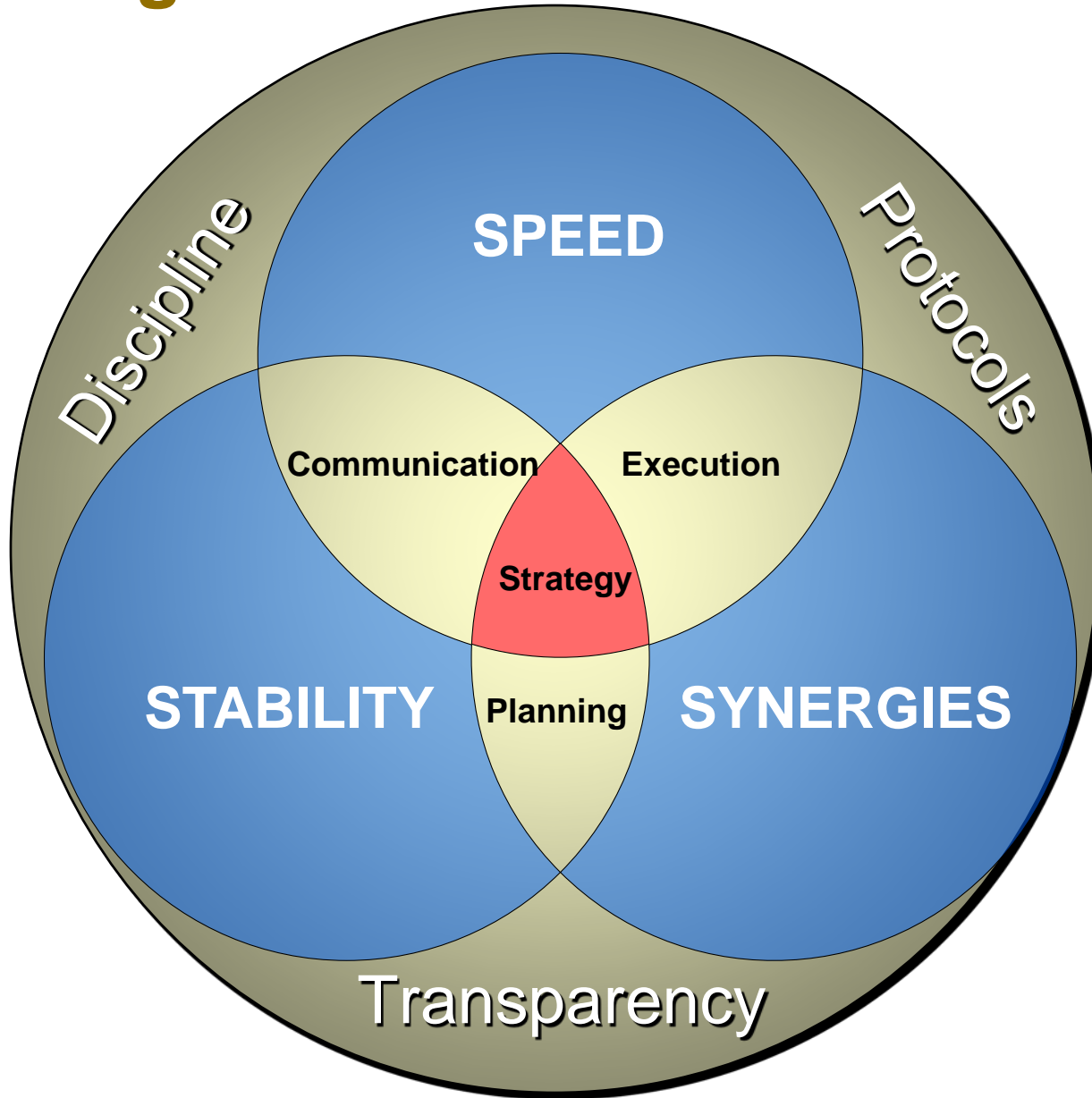




Integration Model



“At the time it seemed like we were going too fast, but for employees and customers, it must have seemed like forever.”

**SPEED OUTWEIGHS
ACCURACY**

**DELAY CREATES
UNCERTAINTY**

**CUSTOMERS
DON'T TOLERATE
DISRUPTIONS**



USE THE 80/20 RULE

**KEEP IT STRICTLY
SIMPLE**

**THE LONGER IT
TAKES THE MORE
IT COSTS**

***“Why emphasize speed over precision?
Because the costs of delay exceed the costs of mistakes.”***

***– Percy Barnevik, former CEO, ABB
Quoted in Harvard Business Review***