

A man in a dark suit is rappelling down a thick rope from a high-rise building. He is positioned on the left side of the frame, with his body angled towards the right. The background is a vast, hazy cityscape under a cloudy sky. The right side of the image is partially obscured by a dark, semi-transparent overlay containing text.

ON STRATEGY[®]

the business of tomorrow,
today.

“ Strategy without
tactics is the slowest
route to victory. Tactics
without strategy is the
noise before defeat. ”

(Sun Tzu)

SPM

Strategic
Process
Management

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SPM | Strategic Process Management

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the business of tomorrow,
today.

Discover which are the few processes that have an impact on the creation of strategic value!

It is necessary to embrace the attitude of viewing the organization from the perspective of the strategy and its processes.



TOTAL EXECUTION
PROCESS | TEP

The challenge

The strategy is updated as the market changes, but the processes are not updated at the same speed. Everything will continue operating as usual until the strategy will be linked with the business processes. Once upon a time we had typewriters and camera rolls... The challenge today is not only to do the things right but to do the right things. Communicating late to your processes that the business has changed can have negative consequences. Show us your processes and we can tell you how far you will go with your strategy.

The solution

It is necessary to embrace the attitude of viewing the organization from the perspective of the strategy and its processes. The value proposition must be represented in the day to day operations, looking for better ways to do it. If you compete by price you better have strong and efficient procurement processes across your value chain. If you compete by innovation, you better have an excellent research and development organization. With SPM you only change or adjust the processes that affect your strategy. Contact us, we know how to do it.

SPM



SPM Process

1 Value Proposition

20% of the processes generate 80% of the value. The question is, which are those processes? The value proposition that differentiates you from other players is the input to indicate you in what areas you must excel.

2 Key Success Factors

The strategic objectives that sustain the value proposition are not clear enough to imagine the change that must experiment the organization. Each objective must be broken down into Key Success Factors' (KSF) trees.

3 Current Performance

What level of support have the KSF in the current operations? Is it total?, partial?, low?, not even covered? At this moment it is possible to identify a gap between the current operations and the strategy's performance expectations.

4 Corrective Plan

Once you have the findings, the analysis of best practices and the experience of the team, you can design a solution to support the KSF with actions from the view point of the people, technology, processes and/or organization with their respective benefits.

5 Implement-manage

50% of success is in the implementation phase. Accept the new way to operate. Refresh the technology on time. Have a leader accountable for the process. Continuously test the proposals for improvement.

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SPM Deliverables

- Map of success' critical factors.
- Updated and actionable reports.
- Gap analysis and action plans.
- Implementation improvements' Roadmap.
- Team of executives ready for change.

SPM Benefits

- Sustain the strategy in the operations.
- Accelerate the generation of results.
- Comprehensive value proposition.
- Improved organizational communication.
- Achieved higher organizational intelligence.

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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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