

# Integrated Performance Management

## How we can help CFOs in closing the insight gap

“If you don't drive your business, you will be driven out of business (B.C. Forbes)”. Unfortunately, it's hard to drive when you can't see. Despite massive investments in ERP, CRM, and other enterprise systems, many companies still don't have the information they need to make good business decisions. The problem isn't a lack of information — it's a lack of insight. Leading organisations have started to close the insight gap: Integrated Performance Management (IPM).

## What can we offer?

IPM is a structured management approach for translating strategic objectives into operational results, through a lens focused on value creation. IPM creates value by combining the power of technology, information, people and process through all stages of the management cycle, from planning and targeting to measuring and intervention.

Our approach is supported with tools, such as the IPM Process Framework, the IPM Maturity Model and the IPM Maturity Assessment Tool. The output of the Maturity Assessment Tool facilitates the development of a roadmap that allows to gradually evolve towards leading IPM practice over a period of time.

## What are the benefits of our approach?

### Drive strategic changes through the organisation

- Integrated planning, measurement, evaluation and intervention processes enable changes in strategy to flow through to measurable actions.
- Common language of performance with a framework for communicating strategic changes to the operational level.
- Focus on value adding initiatives with leading indicators providing early insight into areas of challenge or opportunities.

### Improve alignment of operational behaviour to strategy

- Reward, learning and development linked to strategic objectives.
- Visibility of performance against target identifies opportunities for improvement.
- Project portfolio ensuring strategic spend of capital.

### Provide a platform of control and security

- Efficient and tightly integrated budgeting and reporting processes based on a single data set.
- Improved information quality leads to improved mitigation of enterprise risks.
- Integrated financial and management reporting processes providing timely and transparent information.

### What are typical situations in which you might require our assistance?

- The company's strategy is not reflected in its operations.
- Too many reports, too little insight. Every group has its own favorite metrics and reports, but they are difficult to aggregate.
- Performance measures are too high level and mean little to management and employees.
- Plans and budgets are set unrealistically, causing managers to stop following them.
- Policies and procedures are not clearly established or defined for the month-end closing process.
- Poor information quality, issues with local regulatory and statutory reporting ...

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“How far should finance really push to automate decision support?”