



March 2011

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Connect with us!

Do you have access to standards based videoconferencing? If so, please contact [Sarah Altemus](#)

Hello!

Do you feel like you're climbing every day? I know that when I'm on top of my game I feel like a climber. On other days, I feel a bit like Sisyphus, but that's another story! For those of you that climb, strive, battle, and reach for the North Star each and every day for the students in your district - thank you. Be sure to read below for news about our latest art installation that is dedicated to you by our Founder and CEO, Dr. Jack Grayson.

Waste. About a year ago, Jack asked the members of our North Star Community for examples of waste in their organizations. He received a trickle of real-world examples in school districts and then a flood and then even more. Our IT department had to reboot Jack's email inbox because he had so many responses! There are many people out there right now pointing at school districts and saying, "you are wasteful!" That is not our message. Our message is that all organizations have waste and that we can show you how to identify and eliminate this scourge. Please join us for our upcoming Grayson Series webinar on Waste in Education.

Also, I am delighted to report that our recent Annual Process and Performance Management Conference was a smashing success, with three days of learning, sharing, and networking! Read on for specifics.

Kindest Regards,
Fred A. Bentsen
Executive Director, Sales
APQC Education

Exciting news for the APQC:

APQC was recently named as one of the top 100 "Companies that Matter in Knowledge Management." Read more about this exciting achievement, and APQC's other awards and recognitions, [here](#).

Tales from the PPM Trail!

Another PPM Conference successfully completed! Eleven districts presented on process improvement projects and other PPM related efforts such as The Journey to the Baldrige Award (Montgomery County Public Schools, MD), balanced scorecards, transportation, IT/Technology, increasing PSAT/SAT scores, strategic planning and more. These projects represent work done by project teams in our North Star Community, and while not every project was represented during the conference, process improvement efforts over the last year have topped several million dollars in savings or cost avoidance. These best practices will be added to our Knowledge Base in order to continue to provide more insights into process improvement opportunities. For information about access to the Knowledge Base, please contact [Fred Bentsen](#).

Our keynote address was given by Dr. David Anthony, Superintendent, Cypress-Fairbanks, ISD, Texas. Conference participants included people from around the country – from as far away as Juneau, AK and around the world – we had visitors from West Melbourne, Australia! Larry Bowers, COO of Montgomery County Public Schools, spoke live to an amphitheatre full of conference attendees – from his office in Maryland! We hope to host more remote speakers in the future, as enabled by our TelePresence systems.

If you are a current member of our North Star Community and do not yet receive our North Star Community Newsletter, please contact [Sarah Altemus](#) so you can be added to the distribution list.

Grayson Series

In these times of financial scarcity in education – and everywhere else – there's a source of funds you may have overlooked: cutting waste out of your system. If you think of the tip of an iceberg as the value-added work that produces desired results in schools, everywhere below the surface is waste. It's massive. Yet many educators don't know how to find it, measure it, analyze it, or create an action plan to reduce it. There is a solution!

Join Jack Grayson, Founder and CEO of APQC, as he delineates a proven methodology to cut waste and free up time and dollars that directly impact student success – in a FREE hour long webinar, April 13 at 1 pm CST.

Learn how to make transformative improvements without job elimination and blanket cost reductions. Find out how to remove activities and expenses that don't add value and uncover hidden funds in your school, district, or state.

[Click here](#) to register.

Benchmarking

In Springfield Public Schools (MO), six years of data indicates a net savings of \$914,954.00 a year to the district through increased retention of beginning teachers. This savings is a result of the ["Step Up" program](#) that provides intensive instructional coaching for new teachers.

Springfield will be serving as a best practice partner in APQC Education's upcoming benchmarking study, "Evaluating the Impact of Instructional Coaching on Teaching and Learning" which will kickoff on March 31st. If you are interested in auditing the course, please contact [Diane Kline](#).



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