

GET READY TO GO



**Excellence in
Performance Management**

**WHEN BUSINESS CALLS FOR
PERFORMANCE EXCELLENCE,
ARE YOU READY TO**

GO?

In any organization, people need clear and detailed information to execute a business strategy successfully. However, strategies are often complex and difficult to understand. Performance management systems such as the balanced scorecard and performance prism, are designed to address the problem.



An effective performance management system allows an organization to visualize strategic objectives and how they are interlinked. It presents the links at a glance and visualizes the cause-and-effect relationships between objectives for all organizational areas — for instance, innovation and learning, internal processes, customer satisfaction and financial performance.

Presenting the ultimate performance management solution, **STRAT&GO** — a powerful IT-based tool that combines historical and operational data with related systems, allowing you to view issues critical to the achievement of business objectives.

The **STRAT&GO** suite has been created to meet the urgent needs of managers who want to be supported in the decision-making, strategy and risk management functions by accurate, clear-cut information. **STRAT&GO** makes analysis, management and planning of all enterprise divisions possible. Accurate and multidimensional analysis is compiled using existing databases and important key data for performance measurement is displayed in the form of an executive dashboard. The system offers permanent control of all success critical parameters with an early warning system indicating deviations from set targets.

KAPLAN & NORTON **CERTIFIED**

Certified by the creators of the Balanced Scorecard, Drs. Kaplan and Norton, STRAT&GO has been designed to provide features which represent a significant value proposition for users. The certification assures users that STRAT&GO is fully compliant to the Balanced Scorecard Functional Standards and can thus be used as the foundation for a strategic management system based on the Balanced Scorecard. The suite offers a unique functionality that enables managers to customize their approach to strategic management.





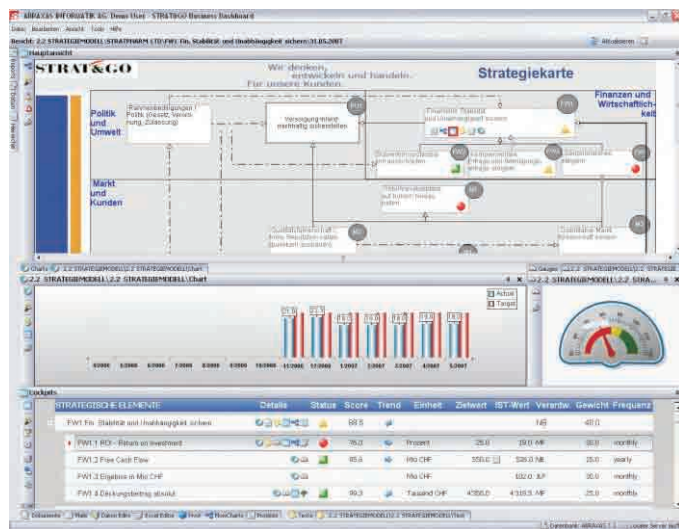
EASY ACCESS TO RELEVANT INFORMATION

STRAT&GO's high flexibility allows managers to combine strategic business management and control with rigorous planning and operational analysis. Using a single database, a flexible authorization management structure and a highly graphical interface, the system offers management a comprehensive 'at a glance' view of the organization's relevant value-drivers and performance indicators at a click of a mouse.

CUTTING-EDGE USER INTERFACE

Fully supportive of an unlimited number of business units within organizations, the STRAT&GO suite is accessible from all locations and is universally compatible with all major ERP and DW systems. Corresponding open data source drivers are used for easy access to data.

STRAT&GO uses the new Microsoft.NET platform for higher flexibility without compromising security. The Microsoft.Net standard provides users with a safe software investment ensuring safe use and maintenance of the system. Improved data access, shortened response time and enterprise wide data exchange are fully realized.



Concise graphic presentations of planning processes and project management ensures full transparency and control at all times. Combined with multidimensional hierarchies and cross-cultural views, STRAT&GO is able to satisfy even the most demanding information requirements of decision-makers.



ANALYSIS, PLANNING & CONTROL IN A SINGLE SYSTEM

The STRAT&GO Performance Management System was designed to help top-performing companies plot out a clear destination for the organization by focusing on key forces that affect its course. By monitoring key value-drivers, coupled with operational reporting, organizations can develop effective initiatives to 'stay on course.' Composed of three fully integrated modules sharing a common database, STRAT&GO has the following key characteristics:

- Attractive and easy-to-use graphical interface
- Easy-to-implement Client/Server application
- Completely flexible definition of organizational structures
- Integrated simulation and early warning functions (traffic lights)
- Management by users and minimal training requirement
- Industry sector independent
- Supporting multiple languages

A complete library of different gauge-types allows users to graphically visualize the scorecard results. Numerous visual displays such as trends, 2D and 3D graphics, and traffic lights help create

informative, reader-friendly reports. Traffic lights serve as a warning system where users can easily view performance status at a glance.



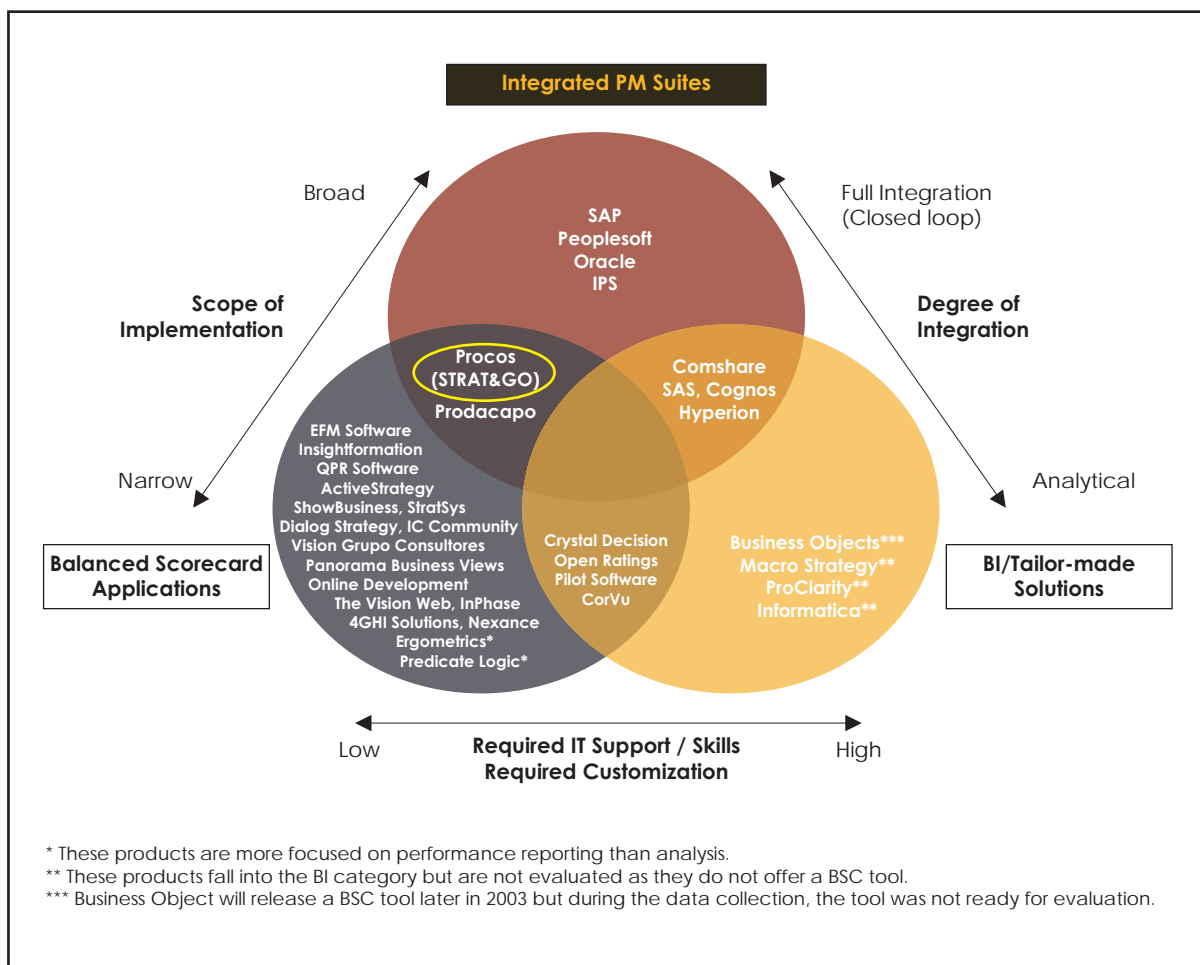
HIGHER FUNCTIONALITY AND SCALABILITY



Equipped with a broad set of applications, from risk management, planning and budgeting, workflow management to process mapping and business consolidation, the STRAT&GO Suite offers decision-makers control of current and future business plans. The system may also be integrated with underlying operational systems; users can analyze existing data through drill-downs, e.g. from an aggregate high-level

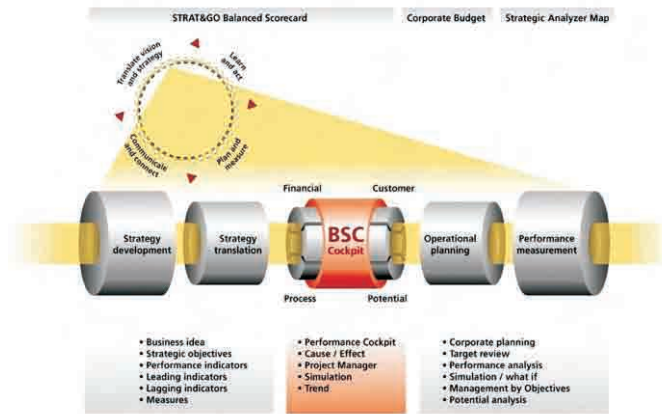
performance indicator to underlying indicators by querying a database. For the majority of implementations, STRAT&GO can trigger automated alerts indicating certain areas that are underperforming and where action is required. Its activity or project management functionality allows managers to track progress against strategic objectives.

Apart from requiring minimum IT support, STRAT&GO is compatible with existing systems and can be customized to your requirements.



FLEXIBLE & USER-FRIENDLY BUSINESS SOLUTIONS

From strategic management control to operational management analysis and planning, the STRAT&GO Suite is designed to provide flexible and easily implementable solutions across the full range of management needs.



STRAT&GO Balanced Scorecard



STRAT&GO Business Planner



STRAT&GO Business Analyzer

EFFECTIVE

- ⊙ Powerful assistance for strategy implementation with an early warning system on all business levels
- ⊙ Planning, analysis and management functions are fully integrated

EFFICIENT

- ⊙ Compatible with all major ERP and DW systems
- ⊙ Data processing on a common platform
- ⊙ Flexible and easily customizable software interface and functionality

INTERACTIVE

- ⊙ Smart clients or client server architecture with consequent software ergonomics

FLEXIBLE

- ⊙ Module based system for fast and flexible functionality expansion

MULTILINGUAL

- ⊙ Currently available in English, Arabic, German, French, Italian, Spanish and Chinese
- ⊙ Language can be set individually by the user

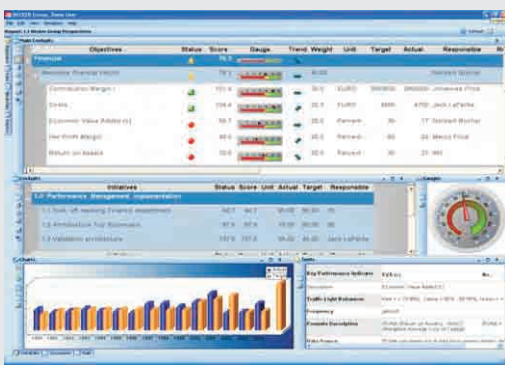
USER-FRIENDLY

- ⊙ Short implementation time
- ⊙ Intuitive user interface
- ⊙ Low training cost
- ⊙ Efficient and effective support



**STRATEGIC COMPANY MANAGEMENT WITH
STRAT&GO BALANCED SCORECARD**

STRAT&GO Balanced Scorecard is a desktop program for valuation method that uses various indicators to assess company performance and how it corresponds to the specific objectives of the company — from finance to internal company processes, customer relations and innovative capability. It supports the management of the balanced scorecard at all stages.

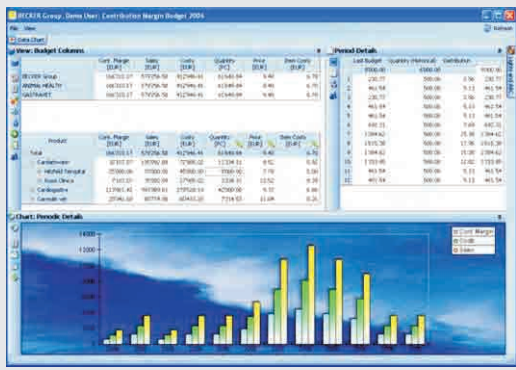


The STRAT&GO Balanced Scorecard allows Managers to see their organizations more clearly — and hence, make wiser long-term decisions. The system provides data that are critical in determining trends, projections and cause & effect — data that might not be evident without analysis. Such data supports planning, improvement of operations, and comparing company performance with

competitors or with best practices benchmarks.

**PERFORMANCE
AT A GLANCE**

- Permits instant communication of the company vision — strategies are quicker to implement.
- Saves time and cost, compared to the development of internal solutions.
- Widespread access to the Balanced Scorecard can be provided within an adequate IT infrastructure.
- Personal and company wide strategies can be implemented easily.
- Standardized performance measuring leads to standardized model of values throughout the organization.
- Better transparency leads to improvement of management style.
- Other analytic data can be included into strategic management.



The screenshot displays the STRAT&GO Business Planner interface. It features a 'View: Budget Columns' table with columns for Unit, Price, Sales, Costs, Quantity, and Profit. Below this is a 'Period Details' table with columns for Unit, Quantity, and Contribution. At the bottom, there is a 3D bar chart titled 'Chart: Periodic Details' showing data across multiple periods.

The STRAT&GO Business Planner offers high flexibility: planning parameters such as sales, contribution margin and price are freely definable. An early warning system highlights the status and progress of the planning process. The integrated system allows immediate multidimensional analysis of entered planning values and budget scenarios.

CORPORATE PLANNING AND BUDGETING WITH STRAT&GO BUSINESS PLANNER

STRAT&GO Business Planner facilitates corporate planning by streamlining all the activities involved in the process. It allows flexible representation of the corporate hierarchy and its planning structures in the process while offering users the freedom to define planning parameters (sales, contribution margin, price, etc.). Planning can be run simultaneously top-down, bottom-up, and can be compared with actual and planned budgeted data from previous periods. As in all STRAT&GO modules, an early warning system highlights the status and progress of the planning process.

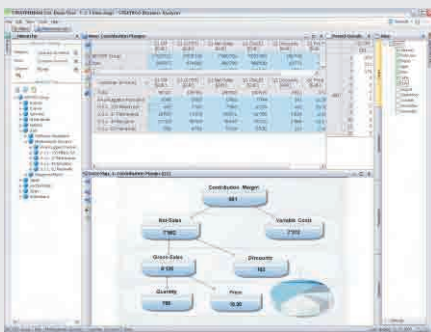
PLANNING & MONITORING MADE SEAMLESS

- Top-down and bottom-up planning process at every business level
- Parallel scenarios for simulation of budgets and plans
- Planning process control with integrated workflow and definable planning structures
- Three-dimensional representation of detailed plans
- Integrated e-mail function for faster exchange of information
- Budget at every hierarchy level with aggregation and drill down functionality
- Easy navigation of graphics menu to view actual data and simulations
- Control of planning process with integrates node status monitoring
- Monthly and yearly overviews with export functions to spreadsheet and text format plus memos for the documentation of the planning process, deadlines, responsibilities, etc.



MULTIDIMENSIONAL ANALYSIS WITH STRAT&GO BUSINESS ANALYZER

STRAT&GO Business Analyzer is a decision-support analysis tool that enables detailed and fine-grained analyses of multidimensional data and structures across multiple levels in the organization, offering focused and structured information support to the decision-making process. Integrated with the STRAT&GO Balanced Scorecard and Business Planner, the system represents a high-performance management control instrument supporting the execution of the corporate strategy. STRAT&GO Business Analyzer was the first module of the STRAT&GO family to convert to .NET technology.



As the front-end of any ERP system or relational database, the STRAT&GO Business Analyzer allows users to freely combine geographic, product and employee hierarchies while different analytical views can be defined in a highly flexible way. Whether for deviation, ABC or other ratio-based analyses, the system offers a wide range of options supporting management decision-making.

STRUCTURED INFORMATION SUPPORT TO DECISION-MAKING

- Unlimited and freely definable multidimensional analysis
- Integrated ABC ranking and variance analysis
- Early warning function using individually definable traffic lights
- What if simulation
- Filter function for ad hoc/customized analysis of data according to the specific criteria of individual managers
- Master data filter (unlimited characteristics for each criterion) for additional analysis options
- Comprehensive filter to search and select data
- Unlimited time period comparison functionality

PHARMACEUTICALS



FINANCIAL SERVICES



FOOD & BEVERAGE/RETAILERS



PUBLIC ADMINISTRATION / GOVERNMENT

Posteitaliane



Ministry of Interior



MANUFACTURING & ENERGY

FESTO



HEALTH CARE SERVICES



mhplus





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