

# **Financial Decision Maker**

## **Case Studies**

### **BOC Gases**

#### **Project: How We Make Money at BOC Gases**

BOC Gases had a two-part strategic plan: 1) Make all of their 2,500 North American (and eventually a much larger worldwide audience) employees literate on the financial measures and indicators that drove the company's financial performance; 2) Empower the employees and managers to "huddle" together on a regular basis after their financial training, come up with money saving/making ideas and have the confidence to take action to turn their ideas into results. Dan Meyerson, senior training designer at BOC, employed Michael Higgins and his team to design "How We Make Money at BOC Gases" and train BOC trainers and financial professionals to deliver the training. According to Dan, The training and the "huddle" process were powerfully successful. For example, one idea from one huddle group saved the company over \$60,000 per year.