

**Run Fast, Inc.
Client Case Study**

Case Study 3A: Running Fast in Architecture, Engineering and Construction

So you're responsible for training your firm's people – accountable for establishing training priorities, determining the best way to deliver training and executing the mission. What do you do? You Run Fast.

Working hand-in-hand with the Dean of the corporate university of one of Washington, D.C.'s oldest and most prestigious AEC firms, Run Fast facilitated the alignment of her training priorities with the operational specialties of the firm. The Dean, using *Training Horizons*, now has a repeatable process for determining her strategic alignment and maintaining reporting integrity with her operational constituents.

"This stuff is great. The Board loved it."

AEC industry corporate university Dean, referring to Training Horizons:
Strategic Training Alignment Workshop

In addition, the Dean leveraged Run Fast's tactical and practical experience captured in *Ready, Aim!* to determine the most effective channel (instructor led, CD, internet, intranet, blended, off-the-shelf v. custom) for her training programs and plan for success.

If that were where the relationship ended, neither the Dean's nor Run Fast's mission would have been complete. The Dean and Run Fast worked together to develop several custom training programs to meet the needs of differentiated business functions. The team also evaluated and selected numerous off-the-shelf courses to fill non-differentiating but important training requirements. One such training solution was *ClickSafety* -- the industry leading construction safety training solution. This program dramatically improved the consistency and efficiency of safety training and provided tracking capabilities built specifically for construction.

In the end, the firm had high-quality training programs that are 1) aligned closely to its business strategies, 2) delivered effectively from a learning perspective and, 3) executed efficiently from a budget point of view.

David McCarthy
www.runfast.net

President and CEO
703 669 6466

Run Fast, Inc.
dave@runfast.net
