

## Business Performance Management Template

**Client Value Proposition:** Actively manage and improve the core business processes that drive strategic and operational results. Leverage metrics and KPIs to focus management attention on performance improvement opportunities, and provide information and analytical capabilities to drill down into root causes of performance variances in order to develop better strategies for capitalizing on favorable trends and for overcoming unfavorable trends.

**Strategic Value:** Addresses industry challenges such as coping with rising input prices, improving supply chain performance, managing inventory levels and costs, and improving forecasting, planning, and control of business processes. Integrate key information needed for management control and process improvement.

**Information and Analytical Capabilities Provided:** Delivers historical and current unit level and aggregated scorecards, dashboards, and analytical tools about key measures of business and process performance, whether in a Balanced Scorecard framework or a customized framework. This information allows for multi-dimensional analysis of performance, e.g. by time period, vendor, customer, product, organizational unit, distributor, broker, and so forth. The information and analytical capabilities enable clients to actively manage the business factors that drive company performance by employing leading edge tools and proven best practices for business performance management.

**Bonus Opportunity:** Leveraging POS data, syndicated data, and other enterprise data allows for improved Sales and Operations Planning, which sets the stage for improved business performance in such key areas as customer service, inventory performance, supply chain performance, and financial performance.

**Related Templates:** *Customer Service Analysis, Inventory Management, Revenue Management, Sales and Operations Planning, Supply Chain and Operations Analysis*

**Meeting Food Industry Challenges**