



# SPEEDING UP OKR ADOPTION TO SAVE UP TO \$250000

A world-leading sporting goods organisation, while known for helping its end customers achieve the impossible, felt it wasn't nimble enough while reaching for its goals. Even though the organisation had started implementing OKRs, creating the objectives and key results felt like just another 'burden' for the workforce. It had far reaching consequences too - customers were facing challenges while the organisation was getting its teams to utilise a standalone OKR tool to its fullest potential.

## ASSESSING THE TARGET

---



The organisation was already using a standalone tool for managing their OKRs, but the tool was falling short on certain aspects that hindered its adoption rate. After a thorough evaluation, the organisation decided on UpRaise for Employee Success.

## SIZING UP THE CHASE

---



UpRaise for Employee Success is a natively developed app for Jira. And given that it is also available in the on-premise flavour, it could handle the basics. But the organization had a few unmet requirements that needed to be addressed. Their extensive evaluation of the app also resulted in some amazing feature requests & ideas. The deep customisation offered by the app were extended further and they helped in resolving use cases that were specific to the organisation.

## CLOSING IN ON THE HOME RUN



The additional configurations enabled in the UpRaise for Employee Success were extremely valuable for the organisation. These configurations helped them achieve what they were trying to achieve in terms of OKR adoption. Also, the customer success team of UpRaise worked very closely with the OKR champions and Jira administrators of the organisation to make the implementation a resounding success.

## HANDS ON THE PRIZE



Collaboration of the customer success team of UpRaise with the OKR champions from the organization was a key enabler in the success of this partnership. The results were exemplary, too - As soon as the organization switched to UpRaise for Employee Success from their existing standalone tool, they immediately saw savings to the tune of US \$250,000. With comparatively higher adoption rate of UpRaise for Employee Success, the indirect savings are bound to increase.

## LEARNING FROM THE WIN

There is a lot to learn from wins – and this case study provides a couple:

The effort put in by the client organization in understanding the shortcomings was instrumental in rapidly identifying tweaks and features.

It was the positive equation shared between the UpRaise team and the organization's OKR champions that enabled a smoother adoption cycle. Having a close working relationship between partners eases up the OKR adoption burden.