

Gain-Share on Cost Sprints

Pay part of the fee from the savings we find.

On cost-focused sprints, you can choose to pay a lower fixed fee and share part of the savings we verify together over the first year. Our fee rises only when your costs fall, and a cap keeps the total predictable.

HOW IT WORKS

Lower fixed fee

50 to 60% of the sprint's standard fee, paid as usual.

Savings share

20 to 25% of verified first-year savings.

Verified together

Baseline and method agreed in writing before work starts.

Capped

Total savings share capped at three times the fixed fee.

Quarterly true-up

Savings measured and invoiced quarterly for a year.

Cost sprints only

Where savings can be measured cleanly.

GOOD FIT WHEN

- The prize is cost: spend, waste, overtime, freight or inventory
- There is a clean baseline in your books
- You want our incentives tied to your result
- Cash for a full fixed fee is tight this quarter
- Not offered on diagnostics, culture or CX work

HOW IT RUNS

Before kickoff Agree the baseline and how savings are measured

Sprint Same scope and team as the fixed-fee sprint

Quarterly Measure savings together and invoice the share

Month 12 Final true-up; the arrangement ends

OF THE FIXED FEE, PLUS

50–60%

20 to 25% of verified first-year savings, capped at three times the fixed fee. Available on cost-focused sprints such as the Margin Recovery Sprint.

BUILT FOR

Mid-market companies with a clear cost problem and a clean baseline, who would rather share the upside than pay the full fee up front.

WHAT IT IS NOT

- Not a pure contingency fee
- Not open-ended: it ends after twelve months
- Not available on every engagement