



The CorPeuM approach: Overview

Next Generation CPM

CorPeuM is the world's first totally integrated, process driven, performance management application. It was designed specifically to help organisations improve the execution of strategy in today's turbulent business environment.

An environment where the only thing that is certain is uncertainty. Where management can no longer reliably plan and forecast the future based on fixed timescales as required by traditional planning methods and systems.

But to move away from this fixed view of the world into one that is truly reactive, requires more than just increasing the frequency at which these processes are conducted. It demands a complete re-think of the way in which performance is managed along with the systems that underpin a new approach.

Focus on Strategy

The CorPeuM approach was developed by a team of experts in the field of Corporate Performance Management (CPM), that have considerable experience in developing and implementing management systems around the world. They recognised that, as well as technology systems, organisations also needed help in redefining the way in which performance is planned and managed.

In particular, to improve the execution of strategy, systems and processes must focus on two key areas:

- The communication of strategy that shows employees what the organisation is trying to achieve and who is to be involved.
- Controlling the management processes that enable operational managers to plan how they will implement strategy, by when and with an estimate of the resources they will require. These processes should then monitor performance, highlight any current and forecast variances, and provide re-planning capabilities so that the organisation's mission is achieved.

But how exactly is this accomplished?

Many organisations find it hard to clearly link strategy to budgets and everyday actions. And most planning systems only seem to deal with the adding up of accounts by department and month. But it needn't be this way.

The CorPeuM approach utilizes an organisation's existing adopted management methodology to determine the activities to be planned, the measures to track implementation and performance, and how the management processes should be configured to ensure execution is improved. This approach is under-pinned by our own specialized software solution that, for the first time, allows organisations to focus on execution.

The CorPeuM approach is delivered through:

- **Executive workshops** that bring management teams together around the topic of strategy execution.
- **Business consulting engagements** to determine the right measures and processes to be adopted.
- **Implementation services** to configure the CorPeuM software into a real-world solution that delivers on its promise.

Areas covered by the approach

To ensure that organisations improve the execution of strategy, our approach combines management best practices found in leading organisations, with our own unique solution. This approach includes:

- Management workshops to define strategic measures and the way in which they will be achieved.
- Review of management processes and definition of supporting planning / reporting activities along with dependencies.
- Design of financial models to support budgeting and the generation of financial statements.
- Design of reports that relate strategic KPIs with financial results.
- Physical implementation of the CorPeuM solution.
- Administrator and end-user training.
- Recommendations for the setup and running of an effective support function.
- Review and recommended 'next steps' following an initial release.

All CorPeuM partners have extensive business and technical expertise, and have been trained and certified in the CorPeuM approach. In addition, we also supply guides, management textbooks, an on-line support/information service, and a business and technical help-desk.

Who is CorPeuM?

CorPeuM is a private, well funded, focused organisation that has no legacy product to maintain that could distract us from our mission. Our mission is to transform the way organisations manage performance into one that will become the reference standard for corporate performance management over the next ten years.

CorPeuM is made up of an international team of acknowledged experts in the field of corporate performance management. The team includes product strategists with acknowledged expertise in best management practices; product architects with over 100 years of development expertise in performance management solutions; and development engineers with expertise in the latest Microsoft technologies. Our approach is built on our extensive knowledge of implementing existing software solutions and the issues that arise when using them to plan and manage strategy. Issues made worse by today's uncertain business environment where planning must become a continuous process.

We realised that the only way to overcome these shortcomings was to go back to the drawing board and come up with a completely new design, backed up with training and consultancy to help organisations re-define their management processes.

The result is the CorPeuM solution that is unequalled anywhere in Europe and probably in the world.

The CorPeuM Advantage

CorPeuM's unique design and approach allows organisations to move away from the restrictions imposed by other systems. For the first time, management are able to focus their attention onto corporate strategy and to establish a continuous planning and monitoring process that can react to changing business conditions. The result is better alignment with company objectives while at the same time making the most effective use of organisational resources.

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