



Corporate Performance Management

Stellar Consulting Group Ltd



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If you're running your business by the seat of your pants – making important decisions based on instinct rather than information – then you and your business could benefit from the latest advancements in Corporate

Performance Management (CPM). New CPM tools aim to enhance the often disjointed and manual process of managing the performance of the enterprise.

Typical Management Process

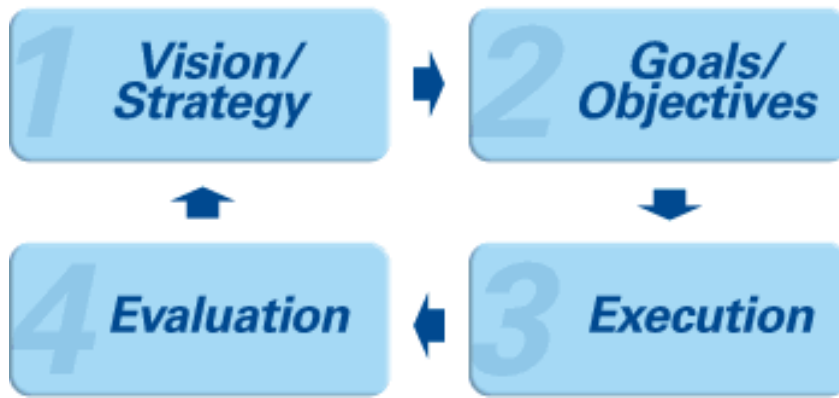


FIGURE 1: Typical 4 Stage Corporate Performance Management Process

In a traditional sense, the performance management process has four key stages – each dependent on the previous (as shown in Figure 1).

Unfortunately, until now it has been difficult for organisations to build a systematic, integrated approach to link business strategy with core business processes and activities. The resulting management conundrum is fairly typical – how does the organisation link its goals/objectives to the actual sources of information to evaluate the impact of key business decisions?

In almost all cases, traditional BI tools are the perfect solution to half of the problem – they enable the business to capture, store, present and link information through the Execution and Evaluation stages of the management process. However, managers are still left with the problem of closing the loop – how to manage the overall

process by linking the insight gained from Business Intelligence solutions with the vision and objectives of the business? In an ideal world this would be achieved in a robust, integrated, automated solution. In the reality, most business rely on the skill and knowledge of a few key personnel who construct and maintain unwieldy spreadsheets.

CPM solutions offer great advances in the process of performance management. Their aim is to empower management decision making by translating strategies into initiatives and measuring the outcomes through meaningful KPIs – effectively allowing management to drive strategy down and across their organisation in an integrated manner.

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Enhanced Management Process

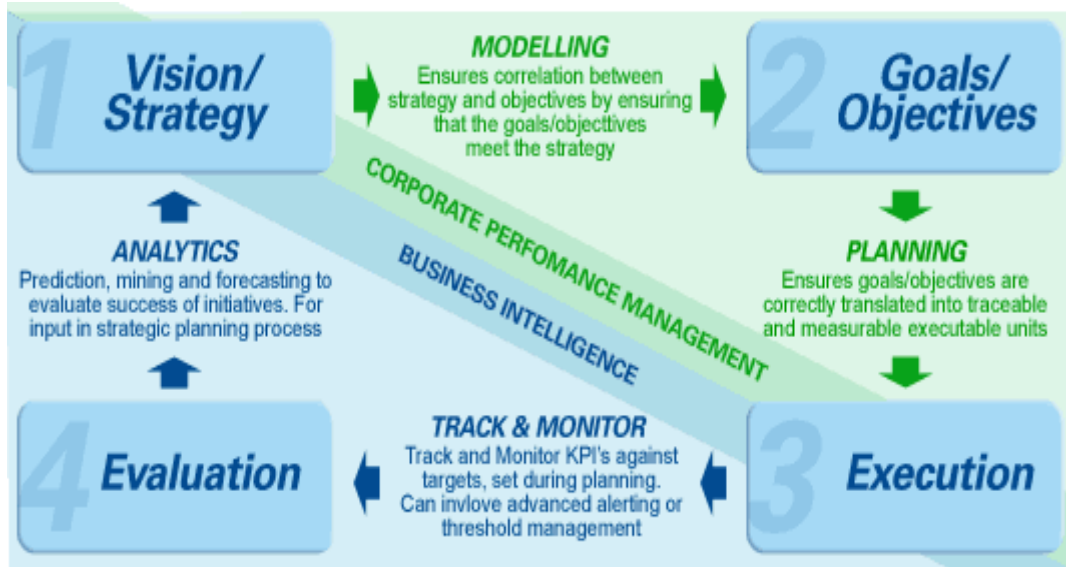


FIGURE 2: Enhanced Corporate Performance Management Process

Figure 2 illustrates how CPM and BI work hand-in-hand to link and manage the process between each of the typical management stages. For those organisations with an existing BI investment CPM provides a direct, quantifiable tie-in to the BI

infrastructure. For those without BI, CPM offers a compelling ROI case for an infrastructure that can benefit the business in many different ways.

Our consultants have extensive experience in establishing Business Intelligence and Corporate Performance Management competency in some of New Zealand's largest organisations.

Give us a call today to find out how we can do the same for your business.

***Out of clutter, find simplicity.
From discord, find harmony.
In the middle of difficulty
lies opportunity.*** *Albert Einstein*



Business success is determined by the decisions you make and the quality of the information you base those decisions on. As a leader in Business Intelligence, Stellar transforms otherwise senseless data into insightful information, giving you the power to make better business decisions.

Stellar's team of BI specialists offers unrivalled strategic thinking and industry experience. We know the hallmarks of a successful BI programme and we apply that knowledge to every Stellar project. Stellar's unique BI 'Quick Start Strategy' maps our learnings to your requirements, setting out a clear way forward and saving considerable time and money down the track.

Being an end-to-end solution provider also ensures we see the 'big picture'. A commitment to BI reflects an organisation's commitment to becoming more effective – this relies on the alignment of people, processes, data and technology. Stellar has a full service offering to realise this commitment, from strategy and planning through to implementation and support services.

Stellar maintains strong relationships with all major technology vendors, whilst retaining an independent voice. Being 'vendor neutral' means we're free to recommend and implement the most appropriate BI solutions for your business, regardless of the technology platform.

In a nutshell, Stellar works collaboratively with customers to tailor BI solutions to their needs – solutions that work right the first time. BI delivered on schedule, to budget, using industry best practices and expert resources. Think of it simply as brighter Business Intelligence.

Call us today to discuss your next BI initiative
0800 228872

