

# Elevating Leadership, Culture, & GTM Collaboration

### Context

Fusable is a Mid-Market Information Services Company seeking to harness cross-selling opportunities, develop a shared culture, and create a bench of home-grown leaders who can thrive on more responsibility.

#### Client Task

Train leaders—Promoting from within has a much higher ROI than external recruiting.

Create a unified culture in an M&A/Dispersed workforce environment to drive cross-selling and systems collaboration.

#### RKE Solution

1. Create a culture map to train company values.
2. Design and deliver a 6-month leadership academy, combining RKE Training, Fusable Executive interviews, coaching, assessments, and capstone presentations.

#### Client Results

- 60 graduates, 23 promotions
- NPS scores 80+
- Three go-to-market collaborations
- Multiple efficiency-enhancing projects

#### The RKE Difference



**Built With Collaboration**



**Spotlight on Your Expertise**



**Iterative Process**

#### Testimonial

“Our leadership academy has become the talk of our company with a stellar Net Promoter Score and waiting list. RKE helped us turn our leadership development vision into reality.”

Matt Reilly, CEO

