



## DISCOVER The Opportunities in Your Business



- ***How well is the enterprise really operating?***
- ***How close is the performance to “Best-in-Class”?***
- ***How effective and efficient are the processes with accurate analytics to identify the risks in the enterprise and business model?***
- ***How well will the enterprise perform in the future?***
- ***How effective is the Knowledge, Data and Information Management (KIDM) process?***

### **Enterprise Performance Management – *Enterprise risk and value management that predicts future performance***

**Enterprise Performance Management Assessment.** Working with your project team we prepare an assessment that reviews the value and gaps of the business processes, the Knowledge, Experience and Performance (KEP™) of the management team, the value and gaps of the marketing and sales processes, the Knowledge, Information and Data Management (KIDM) process and the business model and offering innovation.

We utilize our database of approximately 58 Fundamental Business Activities and the supporting Steps, Tasks and Processes to analyze how well the enterprise is operating and where should focus be turned to reach peak performance, beyond “Best in Class”.

Some examples of the areas covered include:

- Business strategy
- Business model
- Brand performance
- Sales cycle
- Innovation process
- Risk and value identification process
- Customer connectivity process
- Knowledge, Information and Data Management (KIDM) process
- Financial performance
- Realizable revenue
- Pricing
- Supply chain performance
- IT support
- Business metrics
- Value propositions / buying criteria

## Value of Using this Process:

- Prescriptive and predictive
  - What has to be done, how to do it, how to measure how well it is done
  - Identifies critical missing elements of the enterprise strategy

Enterprise Metrical Analytics	Best In Class	From	87.20%	To	94.70%	Performance	Best-in-Class	Percent
Marketing and Market Management - Conventional and Digital						70,119	92,819	75.54%
Business Processes						62,078	83,130	74.68%
Management Knowledge, Experience & Performance (KEP™)						58,935	86,240	68.34%
Knowledge, Information and Data Management (KIDM)						61,331	88,844	69.03%
Innovation Performance Index - Offering - Pricing and Business Model						59,948	82,633	72.55%

- Increases the Knowledge, Experience and Performance (KEP™) of the enterprise
  - Gain deep understanding, buy-in and follow through across the organization from collaborative methodology
- Significantly increases team commitment to:
  - Risk priorities
  - Risk activities
  - Risk mitigation

Summary ROI	Risk Index	Performance	Best In Class	Risk Index
	Technology	12.69%	17.24%	4.55%
	Internal Communications External Communications & Marketing	34.07%	45.90%	11.83%
	Management	51.06%	69.19%	18.13%
<b>TOTAL</b>		<b>97.82%</b>	<b>132.33%</b>	<b>34.51%</b>
<b>Target ROI for the Enterprise</b>				<b>28.24%</b>

- Process is rapid, knowledge-based and inclusive of all critical stakeholders impacted by the initiative
- Process is repeatable, consistent and measurable

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