

ULTEIG ENGINEERS REVOLUTIONIZED THEIR PERFORMANCE MANAGEMENT AND IMPROVED ENGAGEMENT AND RETENTION MORE THAN 75%

CHALLENGES

The business challenges that led Ulteig Engineers to evaluate and ultimately select InsideOut Development:

Top purchasing drivers for investing in InsideOut Development:

- Creating a shared language for performance improvement
- More effective coaching by managers and leaders
- More consistent and meaningful career development dialogue
- Greater performance and communication through coaching conversations
- Better success in building a coaching culture
- Better alignment between senior leaders
- Implementation of a coaching mindset to drive performance/bench strength/engagement

USE CASE

The key features and functionalities of InsideOut Development that Ulteig Engineers uses:

Departments that utilize InsideOut

Development methodologies/programs:

- Sales
- Accounting
- IT
- Marketing
- Customer Success

How they measure coaching success at their organization:

- Improved employee satisfaction
- Improved work culture
- Improved managerial confidence
- Decreased turnover
- Increased employee engagement survey scores
- Increased 1:1 consistency

Company Profile

Company:

Ulteig Engineers

Company Size:

Medium Enterprise

Industry:

Engineering

About InsideOut Development

InsideOut Development turns managers into leaders by making it easy to have effective coaching conversations that develop and focus people. Their coaching framework empowers coaches to align teams and spark ownership of outcomes.

Learn More:

 [InsideOut Development](#)

“ Employees are happy with more regular feedback about their performance. Our engagement scores also reflect employee satisfaction with career development, coaching conversations with their manager, and more regular feedback. ”

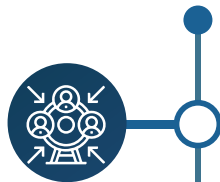
RESULTS

Ulteig Engineers achieved the following results with InsideOut Development:

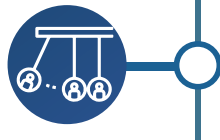
Key benefits realized since working with InsideOut Development:



Increased number of meaningful conversations between managers and employees



Improved comfort levels among managers and supervisors leading difficult conversations



Representatives find InsideOut Development's coaching approach and tools are easy to apply.



Improvement realized in the following areas since working with InsideOut Development:

- Employee engagement: more than 75%
- Retention: more than 75%
- Specific team performance metrics: 50-75%
- Internal promotions: more than 75%
- Manager-employee conversations: 50-75%

Realized an impact within the first year after implementing InsideOut Coaching.



Strongly agree that InsideOut Development is easily adaptable and delivers exceptional customer service to meet their organization's needs.

