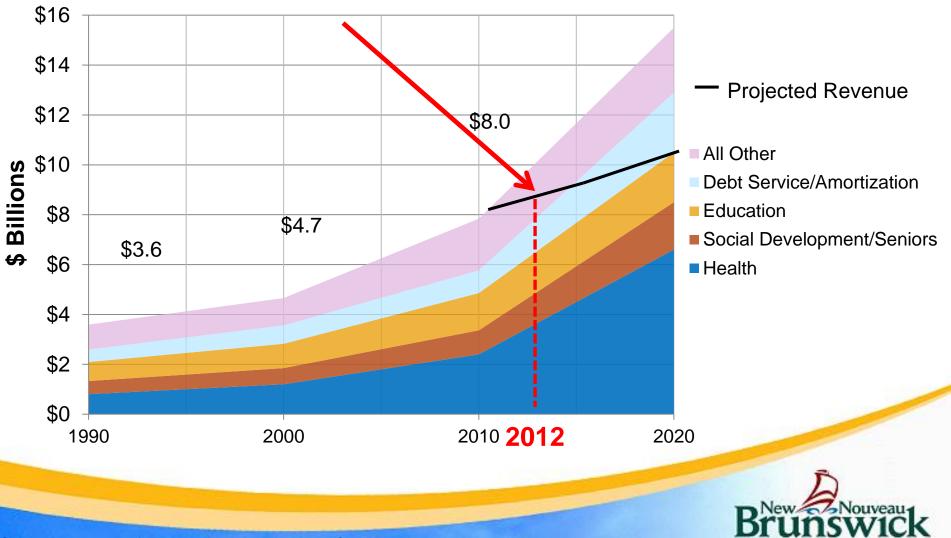
Evolution of GNB's Performance Excellence Process



Problem #1 New Brunswick's fiscal reality and the need for change



Projected Total Expense 1990 through 2020 \$15.5



Source: Departments of Finance, Education, Health and Social Development

Solution #1 Adopt proven private sector practices to address fiscal challenges



Lean Six Sigma



Balanced Scorecard





Problem #2 How to gain buy-in to proceed with sweeping culture change?







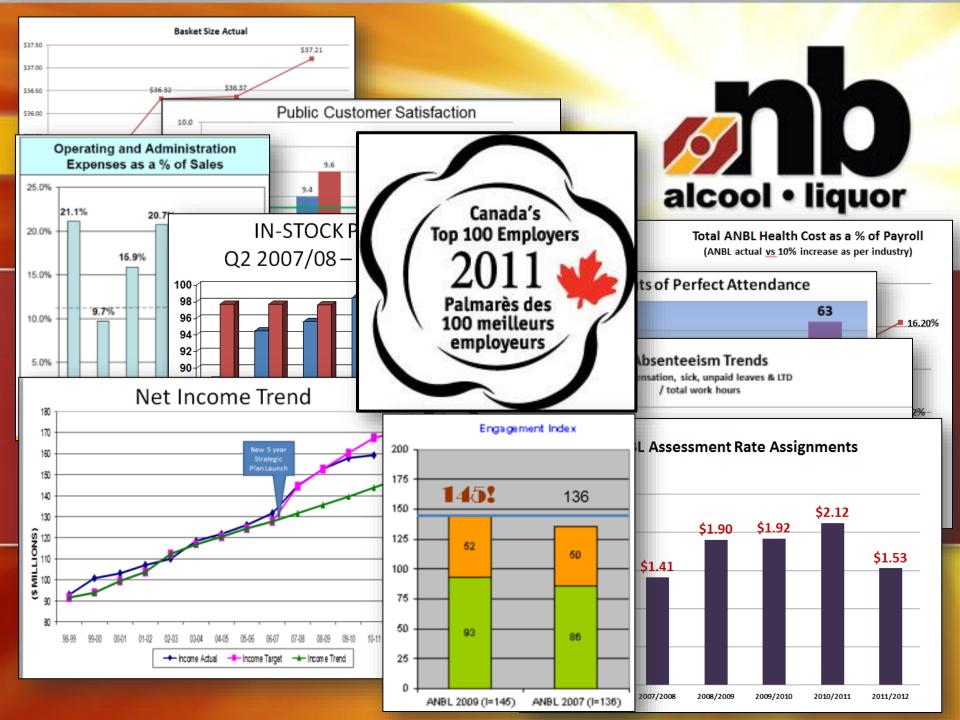
GREATDEA

BUTWEVEALWAYSDONEITTHIS

makeameme.org

Solution #2 Showcase outstanding results from a relevant public sector organization







Leading Strategic Change

"Less than 10% of strategies effectively formulated are effectively executed"

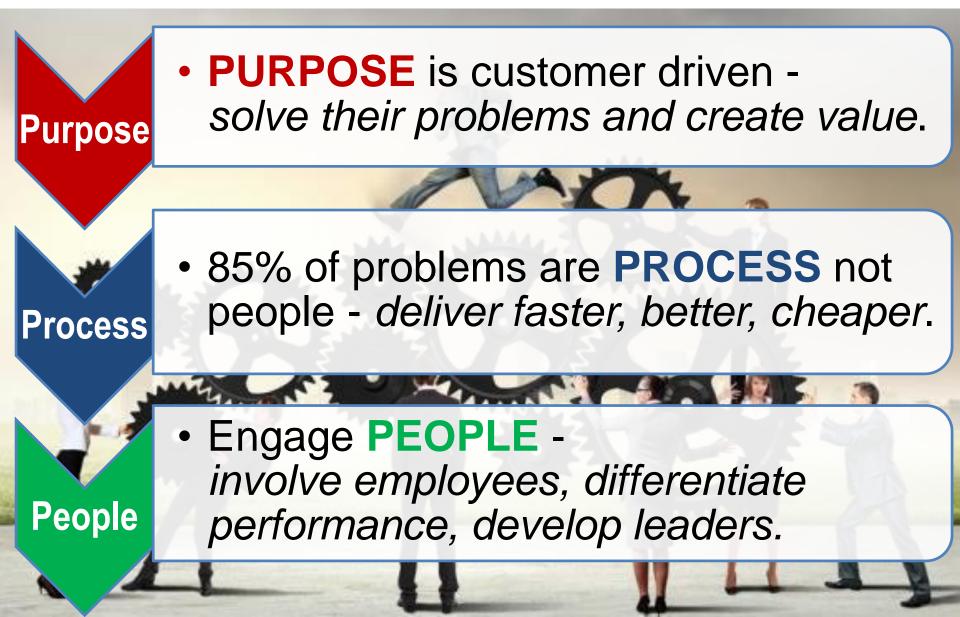
> Fortune Magazine

"In the majority of failures – we estimate 70% – the real problem isn't bad strategy.... It's bad execution."

> "Why CEO's Fail", Fortune Magazine

Mount Carleton Provincial Park (Sandra Rhodda)

Principles of High Performance







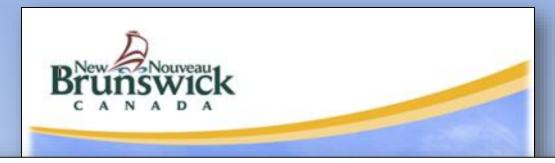
Problem #3 How to introduce private sector improvement practices to government?



MASSIVE ORG STRUCTURE CHANGED PRIORITIES **But we've** YOU JUST WHAT GOT YOUR DOES ANNUAL PERFORMANCE REVIEW. always done it this way SEX

Solution #3 *Pilot*: Competitive process for "Early Adopters" and show early success





4.0 Requirements for Early Adopters

Early Adopter departments will demonstrate, by presentation, that they have:

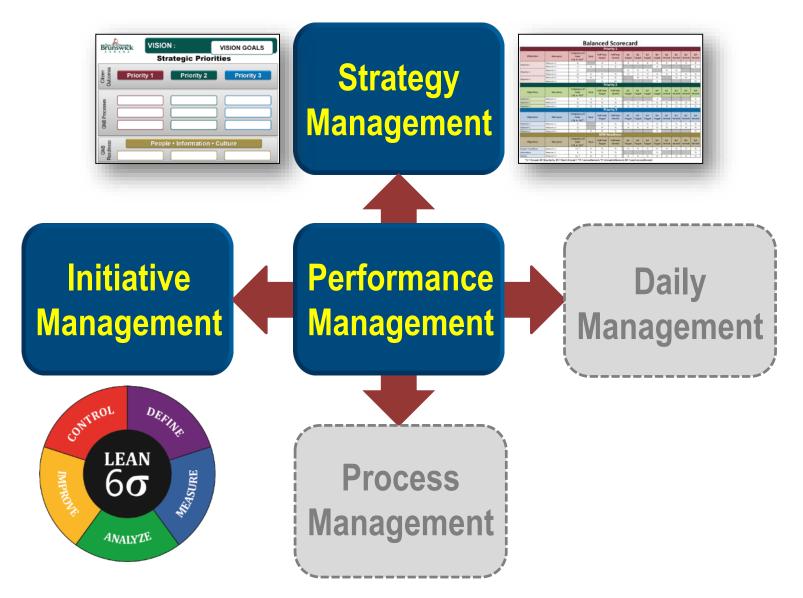
- a) A leadership team committed to adopting a continuous improvement culture;
- b) A qualified employee for fulltime Alignment Champion;
- A number of qualified employees with potential to be fulltime Process Improvement Facilitators;
- d) The commitment to participate in the mandatory training sessions;
- Potential process improvement projects to be selected in December 2011/January 2012; and
- f) The funding to cover continuous improvement start-up costs.

October 28, 2011	

Wave 1 (Pilot) Departments

Environment and Local Government
Natural Resources
Service New Brunswick
Transportation and Infrastructure
Horizon Health Network
Finance

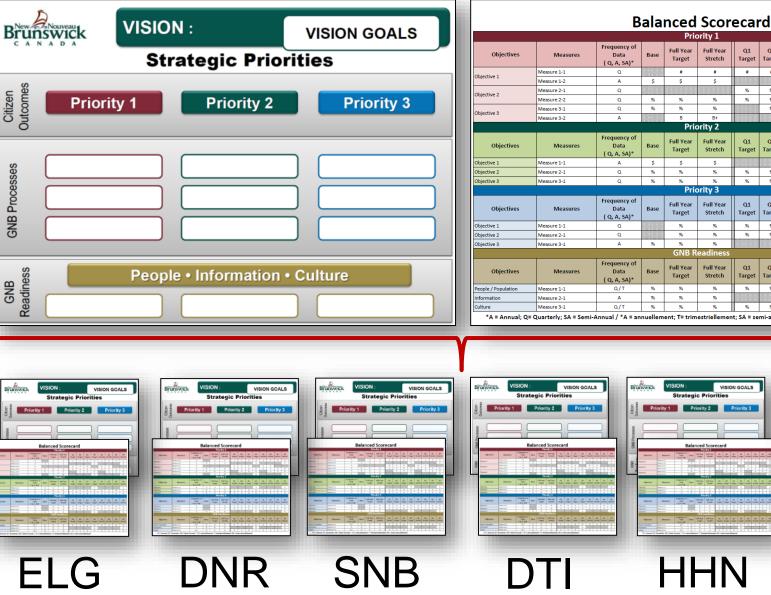
Formal Management System



Performance Excellence Training for Deputy Ministers and Executive Teams



Formal Strategy Management



				Pric	ority 1								
Objectives	Measures	Frequency of Data (Q, A, SA)*	Base	Full Year Target	Full Year Stretch	Q1 Target	Q2 Target	Q3 Target	Q4 Target	Q1 Stretch	Q2 Stretch	Q3 Stretch	Q4 Stretch
ojective 1	Measure 1-1	Q		#	#	#	#	#	#	#	#	#	#
	Measure 1-2	A	\$	\$	\$				\$				\$
ojective 2	Measure 2-1	Q				%	%	%		%	%		
	Measure 2-2	Q	%	%	%	%	%	%	%	%	%	%	%
piective 3	Measure 3-1	Q	%	%	%		%	%	%		%	%	%
ojective 5	Measure 3-2	A		В	B+				В				B+
				Pric	ority 2								
Objectives	Measures	Frequency of Data (Q, A, SA)*	Base	Full Year Target	Full Year Stretch	Q1 Target	Q2 Target	Q3 Target	Q4 Target	Q1 Stretch	Q2 Stretch	Q3 Stretch	Q4 Stretch
ojective 1	Measure 1-1	A	\$	\$	\$				ş				\$
ojective 2	Measure 2-1	Q	%	%	%	%	%	%	%	%	%	%	%
ojective 3	Measure 3-1	Q	%	%	%	%	%	%	%	%	%	%	%
				Pric	ority 3								
Objectives	Measures	Frequency of Data (Q, A, SA)*	Base	Full Year Target	Full Year Stretch	Q1 Target	Q2 Target	Q3 Target	Q4 Target	Q1 Stretch	Q2 Stretch	Q3 Stretch	Q4 Stretch
ojective 1	Measure 1-1	Q		%	%	%	%	%	%	%	%	%	%
ojective 2	Measure 2-1	Q		%	%	%	%	%	%	%	%	%	%
ojective 3	Measure 3-1	A	%	%	%				%				%
				GNB R	eadiness								
Objectives	Measures	Frequency of Data (Q, A, SA)*	Base	Full Year Target	Full Year Stretch	Q1 Target	Q2 Target	Q3 Target	Q4 Target	Q1 Stretch	Q2 Stretch	Q3 Stretch	Q4 Stretch
ople / Population	Measure 1-1	Q/T	%	%	%	%	%	%	%	%	%	%	%
			%	%	%				%				%
formation	Measure 2-1	A	70	70									/*

VISION

Strategic Priorities

HHN

VISION GOALS

Brunswick

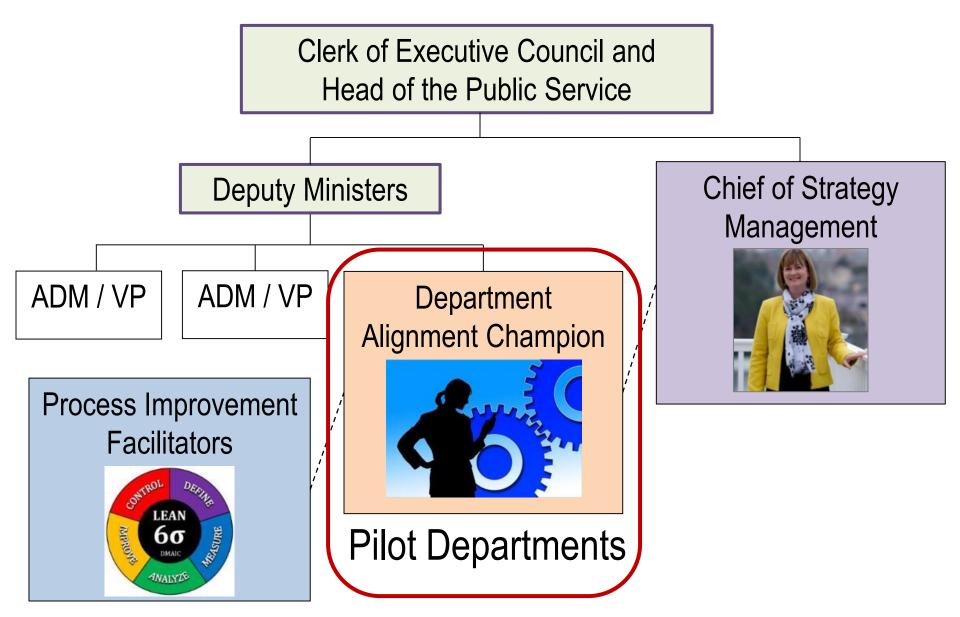
VISION

Strategic Priorities

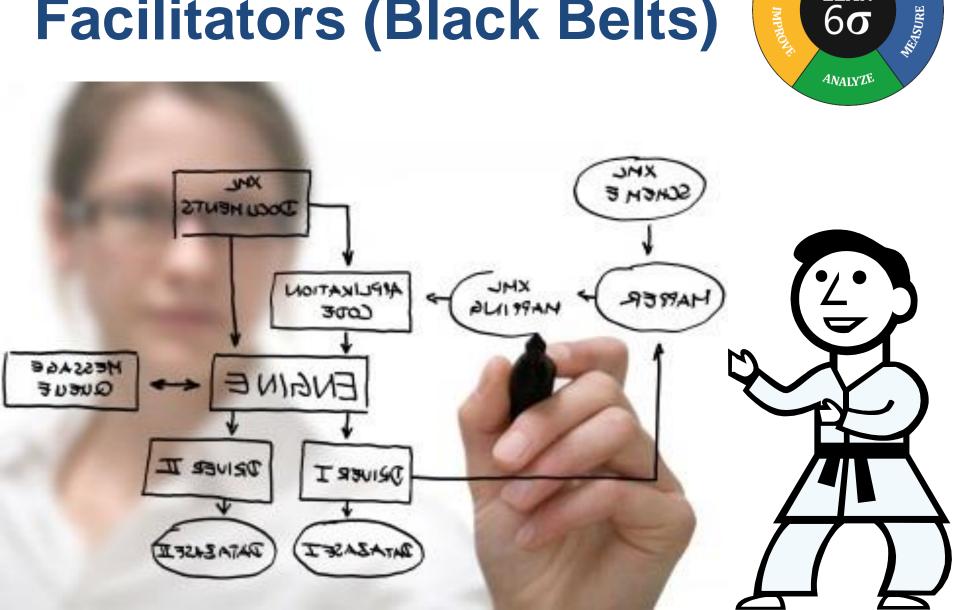
FIN

VISION GOALS

Alignment Champion Network



Process Improvement Facilitators (Black Belts)



CONTROL

LEAN

6σ

DEFINE



Pilot Year Balanced Scorecard Measure:

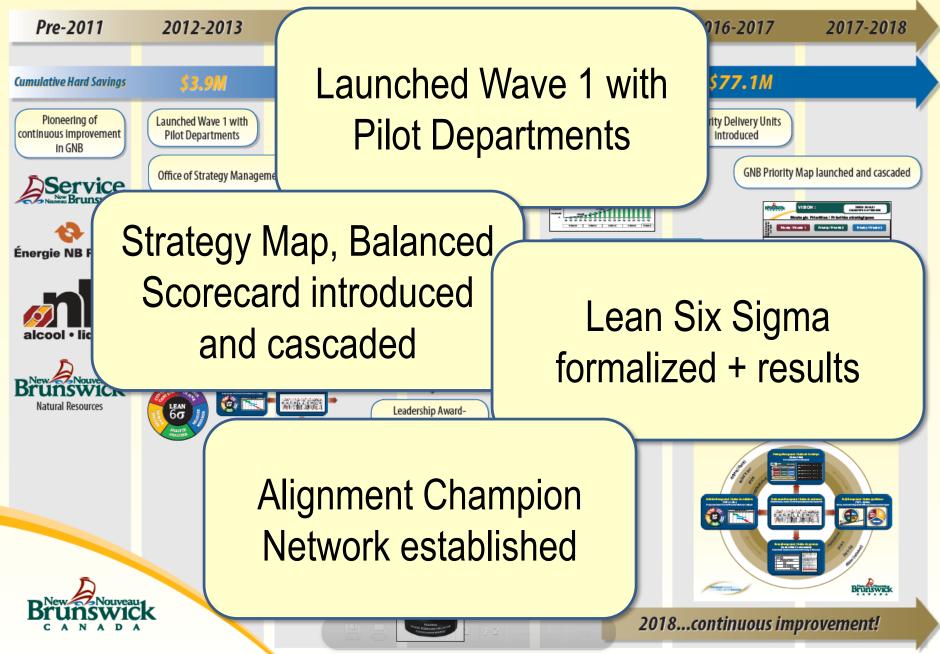


Hard savings through continuous improvement

Target: \$2,500,000

Actual: \$4,000,000

Evolution of GNB's Performance Excellence Process





Problem #4 How to fully implement Performance Excellence across government and position for the long-term?

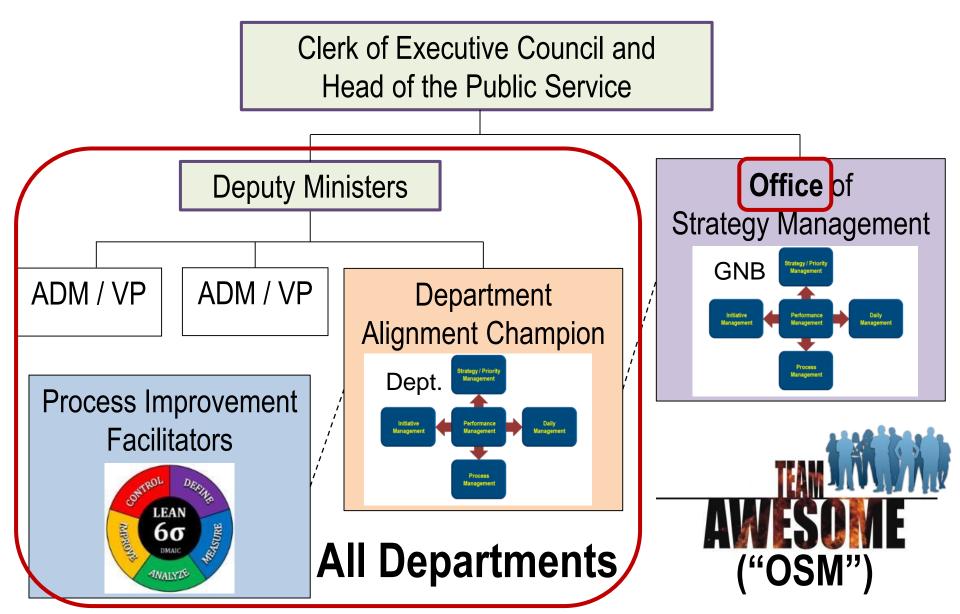


PERFORMANCE EXCELLENCE PROCESS PROCESSUS D'EXCELLENCE DU RENDEMENT

Solution #4 Build on pilot success, deepen expertise, grow methodically



Increased "Market Penetration"



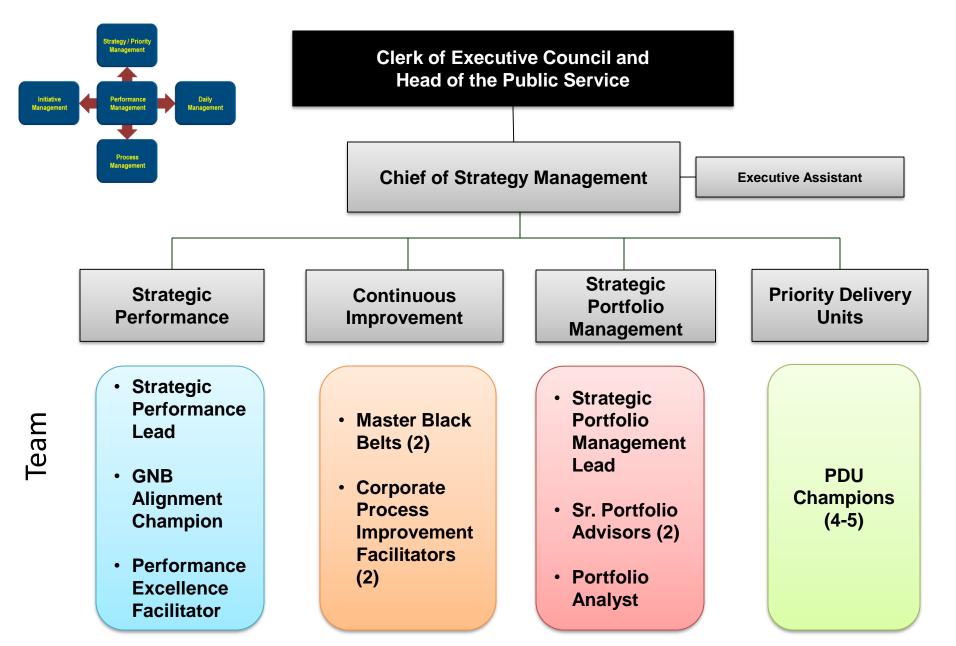
Office of Strategy Management

Responsible for developing the **principles**, **methods and tools** by which NB Public Service leaders can:

- ✓ Enhance alignment and execution of strategy
- ✓ Drive improvement results
- ✓ Build a sustainable high performance culture



GNB Office of Strategy Management



Wave 2 and Wave 3 Departments on Board

- Justice and Attorney General Education and Early Childhood Development
- Agriculture, Aquaculture and Fisheries
- Public Safety

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•

•

- Post-Secondary Training, Education and Labour
 - Social Development
 - New Brunswick Internal Services Agency

- Health
- FaciliCorp NB
- Executive Council Office
- Economic Development
- Invest NB
- Healthy and Inclusive Communities
- Efficiency NB
 - Human Resources
 - Tourism, Heritage and Culture
 - **Energy and Mines**

Lean Six Sigma Maturity





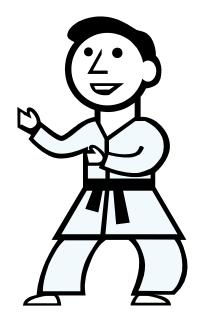
IMPROVEMENT =

value of project **x** cycle time **x** # black belts









GNB Project Examples



Sugarloaf Provincial Park



\$345K increased revenue;+34% from base year

Operating Room Supplies and Equipment



Savings of \$378,939 in first year

GNB Project Examples



Light Vehicle Driving Costs



\$999,487 saved; 35% increased compliance with Travel Policy

Asphalt Leveling



Completed in 2 months instead of 3; \$453,259 in procurement savings





Process improvement accessible to all staff:

- ✓ Basic training on Lean Six Sigma and wastes
- ✓ Coaching from a Black Belt
- ✓ Formal report-outs at 30, 60, and 90 days





Suppliers of IV Lines

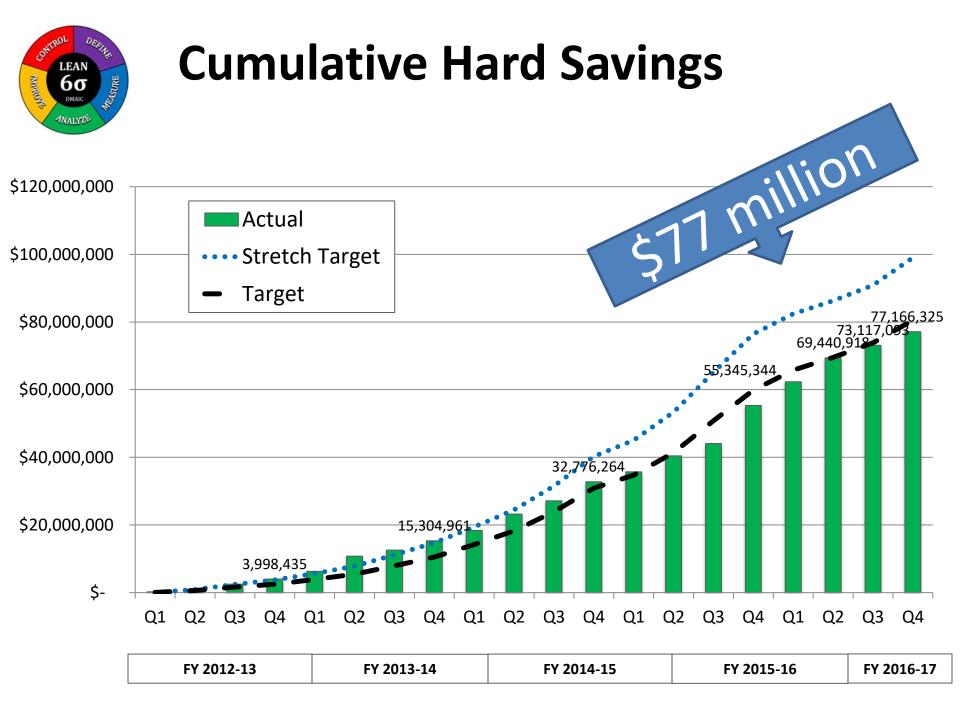


Switched suppliers for 24,000 primary gravity IV lines; saved **\$87,000/year**

Envelope Size

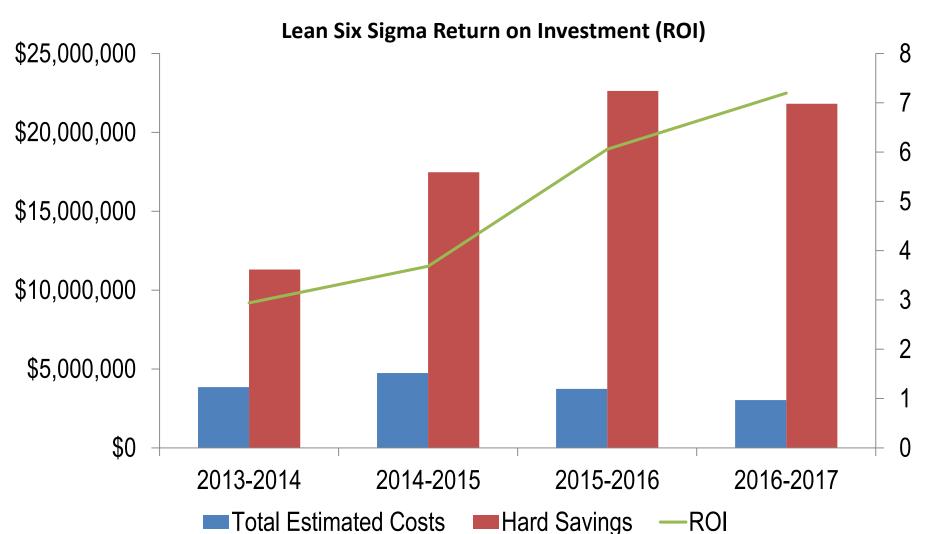


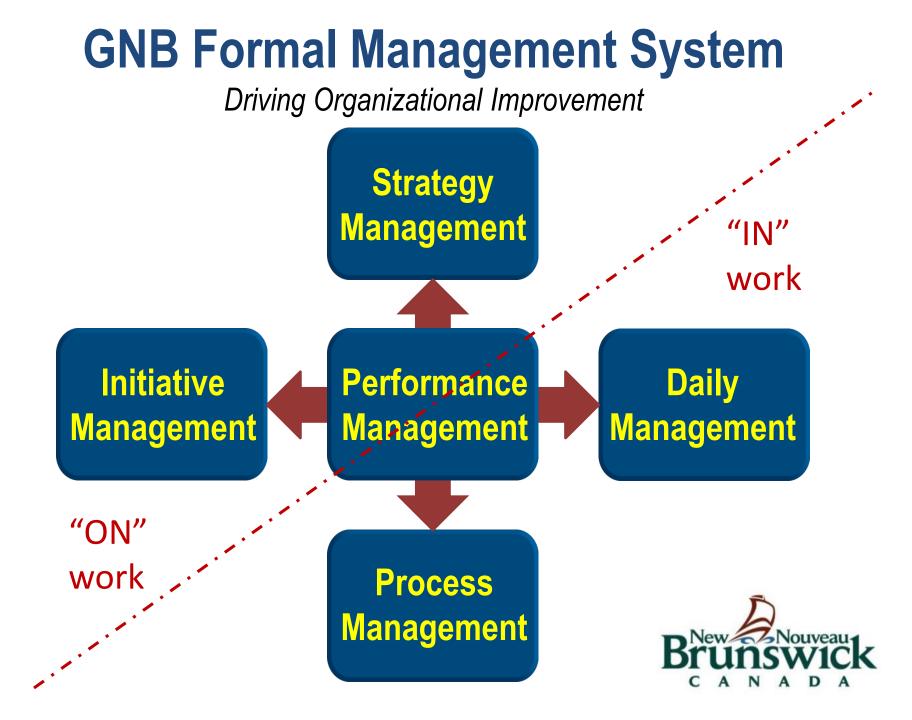
Reduced envelope size and decreased postage from \$1.34 to \$0.63/unit; saved \$78,100/year



Lean Six Sigma ROI







Provincial Government: What is our mission/purpose?





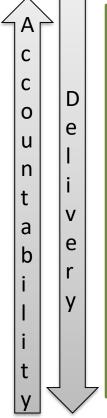
Taxpayers



Customers versus Taxpayers

Business

- Investors
- Board of Directors
- Chair of the Board
- CEO/President
- Business Unit (VP)
- Products or services

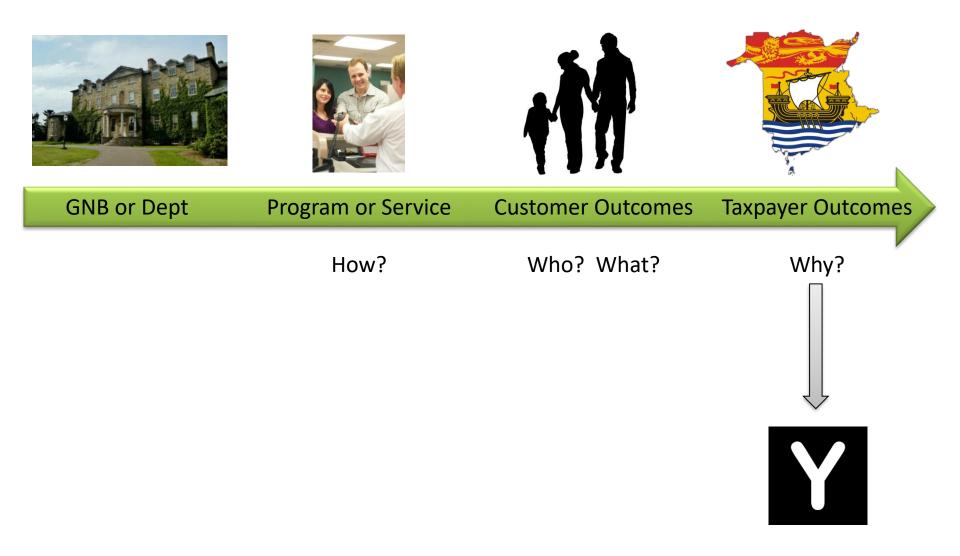


Government

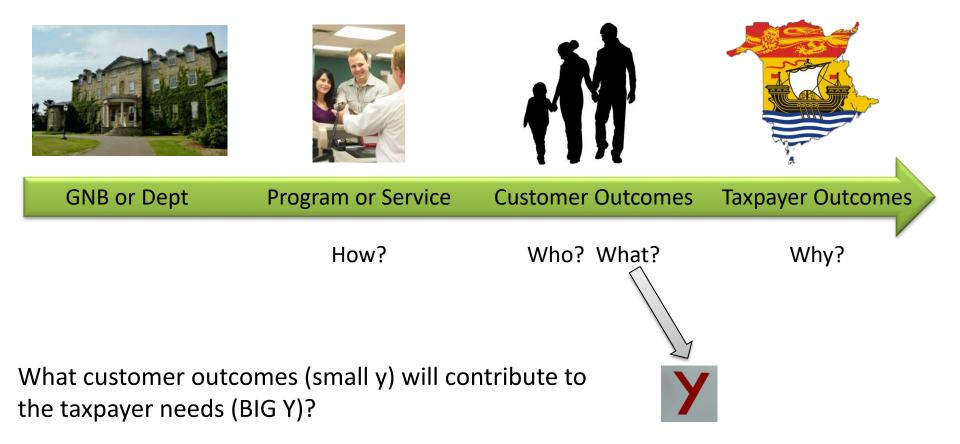
- Taxpayers
- Cabinet
- Premier
- Clerk
- Department (DM)
- Programs or services

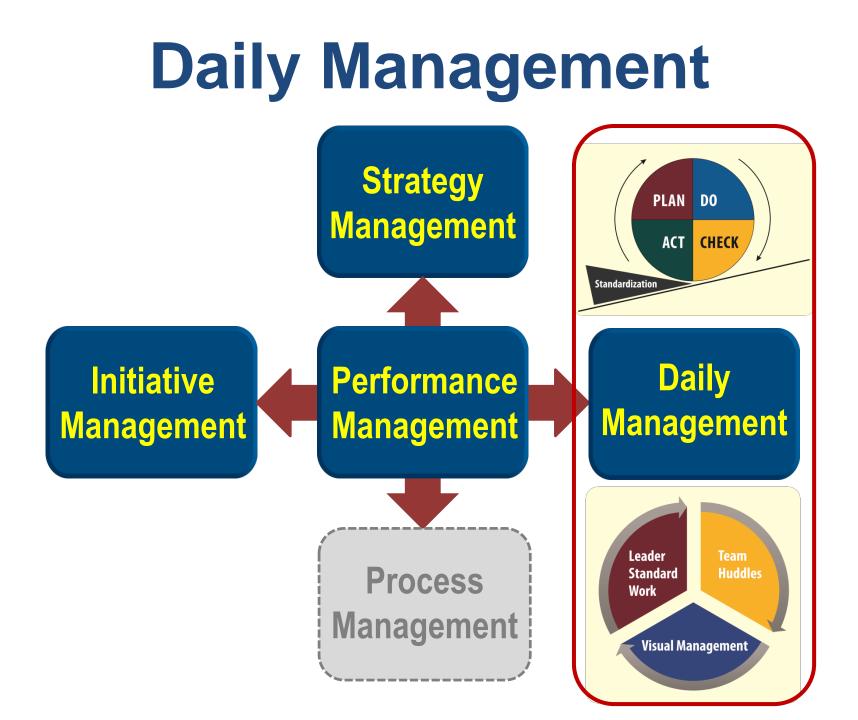
Customers/Citizens

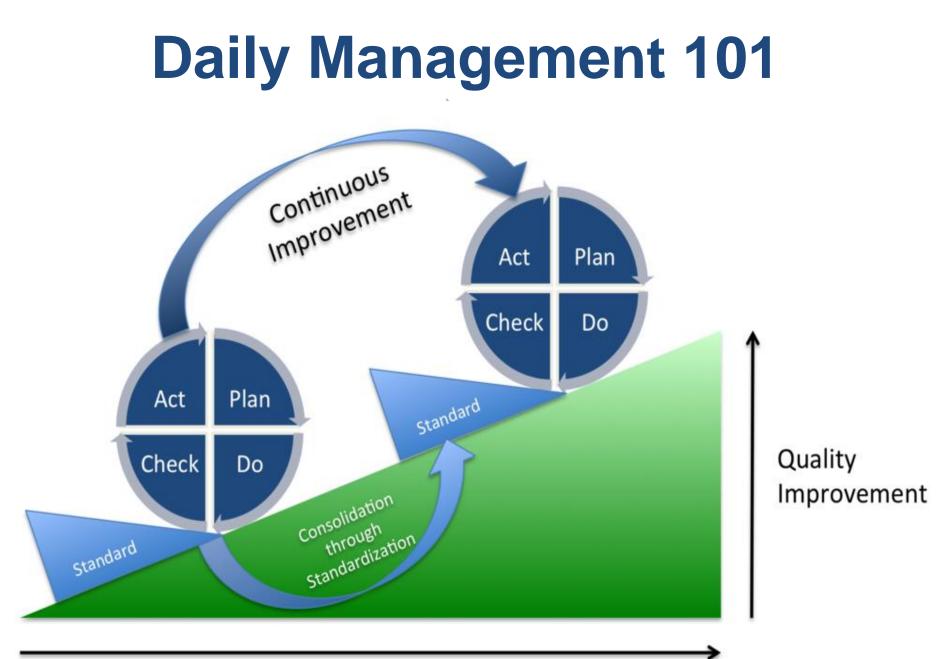
What is our Mission?



Customers: What?

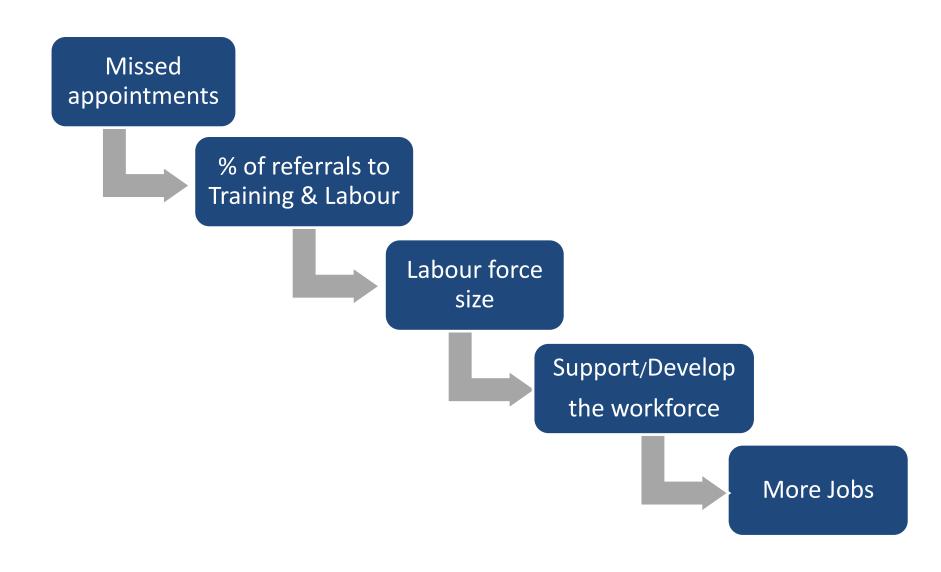








STRATEGIC ALIGNMENT



QUARTERLY RESULTS (Q3)

	2014-2015 # of referrals to PETL	2015-2016 # of referrals to PETL
Region 1	522 (18.1%)	467 (16.3%) -11%
Region 2	329 (7.8%)	310 (7.8%) -6%
Region 3	364 (13.8%)	521 (19.7%) +43%

Region 3-Fredericton





EXTERNAL RECOGNITION: GNB FORMAL MANAGEMENT SYSTEM

Atlantic 2013

Canadian 2014

International 2014





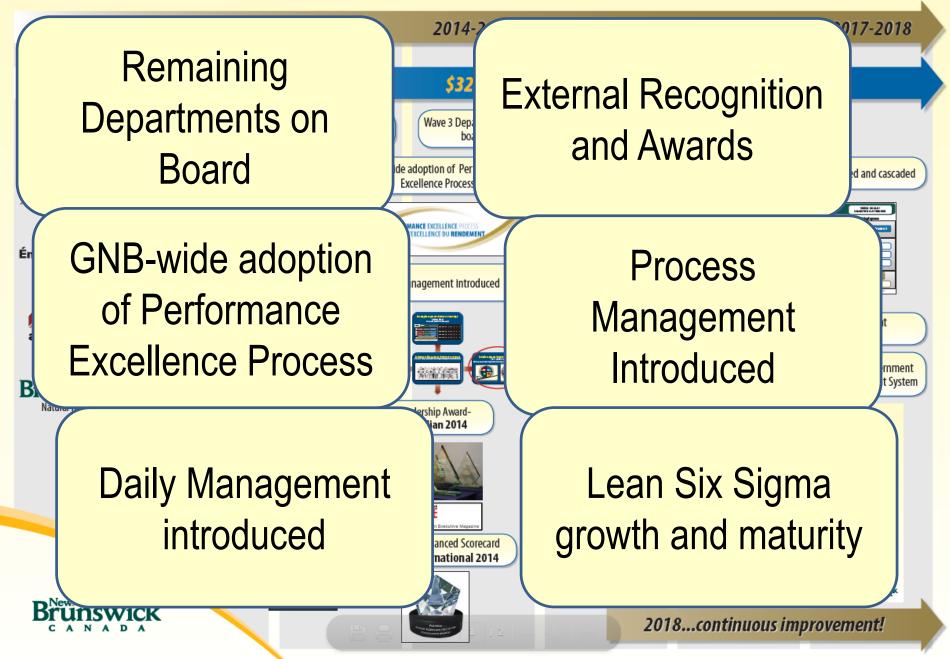


Leadership Award: "providing improved public service at lower cost"





Evolution of GNB's Performance Excellence Process

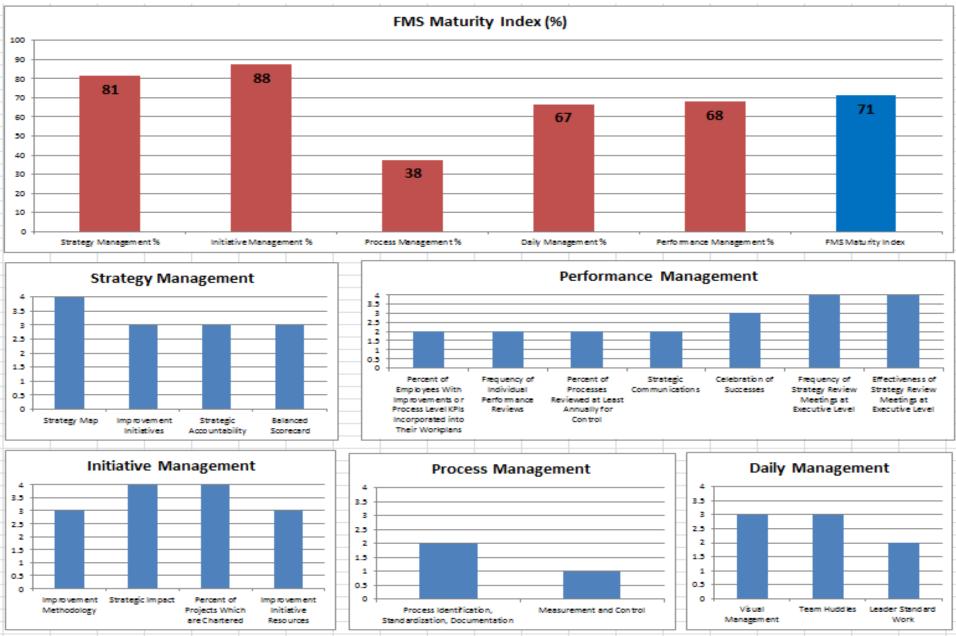




Problem #6: How to maintain momentum in building a high performance culture?



Measuring FMS Maturity



Solution #6 Increase senior leader investment and further engage employees in Performance Excellence



controlited Material

MICHAEL BARBER

with Andy Moffit and Paul Kihn

DELIVEROLOGY 101

A Field Guide For Educational Leaders

Michael Barber's pioneering work as head of my Delivery Unit helped ensure real progress, not just with our education reforms, but with healthcare and policing too... This guide distils the wisdom he gained at that time and has refined since. I strongly recommend it. ~Tore Blain, US Spine Minister 1997-2007 'THE MAN WHO CAN UNLOCK THE SECRETS OF TURNING PROMISES INTO ACTION' INDEPENDENT

ROBUST RESPONSE / DEST PRAC-

TIGE / POLITICAL DUV-IN / DIG

SOCIETY / JOINED-UP COVERN-

MENT/ PUTTING UP OR SHUTTING

UP/THINKING OUTSIDE THE BOX/

ALL IN THIS TOOETHER / ANY-

THINGGATE / COMMON SENSE SO-

LUTIONS / MIGN-LEVEL INITIATIVE/

WINDOW OF OPPORTUNITY / NO

OLAGO GEILING / FROM THE GET-

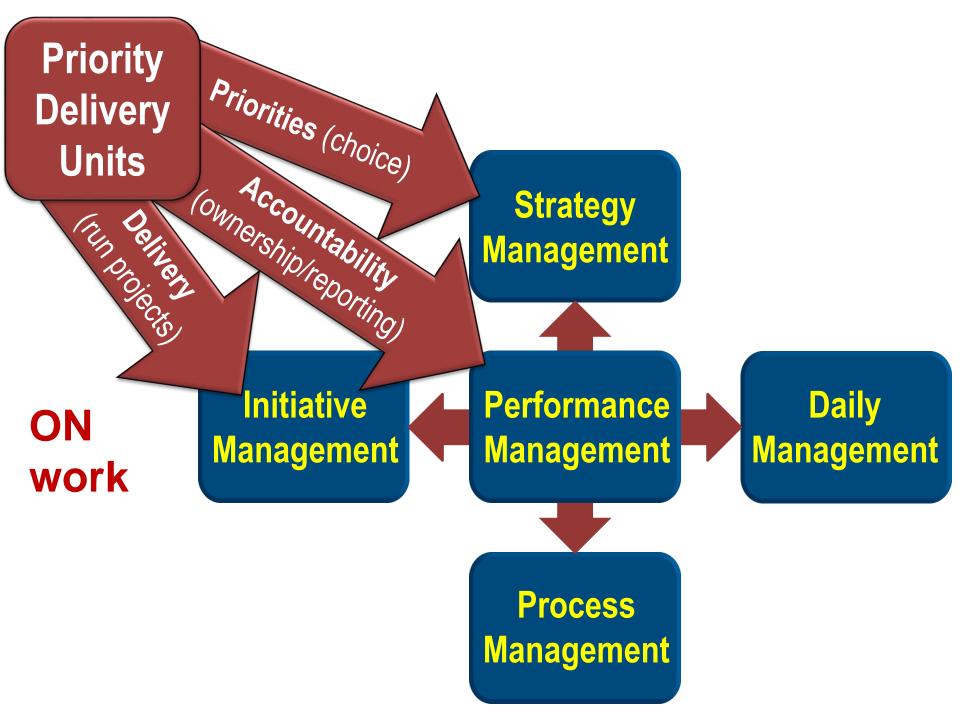
BO / MISSION GREEP HOW TO RUN

A GOVERNMENT SO THAT CITIZENS BENEFIT AND TAXPAYERS DON'T GO CRAZY BY MICHAEL BARBER

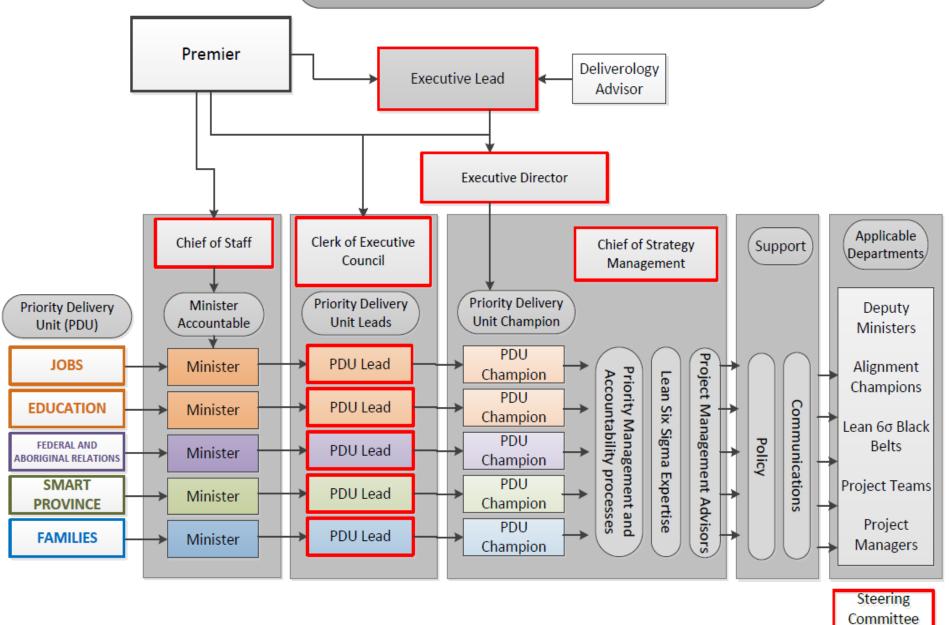
GNB Priority Delivery Units (PDUs)

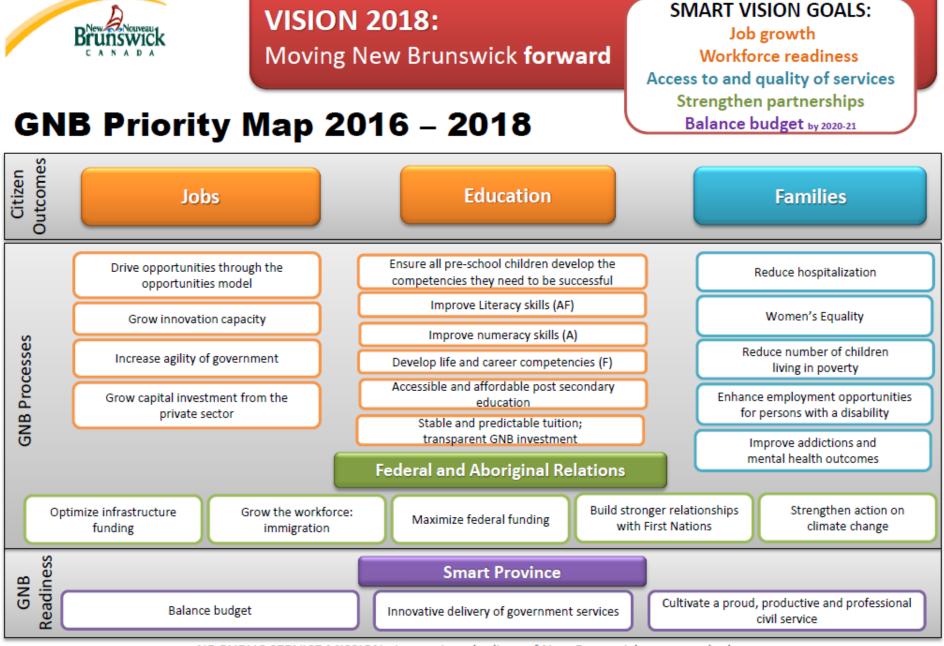
- ✓ Made in New Brunswick solution
- ✓ Informed by other jurisdictions' success
- ✓ Recognizes lead role of ministries
- ✓ Frequent reporting to Premier
- ✓ Deputy Minister accountability for delivery
- ✓ Cross-ministry collaboration a must
- ✓ Aligns talent with priorities
- Leverages Formal Management System





GNB Priority Delivery Unit Structure





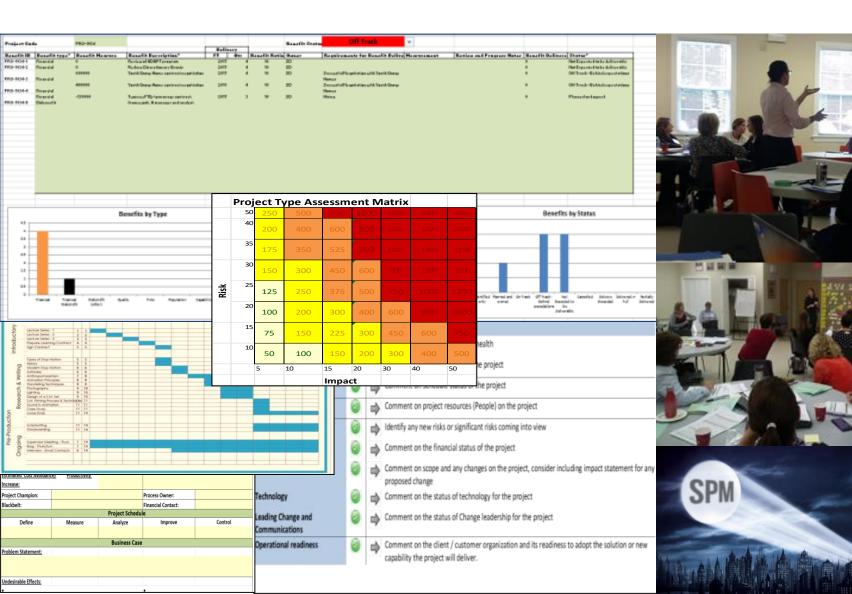
NB PUBLIC SERVICE MISSION: Improving the lives of New Brunswickers every day!

NB PUBLIC SERVICE VALUES: competence - impartiality - integrity - respect - service

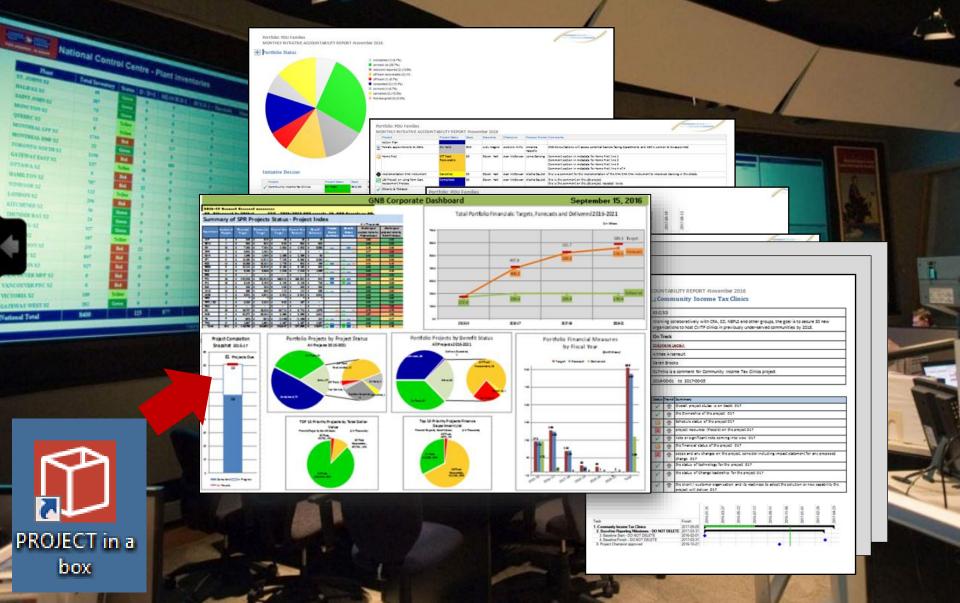
Monthly Accountability Meetings



Strategic Portfolio Management



Better Business Intelligence



Leadership Buy-In

"Our long term objectives are clear, and we have added greater discipline around achieving these objectives. The focus is on good planning, teamwork across departments, and accountability. Our departmental leadership teams review progress on these priorities regularly. This joint discussion has led to enhanced collaboration even between branches within my Department. We are also seeing that the highest levels of leadership are asking for true progress on priorities and seeking ways in which they can help remove any roadblocks. As a result, we are seeing movement in our initiatives in order to achieve the desired taxpayer outcomes."

Jean-Marc Dupuis,

Deputy Minister, Post-Secondary Education, Training and Labour, and Education PDU Lead



Contacts -

Department Intranets -

Ne

Proud, Productive and Professional

New Brunswick Public Service

News -

GNB Formal Management System

Driving organizational improvement

Find your Alignment Champion, learn about the Priority Delivery Units, and more...







Family A bundle of quick links to help you find what you need for you and your family.



Re-cap 2016 Civil Service Tour

Information about the Civil Service Tour and read the "what we heard" report.







- Employee Self Service
- Employment Opportunities (e-Recruitment)
- ▶ iExpense
- Performance Excellence: Formal Management System



Performance Excellence

Home About - Resources - Teams -

PERFORMANCE EXCELLENCE PROCESS PROCESSUS D'EXCELLENCE DU RENDEMENT

The **Performance Excellence Process (PEP)** is the New Brunswick Public Service's award winning approach to delivering value to NB taxpayers and customers.

Our goal is to achieve:

- · Aligned execution of government's strategic priorities;
- · Focused continuous improvement results;
- A sustainable high performance culture.

Our approach to performance excellence is built around three high performance principles:

Principles of Performance Excellence







PERFORMANCE EXCELLENCE PROCESS

Quick Links

- GNB Priority Map 2016-2018 2
- GNB Formal Management System
- Alignment Champions
- Priority Delivery Units
- Orientation Modules
- Lean Six Sigma
- Contact the Office of Strategy Management

GNB Formal Management System



Learn about:

- The GNB FMS: what, why, how?
- The five components of the FMS

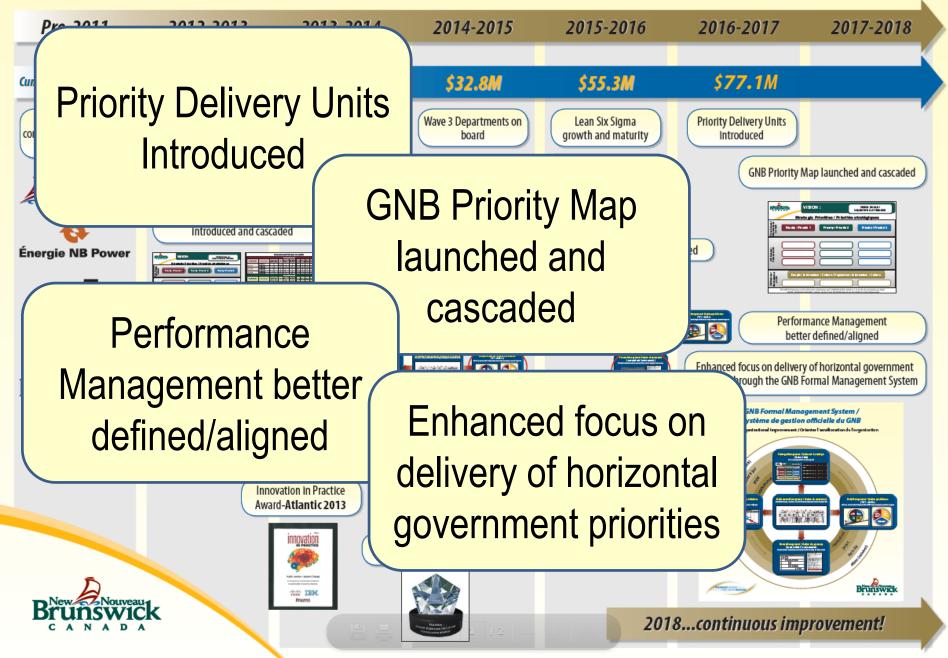
Other Recent Advances

✓ Budget aligned to strategy/priorities

- ✓ Deputy Minister Performance Agreement
- ✓ Alignment of annual report process
- ✓ Demand for/promotion of practitioners
 ✓ ADM/DM leadership development pilot
 ✓ 20 new Process Improvement Facilitators (Lean 6σ Black Belts) in budget

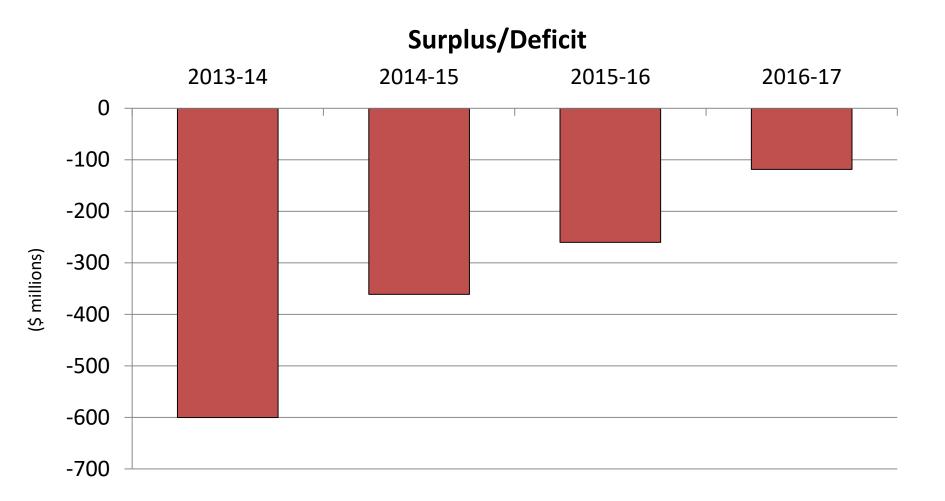


Evolution of GNB's Performance Excellence Process



Who is Better Off?

Deficit Reduction



Community Volunteer Income Tax Clinics



- Why? Indirect impact of poverty reduction
- GNB partnered with Canada Revenue Agency to help vulnerable citizens file income taxes (enabling access to other government benefits)
- **Target:** 30 organizations to host clinics in underserved communities.
- Result: <u>40 organizations hosting clinics</u>

Immigration Pilot



- Why? Increase economic immigrants invited to NB per year, linked with full-time job
- More employers to fill hard-to-fill vacancies with immigrants
- Early Result: <u>359 employers</u> expressed interest, identified <u>2,000+ vacant positions</u>
- Early Result: <u>246 employers made full-time job offers</u> this year (up 47% over 2016)

Performance Excellence School Districts*



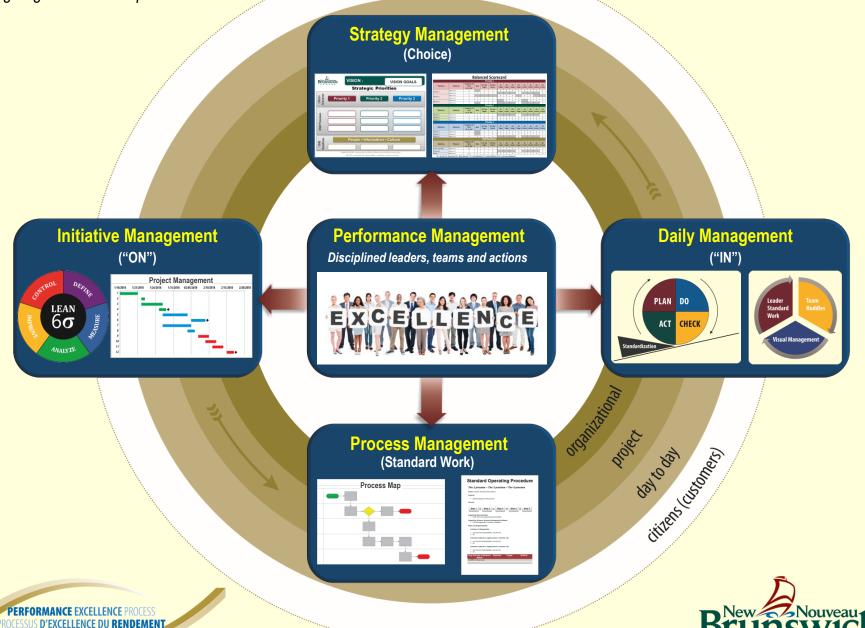
- Why? Improve literacy for all learners and develop a competencybased approach
- Apply Formal Management to improving literacy
- Result: <u>69% improvement</u> in % grade 2 students at right reading comprehension level
- Result: <u>strategy maps</u>, <u>balanced scorecard</u>, <u>daily management</u> all in use
- Result: <u>50 Lean 6σ projects complete</u> + 42 more underway province-wide

*based on pilot in Francophone sector



GNB Formal Management System

Driving Organizational Improvement



PERFORMANCE EXCELLENCE PROCESS PROCESSUS D'EXCELLENCE DU RENDEMENT

Made in



