Business Drivers

Market conditions in all industries have brought the need for insight into the business into much sharper focus. There are a number of manifestations of this business imperative.

- Organizations are looking for deeper insight into sales and operations plus greater scrutiny over initiatives
- Execution is more critical and focused in challenging market conditions
- Re-focused and re-prioritized strategic initiatives require greater data-driven scrutiny
- "Oversight horizon" has shrunk to near term focus ensuring incremental gains
- Change in customer landscape requires actionable target market and sales information

There is no tolerance for waiting multiple quarters for technology solutions that provide this insight.

Lean Approach

By applying Lean principles to attaining better insight, organizations achieve high impact results.

- Strategic alignment of measurements
- Performance management driven by results
- Strategic insight into the enterprise
- Agility in execution to drive immediate value

Impact Points

Actionable Strategies links business intelligence to strategy and operations through focus on a holistic view of an organization.

- Strategy – Drives business intelligence
- Alignment – Flow down from strategy
- Metrics – Meaningful measurement system
- Business Intelligence – Actionable intelligence
- Defined processes – Repeatable efficiency
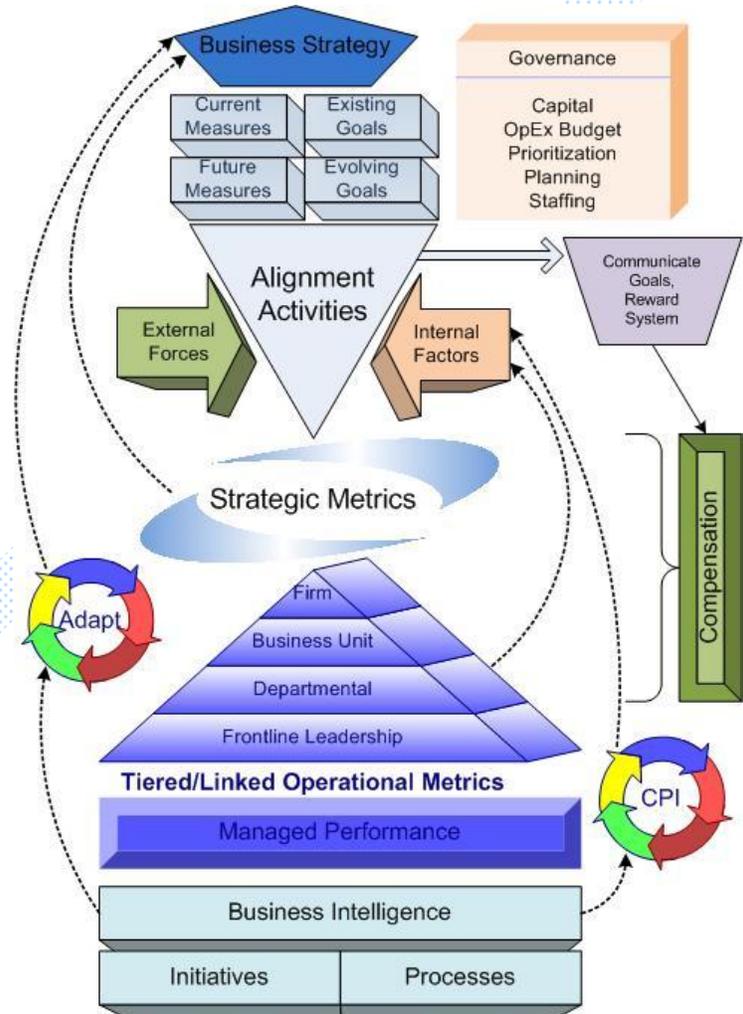
Metrics are employed at all levels and linked.

- Focused key metrics – "the vital few"
- Manages performance
- Drives reward system

Agile execution ensures rapid, measurable results.

- Collaborative + Iterative
- Adaptive (initiatives and ops)
- Tested (data driven)

Business Intelligence Framework

Actionable Strategies applies a strategic framework to ensure that the front-line delivery aligns to business objectives.

Solution Approach

Engagements are collaborative and iterative, yielding early and measurable results. Both initial and recurring costs are minimized. Employing a repeatable framework enables clients to drive ongoing breakthrough performance and take advantage of continuous improvement opportunities.

Our participation in industry organizations provides clients with an intelligent and pragmatic perspective.

For more information, please contact your Actionable Strategies Account Manager.