



Corporate Performance Management (CPM) refers to a comprehensive measurement for any organization that helps provide key information and analysis for taking decisions. SI IPL ERRC CPM is built around the balanced scorecard format and is customized for any business.

SI IPL ERRC provides industry standard templates and practices to help organizations build and deploy commercial manuals. The typical scope and coverage will vary depending on the nature of business – however common areas include revenue recognition, billing, receivables and sales compliance.

<p>Customer need</p>	<p>Measuring corporate performance can be a challenge as business grow and diversify. Each line of business can have different business plans, financial requirements, gestation periods, cost structure and operational requirements and hence the measurement can vary significantly. In today's business environments, given the level of delegation and decentralization, a CPM system helps multiple stakeholders assess, evaluate and make changes to a business.</p> <p>Once a business plan, cost structure and terms of business are available, organizational measures can be evolved combining different functional measures. Beyond the line of business P&amp;L, common organization views can be created for board level decisions.</p>
<p>How SI IPL ERRC can help</p>	<p>SI IPL ERRC has built a ready to use CPM framework and has also created standard measurements for select industries. The basic work method is built around the balanced scorecard framework for ease of use and implementation.</p> <p>Customization is done as per business needs for areas like sales and marketing measurements, customer measurements and costing. SI IPL ERRC also does a quick process walkthrough for some of the key measurements to ascertain accuracy of data during handoffs.</p>
<p>Scope and Deliverables</p>	<p>CPM framework and implementation guide                  Department measures and balanced scorecards                  Inputs for system automation (optional)</p>
<p>Customer responsibility</p>	<p>Access to decision makers and auditors for clarification                  Access to business managers for clarification of measures                  Access to organizational systems for review of historical data</p>
<p>Engagement approach</p>	<p>SI IPL ERRC uses a combination of data gathering questionnaires to understand department measures and also analyses current MIS systems for additional clarity. System generated information is also considered for integration into the CPM and post the data gathering, the information schedule is drawn up as well as the data source matrix – this is then customized into a CPM framework for the organization. A typical detailed exercise can take upto 15 days of implementation spread across 3-4 weeks of elapsed time.</p>

Special Services* (Optional)	CPM system design and implementation Monthly / Quarterly audit services
Service Reference	SI IPL-ERRC- CPMS-2009-09
Pricing	On request
Additional information	For a complete range of SI IPL ERRC Services, please visit <a href="http://www.siiplconsulting.com/ERRC">www.siiplconsulting.com/ERRC</a> or email us at <a href="mailto:errc@siiplconsulting.com">errc@siiplconsulting.com</a>

\*Offered through our Specialist Services Partners

### About Strategic Interventions India Private Limited

Strategic Interventions India Private Limited (SI IPL) is a business and operations advisory firm that is positioned as an organizational catalyst. Incorporated in 2003, it has worked with more than 50 customers from India, US and Singapore on various business, functional and domain aspects in select industry verticals such as manufacturing, healthcare, financial services, ICT & Education, Infrastructure and Retail.

SI IPL specializes in offering growth and change management consulting through its business life cycle services, functional problem solving through functional life cycle services, business transformation and outsourcing through its business transformation services and offers Executive coaching services through its Executive focus services as well. SI IPL projects typically span 6-36 months with clearly laid out milestones and deliverables. All SI IPL engagements involve ongoing knowledge transfer and training to maximize benefit to customers.

### About SI IPL-ERRC

SI IPL ERRC is a special business value initiative primarily aimed at MSME (Micro, Small and Medium enterprises) with a comprehensive range of rapid deployment services that are offered through a combination of inbound (at SI IPL office) and outbound (at customer location) to suit short to mid term needs of such enterprises.

Key service groups offered by ERRC include Consulting, Training, Sourcing, Research, Mentoring and Financial advisory. All the services are paid services and are competitively priced and very affordable. SI IPL ERRC also offers an on-demand model that is uniquely suited to MSME needs for very short term needs (typically less than 1 week) using a DIY approach that combines powerful learning tools and an offline support process to keep costs low for MSME companies.

SI IPL ERRC uses a unique Workshop + Workout method which uses small focus groups of decision makers to put the plan together. SI IPL ERRC has its internal desk research capability that is used to pull together basic secondary research data for the plan. SI IPL ERRC has a team of senior functional / subject matter specialists who can be called in for short consultations (telephonic and face to face) during the process to resolve any knowledge gaps. The unique model helps keep costs low for the entrepreneur / organization and also helps build their skills using DIY (do it yourself) techniques for real time knowledge transfer during the consultative process.

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