

THE 80/20 INSTITUTE

PROFITABLE GROWTH OPERATING SYSTEM™ · FOUNDED BY BILL CANADY

Company Fact Sheet

The 80/20 Institute helps CEOs, owners, and operators of middle-market manufacturing, distribution, and service companies drive breakthrough results using the business they already have. Built on the Profitable Growth Operating System™ (PGOS) developed by founder Bill Canady, the Institute eliminates complexity and delivers measurable improvement in revenue, margin, and EBITDA.

BY THE NUMBERS

\$3B+

Shareholder value created

300+

Companies transformed

30+ yrs

P&L leadership

20–40%

Typical 1st-yr EBITDA lift

60+

Companies trained

THE METHODOLOGY — PGOS

The Profitable Growth Operating System moves leadership teams from insight to execution through four disciplined phases:

01

Segment

Find the hidden profit in your data.

02

Simplify

Eliminate unprofitable complexity.

03

Zero-Up

Rebuild around your most valuable core.

04

Grow

Expand deliberately, with precision.

LEADERSHIP

Bill Canady, Founder & CEO. Chairman & CEO of Arrowhead Engineered Products; Chairman of OTC Industrial Technologies; U.S. Navy veteran; MBA, University of Chicago Booth. Author of *The 80/20 CEO*, *From Panic to Profit*, and *The Rule of Three*.

SIGNATURE PROGRAMS

- Earn the Right to Grow™ Diagnostic
- Profitable Growth Accelerator™
- The Command Center™
- Executive coaching & in-person workshops

RECENT RESEARCH

What 1,000 U.S. Workers Reveal About Execution — a national survey found **70%** of employees can't access data tied to strategic goals, **57%** lack data for their own role, and **only 26%** call their organization highly data-driven.

WHO WE SERVE

PE-backed and owner-operated middle-market manufacturers, distributors, and industrial B2B companies (roughly \$10M–\$1B+ revenue) under pressure to expand EBITDA and enterprise value.