



ON STRATEGY[®]

the business of tomorrow,
today.

“Strategy is
a commodity,
execution is an art.”
(Peter Drucker)

BSC
Balanced
Scorecard

www.on-strategy.com/BSC

BSC | Balanced Scorecard

Strategy is important but execution is what matters.

A methodology that continues to be the golden standard for strategy execution.

A poor execution

and not the strategy is the reason behind 70% of executive leadership team's failures.

Only 10% of organizations succeed at implementing their strategies.



The challenge

The majority of the organizations prefer to compromise on their strategy in order to meet their budget objectives, impacting their ability to meet their strategic goals. The real drivers behind the creation of financial value, such as innovation, talent, systems, quality and others, do not have the right level of visibility at senior leadership level. There are objectives, indicators and projects without clear relationships between each other, mixing strategy and operations. Many initiatives are executed without understanding their impacts to the firm's results. Without a formal process to execute the strategy, the likelihood of success is not high.

The solution

Firms need a single strategy instead of one per area. It must contribute new value instead of maintaining it by extending the past. It must be simple and easy to communicate in only one page, it must measure new indicators instead of existing ones, and it must support the goals through people and processes without increasing the workload on the current operations. The Balanced Scorecard (BSC) continues to be the golden global standard to manage strategies. «The success of the BSC is rooted in that it is not a project of indicators, but it is a real change process!» Contact us, we know how to do it.

BSC



BSC Process

1 Strategic Input

The model needs to take the end-state picture as a source of inspiration and recognize the gap between the current state and the vision for the future of the organization, to develop a plan to address the gap through the execution of the strategy.

2 Strategy Map

We develop a powerful visual framework to communicate the business' critical factors, assessing the strategy from the four perspectives that generate value: financial, client-market, processes and people.

3 Strategic KPIs

«We will obtain what we measure.»
The indicators must communicate the expected behavior of the organization. Its intentional link with other KPIs allows us to simulate scenarios to validate the relevance of the strategy.

4 Related Goals

The goals must give credibility to the vision of the organization. Not as a model of control, but under a new culture of trust and commitment that will motivate innovation and will enable creativity in the pursue of extraordinary performance.

5 Strategic Initiatives

The challenges must be sustained through improvements in processes, technology and people consolidated in a portfolio of strategic projects, with the aim of reaching the short, mid, and long-term goals.

I want a consultant [Click Here](#)

BSC Deliverables

- Strategy Map.
- Strategic Scorecard.
- Set of Long Term Goals.
- Gaps in talent, processes and technologies.
- Portfolio of Strategic Projects.

BSC Benefits

- Convert the strategy into actions.
- Improve performance visibility.
- Accelerate the generation of results.
- Focus the team on decision making.
- Develop a new competency.

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ON STRATEGY mission is to help
our clients to build **strategy
execution best in class practices**
to develop sustainable advantages
and enable business growth.

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NOVARTIS - MANE - PEMEX - RH SHIPPING - SAP - SCOTIABANK - SEARS - SECRETERIA DE SALUD - SPORTS WORLD -
TELEFÓNICA - TELMEX - TUPPERWARE - URREA - VOLKSWAGEN - YOUNG & RUBICAM - WORLD VISION - WUNDERMAN...