



Deloitte
Greenhouse

Experience
breakthroughs

Deloitte.

There are times when
business as usual isn't enough...



You simply can't afford

WASTED TIME

You've spent countless hours on emails, presentations, and meetings that go nowhere.

The ROI for our time is ridiculous... we spend hours and hours and end up where we started.

WORN APPROACHES

You're stuck in default settings that keep you churning in the same ruts, and you don't know how to get out.

We don't even know what we don't know... we just rehash the same set of assumptions.

MURKY CHALLENGES

You've been given ambitious mandates to go farther, faster, better when often neither the path nor the destination is clear.

I've been told to "Go Innovate" as if it's just that easy to start doing it. Where? How?

MISALIGNMENT

You don't have the alignment you need to get traction – within your team, around your challenges, or about your opportunities.

My team is supportive, but what I need is for them to be truly committed.



YOU NEED A

BREAKTHROUGH



But breakthroughs don't just happen by accident

So we've studied how to consciously create them. We dug into the science of group dynamics and team performance. We looked at environmental psychology and the effect of design thinking on creativity. We studied the skills that separate average from exceptional facilitation. And we researched the mechanics of innovation theory.

Through this research, we discovered the power of immersive experiences – 1/2 day-2 day interactive sessions tailored to address specific business challenges.

The result?

Behavioral science, design thinking, and strategy converge to help you solve your toughest business challenges.

WELCOME TO

Deloitte
Greenhouse



Your space to experience
breakthroughs

Spa
DIS

Visualize

UNLEASH ANALYZE

{INSPIRE}

HIGH-TECH &

DISRUPT HIGH-TOUCH

MOTIVATE
CONNECT



EXPLORE

ESCAPE

PROTOTYPE

INNOVATIVE



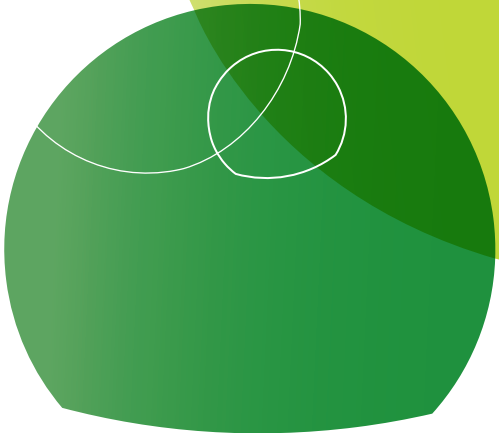
PROVOCATIVE


Solve

Create

{TRANSFORM}

Align







When you step into a Greenhouse, you step away from the standard flat meetings, mind-numbing presentations, and stale status-quo thinking.

Instead, you step into a custom designed experience to help you dig into complex issues. These sessions go beyond typical workshops because they are:

- 1 Built on extensive research around how to disrupt ordinary thinking, reveal new possibilities, and incite productive action; and
- 2 Delivered by professionals skilled not only at traditional facilitation, but also at strategic framing, engagement, intervention, analysis, and synthesis.



Greenhouse sessions are customized to each client's needs around eight core topics:





Innovation

Your ideas may be getting stale.

How can you spark new thinking?



Analytics

You're drowning in data.

How do you make it meaningful?



Digital

The world is constantly disrupted by digital transformations.

How do you stay relevant?



Transition

You've made it to the top.

Now what?

Business challenges we often solve in the Deloitte Greenhouse.



Relationships

Your bottom line depends on people.

How can you better relate?

Sound familiar?



Transformation

You need to be better, faster, leaner.

How can you make change happen?



Strategy

The world isn't getting any simpler.

What will you do to win?



Alignment

You have a big, bold vision.

How will you make it a reality?



We use a three-part method to engage participants not only intellectually, but physically and emotionally as well.

1

ENVIRONMENT

We take you out of the ordinary and into a consciously designed environment

- Dynamic room configurations
- Immersive visuals
- Holistic sensory activation
- Emerging technologies



2

ELEMENTS

We assemble the right mix of high-tech and high-touch ingredients

- Professional facilitation
- Design thinking
- Analytics and insights
- Collaboration tools and techniques
- Tested frameworks and IP



3

APPROACH

We tie it together with an approach designed to produce moments of impact

- Define the purpose
- Engage multiple perspectives
- Frame the issues
- Set the scene
- Make it an experience



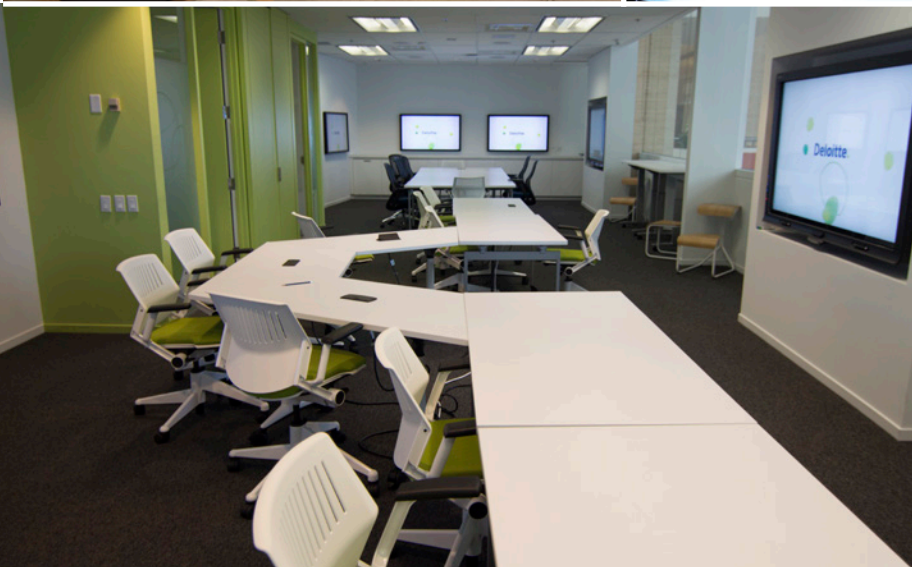
1



Environment

Deloitte Greenhouses are spaces consciously designed to help shift perspectives and optimize exploration.

- A DYNAMIC ROOM CONFIGURATIONS**
Configurable spaces and furniture are designed to activate creativity, encourage “unusual intersections,” and promote real-time adaptation to session dynamics
- B HOLISTIC SENSORY ACTIVATION**
We take cues from scientific research that suggests people are most productive, and experiences most memorable, when all senses are engaged – not only sight but also sound, touch, taste, and even smell
- C IMMERSIVE VISUALS**
From interactive smart boards to gallery-style displays, we create an environment that brings your challenges, and opportunities, to life all around you
- D EMERGING TECHNOLOGIES**
Technological innovations are made tangible through displays of prototypes and product samples, from 3D printers to wearable technologies



2



Elements

We thoughtfully assemble a mix of high-tech and high-touch ingredients to suit your specific challenges.

- A PROFESSIONAL FACILITATION**
Facilitators are trained in the art of engagement, intervention, ideation and alignment, freeing you up to listen and participate in the discussion
- B DESIGN THINKING**
The design thinking process integrates empathy, divergent and convergent ideation, and prototyping to yield greater insights and options for problem-solving
- C ANALYTICS + INSIGHTS**
Hands-on access to analytics tools and application to specific, analogous business issues demonstrates the role data can play in understanding and tackling your challenges
- D COLLABORATION TOOLS + TECHNIQUES**
Interactive smart boards and collaboration software combine with behavioral techniques to get the most out of visioning conversations, brainstorming, and decision-making
- E TESTED FRAMEWORKS AND IP**
Productive thinking is promoted through structures such as frames, starter sets, tools, and case studies built on empirical data, research, and conversations with industry and subject matter experts



3



Approach

We design conversations that provide the clarity, commitment, and collective courage to break away from the status quo.

- A** **DEFINE YOUR PURPOSE**

First, develop a clear vision of what insights and outcomes you want. Then, build all aspects of the session to serve this purpose – with nothing extraneous added. That’s the essence of great design
- B** **FRAME THE ISSUES**

A successful strategic conversation requires content that leads to creative problem-solving, not information overload. Identifying a few key frameworks greatly accelerates the dialogue
- C** **ENGAGE MULTIPLE PERSPECTIVES**

Finding novel solutions to complex challenges requires more than the usual suspects working together in the usual ways. Different perspectives help imagine new possibilities
- D** **SET THE SCENE**

It’s not just the space, it’s how you use it, providing strong visuals to help participants see the same insights at the same time and branding the session with a key, memorable theme
- E** **MAKE IT AN EXPERIENCE**

Great conversations balance the need for structure and open space, action and reflection. They call on passion and emotions as well as analytics and strategic reasoning to create a true moment of impact: a memorable experience that motivates action





EXPERIENCE

BREAKTHROUGH

It all adds up to a welcomed departure from business as usual and a refreshing reminder that there's a better way to work.

**DISRUPT
ORDINARY THINKING**

It's tempting to jump right into solutions. We step back and first build a rich understanding of challenges and their context.

We'd been debating between options for months. It was going back to the problem that finally broke the stalemate.

**REVEAL
NEW POSSIBILITIES**

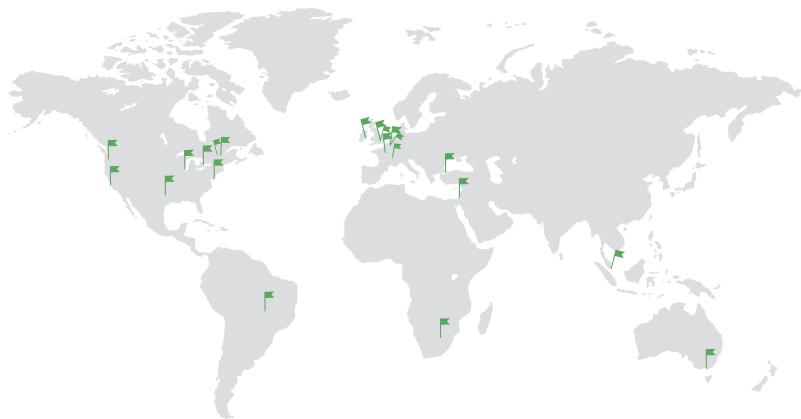
Expand beyond the obvious and dive into unexpected, innovative, and creative solutions to previously ambiguous mandates.

It was like we had a new understanding of the customer after taking the time to truly walk in their shoes.

**INCITE
PRODUCTIVE ACTION**

Bravely call out the real barriers to progress, create ownership, and get your team aligned on the precise actions required to get results.

This changed the game for us...in fact, I'm not sure we were even in the game before.



Experience your breakthrough at one of our three Deloitte Greenhouse locations in Canada, or on the road, upon request.

FOR MORE INFORMATION, PLEASE CONTACT

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