

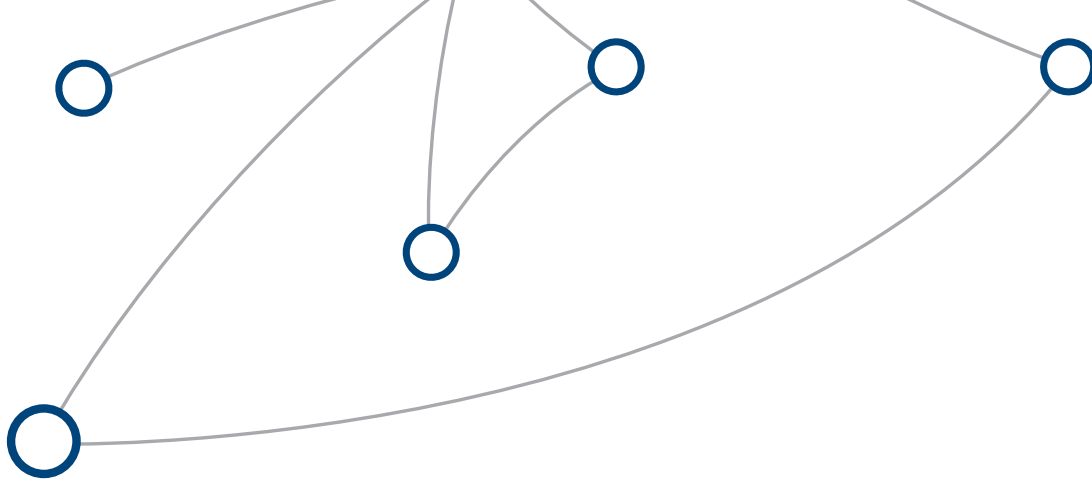


# Corporate Governance

Closing the strategy-to-performance gap



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Shape Your Future



## Closing the strategy-to-performance gap

Holocentric Modeler gives you greater control over corporate governance. You can embed your strategy into every level of your organization as well as merge compliance with business processes and control risk.

Even the greatest strategies flounder if executed improperly. Indeed, in a recent study executives report delivering **“only 63% of their strategy’s potential due to breakdowns in planning or execution.”**

A separate study suggests the reason for this poor record might be because strategy is poorly executed, not adequately aligned with the organization, badly communicated or improperly measured.

Clearly, successfully executing your strategy requires:

- an understanding of any divide between your intentions & your ability to execute them
- ways to measure the success of your strategy
- communication of your strategy to stakeholders
- a proper understanding of your risks
- compliance as a way of doing business rather than a bolted-on activity.

Holocentric Modeler gives you the ability to **execute, assess and communicate your strategy** within your competitive, legislative and social constraints.

### Connect your strategy to process

Because strategies aim to improve the way a business performs, they almost always require the business to change how it works. A strategy’s intentions must therefore be translated into roles and responsibilities.

Holocentric Modeler helps you manage, communicate and assess your strategy execution while embedding compliance into your business processes.

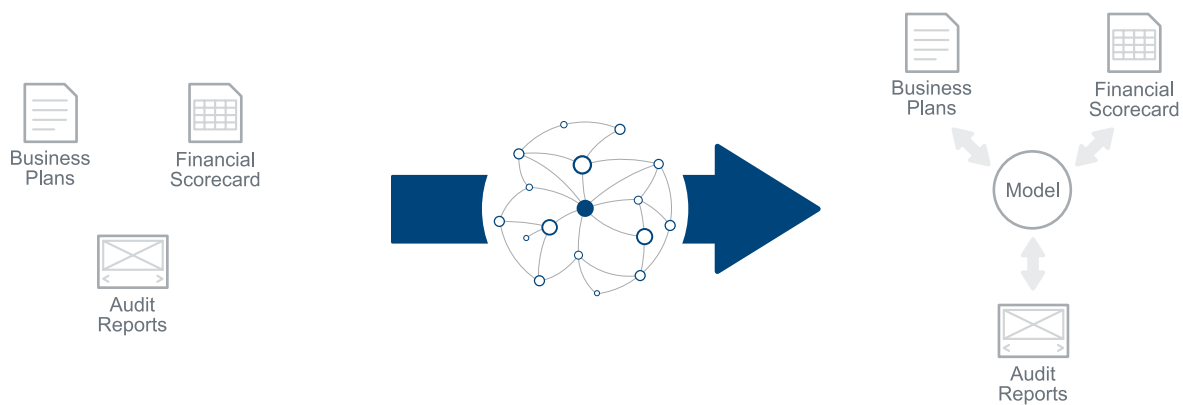
Holocentric Modeler allows you to model the changes your strategy requires, convert them into discrete tasks and **identify those responsible for their execution**. This allows you to understand how the impact of strategic objectives spread throughout your organization.

Once you have connected your strategy to the required business activities, you can become more strategic about the execution. Managing the execution of your strategy with Holocentric Modeler means you can:

- **determine the effort** required to implement your strategy at the organizational, divisional, departmental and team level
- better **understand any risks** introduced by the new strategy
- monitor the progress of implementation from a high level or detailed perspective to **ensure deadlines are met**

<sup>1</sup> “Closing the Strategy-to-Performance Gap Techniques for Turning Great Strategy Into Great Performance”, Marakon Commentary, 2005 pg. 3. Available at <http://www.marakon.com/>.

<sup>2</sup> “Improving strategic planning: A McKinsey Survey”, McKinsey & Company, 2006, page 2. Available at <http://www.mckinseyquarterly.com/>



## Measure the success of your strategy

Since the introduction of computers and the Internet, business occurs at a much faster pace. Consequently, strategies have much shorter horizons and need to be finely tuned to changes in market conditions.

Holocentric Modeler provides traceability from the strategy down to discrete tasks and back again. It makes it possible to measure the degree of implementation and the success of your efforts by performing a cost-benefit analysis of the entire strategy or individual goals.

You can then use this feedback from the organization to fine tune your business in response to your strategy and fine tune your strategy in response to changes in the business environment.

## Communicate your strategy to key stakeholders

Translating and communicating how the strategy will impact different stakeholders is another essential element of strategy execution.

Before your people can implement the necessary changes, those impacted by changes or responsible for implementing change, must understand them. Effectively disseminating this knowledge to different stakeholders is vital.

To this end, your Holocentric model becomes the template the rest of the business uses to guide them, empowering them to **accurately implement your vision.**

## Compliance can be 'business as usual'

Holocentric Modeler also allows you **to integrate compliance into the way you do business.** Compliance no longer need impose costs upon your business activities - it can strengthen them.

For example, Holocentric's process model can be used as an auditable, high-integrity representation of the operations that a manager is held accountable for. This makes complying with **Sarbanes-Oxley so much easier** - the model can be used to highlight any activity that could impact an account, right down to the database level.

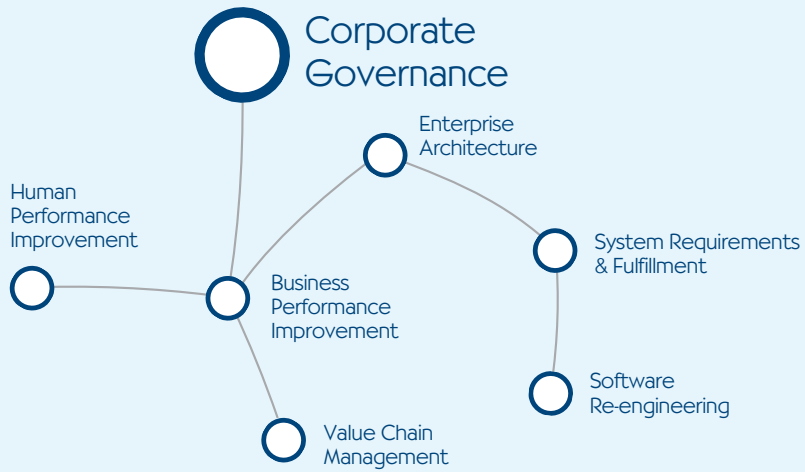
Holocentric also have an **ITIL accelerator**, which is a reference model that describes the processes, information and responsibilities required to meet the ITIL standard.

**Make corporate governance work as hard as you do** – contact Holocentric to find out how.

### Holocentric Modeler gives your corporate governance the edge by:

- modeling the connections between strategic goals and discrete processes
- communicating strategic imperatives to key stakeholders
- measuring the success of strategic endeavors
- integrating compliance requirements, such as **Sarbanes-Oxley** or **ITIL**, directly into business processes.

## Holocentric Solution Areas:



# Shape Your Future



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