



IMPLEMENTER VS INTEGRATOR™ COMPARISON

The Entrepreneurial Operating System® helps entrepreneurs get what they want out of their businesses, starting with getting clarity on two important roles: The Integrator and the EOS Implementer®! The Integrator works IN the organization (typically in a COO or leader role) while the Implementer ENTERS from the outside as an EOS-trained business coach and helps the leadership team implement EOS® in the organization. Here's a handy chart for reference:

	EOS IMPLEMENTER	INTEGRATOR
Implements the business' operating system (e.g., EOS)	X	
Teaches the leadership team the EOS Tools	X	
Facilitates EOS sessions	X	
Coaches the leadership team	X	
Works with multiple companies	X	*
Purely leads/implements the EOS Process®	X	
An employee of the company		X
Works in/on the business day to day		X
Responsible for the P&L results		X
Responsible for team Rock completion %		X
Responsible for team to-do completion %		X
Leads, manages and holds the Leadership Team accountable		X
Owns the business' operating system (e.g., EOS) within the company		X
Reports to the company's Visionary		X

** Fractional Integrators™ may work with more than one company at a time, however they should not do any of the other things on the Implementer list.*