



The CorPeuM approach: Business Consulting

Redefining performance management

Improving the execution of strategy is more than just implementing a technology solution or adopting a management methodology. If it was that easy then organisations wouldn't struggle as they do today.

Instead it requires organisations to totally integrate their strategic and financial plans with their management processes, in a way that focuses the attention of the whole organisation onto the execution of strategy. In today's fast-moving, volatile economy, the only way to achieve this in an efficient and effective manner is to employ technology. And that technology solution must support the integration of plans and management processes.

However, who do you turn to, to get advice? Most management methodologies do not touch the subjects of technology or detailed management processes. Most technology solutions do not allow you to combine strategic measures and maps with budgets, and they certainly do not allow you to control the complete performance management cycle.

Which is why we developed our own business consulting method that forms part of the CorPeuM approach, which helps organisations to define the right processes and the right metrics to help improve strategy execution.

Engagement focus

Corporate Performance Management (CPM) is defined by Gartner as '... the methods, metrics, processes and systems used to monitor and manage an enterprise's business performance'. It is a total approach and cannot be implemented with just technology or through a management methodology alone.

Based on our considerable experience, our approach combines all aspects of performance management with an organisation's adopted management methodology, which we then use to help organisations improve the way they manage performance.

For more information contact CorPeuM at info@CorPeuM.com or visit our web site at www.CorPeuM.com

The CorPeuM approach is implemented through a number of consulting engagements that covers:

Key performance metrics

This looks at the way performance is managed and monitored. It defines measures for the achievement of goals; the status and milestones of initiatives; the value of assumptions; the assessment of risk; which resources are to be allocated; and those by which the organisation is judged externally, e.g. key financial statements and supporting ratios. It also looks at how the achievement of corporate goals can relate to the implementation of supporting activities.

Management processes

This looks at the activities involved in strategic planning, tactical planning, financial planning (including budgeting), forecasting, management reporting and risk management. It then reviews and recommends how these activities can be operated as a closed-loop, continuous process focused on the execution of strategy.

Implementation

Systems that change the way users manage performance need to be carefully crafted and implemented in a way that does not disrupt the normal day-to-day operations of the business. Our approach looks at how this can be achieved and how users can be trained and supported to embrace strategy execution.

Systems

The CorPeuM software has been designed to specifically support improving the execution of strategy. It contains many capabilities not found in other solutions such as automated workflow and a combined financial and tactical view of performance. Our approach shows how organisations can benefit from these capabilities and ensure a solution is delivered that will transform the way performance is managed.