

Business Drivers

Evolving 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 seeking deeper insight into sales and operations combined with greater scrutiny over initiatives that support the business
- ▲ Execution demands timely, accurate information
- ▲ Strategic planning requires both internal and externally-sourced information from many domains and in varying formats
- ▲ Changes in customer landscape and expectations requires actionable market and sales information

There is no tolerance for waiting for 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
- ▲ Alignment
- ▲ Metrics
- ▲ Business Intelligence
- ▲ Defined processes

Metrics are employed at all levels and linked.

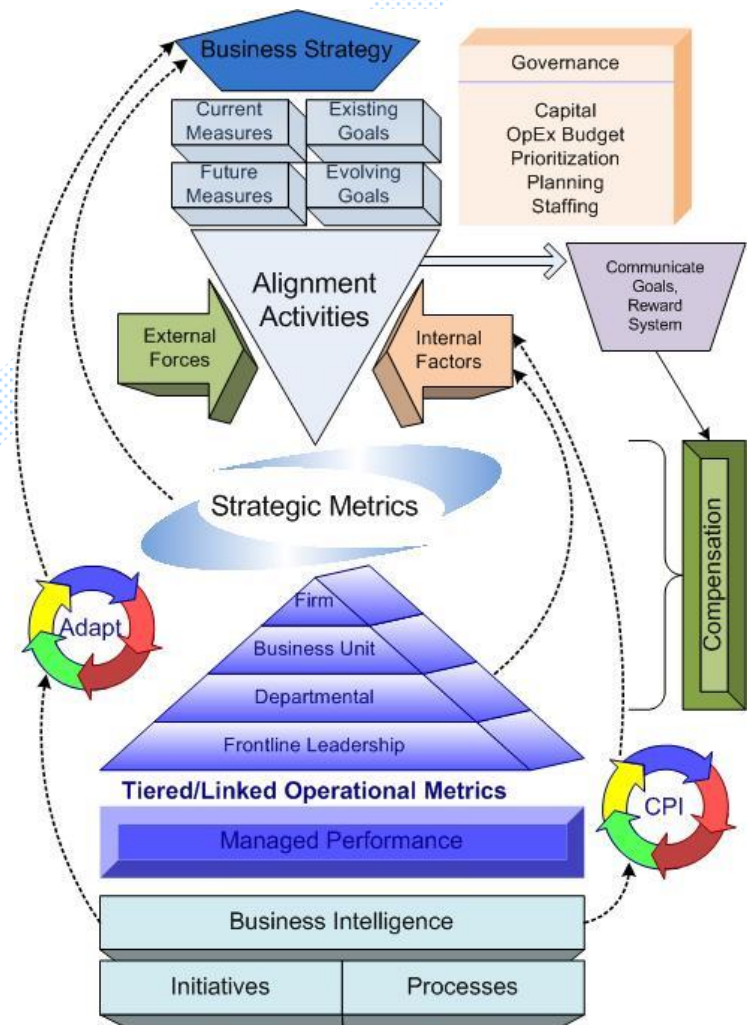
- ▲ Few key metrics
- ▲ Manages performance
- ▲ Drives reward system

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. Simple end user business intelligence tools often rely on incomplete, incongruous or incorrect data. The focus of enterprise BI is on delivering correct data in a consumable form at different levels of the organization.



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.