



- *How well is the business operating?*
- *Where should we focus our energy and investment to improve the enterprise?*
- *Do we have the correct data, transformed into knowledge with the right quality and reliability at the right time for the resources that need to make the decisions?*

### **Enterprise Assessment Tool- *Using New Technology to Achieve Higher Levels of Success***

**Key Metrics for Success.** Working with your project team we prepare an assessment that reviews the speed, accuracy and precision of the decision making process. The software measures not only the required speed, but is it progressing accurately and addressing the other dimensions such as, need, status and performance.

We utilize our database of approximately 100 key metrics for success to analyze how well the enterprise is operating and where should focus be turned to reach peak performance, beyond “Best in Class”.

Some examples of the time metrics include:

- Time to Identify the Customer’s unidentified and unmet needs
- Time to develop the shortest sales cycle in the industry
- Time to continuously advance over the competition
- Time to identify the missing critical knowledge
- Time to obtain the missing critical knowledge
- Time to advance the brand value of the enterprise

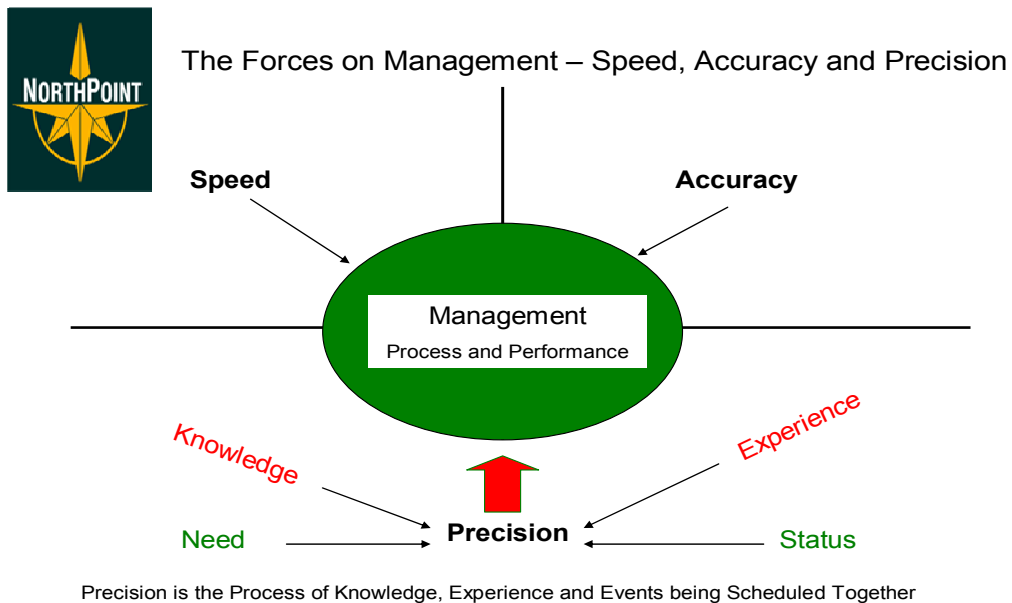
Examples of the accuracy-based metrics are as follows:

- Accuracy of the financial reporting
- Accuracy of the value propositions for new products and services
- Accuracy of the identification of the missing critical knowledge
- Accuracy of the prioritization of the required critical knowledge
- Accuracy of the data, information and knowledge to support the decision making process
- Accuracy of deploying the new critical knowledge that was missing
- Accuracy in time to market of a perfect product (In the mind of the customer)

**Outputs from Enterprise Assessment.** Once completed, Key Metrics for Success will provide the clear direction for what needs to be done, in what order and what the risks are for not doing it. What we have determined is:

- Enterprises are missing from 25% to over 37% of the critical knowledge needed
- Speed & accuracy of the decision making process are critical to being well managed
- Precision is the variable that must be recognized as it identifies what activities are underway, which can be reliably used and for what decisions.
- It is critical to have the capability of knowing where each metric is in its implementation, what it delivers and how to effectively and efficiently use them.

**Speed to value.** Then, we focus your team's attention on their improvement process in our collaborative based session. In summary your people will spend far less time to provide the necessary data, and they will get all the rewards that can be attained from using the more traditional consulting methods.



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