

# Enterprise Innovation Lead

## 90-Day Operating System

*"Turning small steps into big wins — delivering practical innovation that earns customer trust, reduces friction, and creates enterprise value through reusable patterns and measurable outcomes."*

### THE APPROACH

1 DISCOVER	2 VALIDATE	3 PILOT	4 SCALE
Listen first, understand real problems	Confirm with stakeholders before acting	Small-scale tests with measurable outcomes	Proven patterns deployed enterprise-wide

### MISSION

Deliver practical, measurable innovation that earns customer trust, reduces operational friction, and creates enterprise value through reusable patterns. Transform strategic intent into executable weekly actions with clear accountability and visible progress.

### 90-DAY OBJECTIVES

PHASE	DAYS	PRIMARY OUTCOMES
Discover & Align	1–30	Stakeholder trust established, 3-5 validated opportunities prioritized
Design & Pilot	31–60	2-3 pilots launched with baselines, early wins demonstrated
Deliver & Scale	61–90	Measurable outcomes documented, playbooks created, 180-day roadmap approved

Prepared for VP of Innovation and Technology

## THE 3P FRAMEWORK

Each phase is structured around three dimensions to ensure execution readiness:

	PEOPLE	PROCESSES	PROCEDURES
Days 1-30	Stakeholder mapping PM relationships Weekly VP alignment	Discovery sessions Opportunity intake Priority scoring	Templates created Repository setup Governance documented
Days 31-60	Pilot owners recruited Feedback channels Change management	Baselines captured Pilots launched Decision gates	Pilot charters User guides Status reporting
Days 61-90	Pattern champions Next-wave adopters Customer briefings	Outcomes measured ROI calculated Roadmap drafted	Playbooks published Lessons documented Scaling plans

## DISCOVERY METHODOLOGY

I don't arrive with predetermined solutions. The first 30 days focus on listening and validating real problems before proposing any pilots. Opportunities must pass validation before becoming pilots:

SIGNALS I'LL LOOK FOR	VALIDATION REQUIREMENTS
<ul style="list-style-type: none"><li>• Pain points mentioned by multiple stakeholders</li><li>• Manual workarounds (working around systems)</li><li>• Tribal knowledge risks (info in heads, not systems)</li><li>• Quick wins leadership would notice</li><li>• Patterns that scale across contracts</li></ul>	<ul style="list-style-type: none"><li>• Problem confirmed by multiple stakeholders</li><li>• Willing pilot owner/champion identified</li><li>• Scope achievable in 30-60 days</li><li>• Success can be measured objectively</li><li>• No governance/compliance blockers</li></ul>

## PRIORITIZATION

Validated opportunities are scored objectively to determine which become pilots:

Mission Impact (x2)	Effort (x1)	Risk (x1)	Time to Value (x1.5)	Reusability (x1)
How much does this improve the mission?	Resources and complexity required	Likelihood of failure or resistance	How quickly can we show results?	Applies across multiple contracts?

**Score 22+:** Proceed to pilot | **Score 18-21:** Consider for roadmap | **Score <18:** Defer

## WHY THIS APPROACH WORKS

REALISTIC	LOW RISK	VISIBLE PROGRESS
Discovery before execution. Pilots use existing tools. No new procurement in first 90 days.	Works within CMMI-SVC ML3 and ISO 27001 boundaries. Every pilot has scope limits and rollback plans.	Measurable outcomes by Day 90. Artifacts leadership can present. Patterns ready to scale enterprise-wide.

## SHINES VALUES ALIGNMENT

<b>S</b>	<b>Selflessness</b>	Building for the enterprise, not personal portfolio
<b>H</b>	<b>Humility</b>	Listen first, propose second
<b>I</b>	<b>Integrity</b>	Honest measurement, transparent outcomes
<b>N</b>	<b>Native Pride</b>	Supporting the Delaware Nation's mission
<b>E</b>	<b>Entrepreneurship</b>	Small bets, fast learning, bias to action
<b>S</b>	<b>Servanthood</b>	Enabling others' success

### THE BOTTOM LINE

I'm not coming in with solutions looking for problems. I'm bringing a methodology for discovering what actually matters, validating it with the people who live it every day, and delivering small wins that earn the trust needed for bigger transformation.

The specific pilots will emerge from discovery. What I bring is the operating system to find them, prioritize them, execute them, and scale what works.

*"Turning small steps into big wins"*

**Enterprise Innovation Lead**