

# A PROVEN WAY TO IMPROVE PERFORMANCE CREATE A HEALTHY & CAPABLE ORGANIZATION

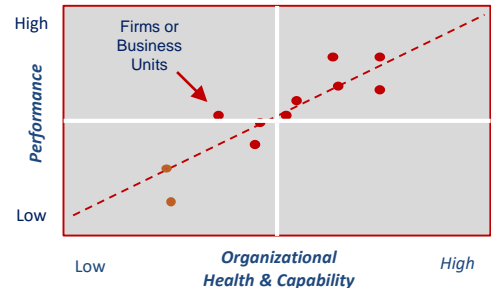
Are you concerned about your organization's ability to perform as expected, to beat the competition, or to innovate and grow?

We can help.

Capable organizations outperform the competition. Research consistently shows that how an organization is run day-to-day, the management practices used, and how effectively they are executed, makes a measurable difference in business performance. And this matters as much as strategy, invested capital, or physical assets. Companies that view their business through this lens consistently perform better.

## What does a capable organization look like?

- Consistently delivers on its strategy
- Executes & sustains high performance year-over-year
- Delivers improved financial results, such as EBITA, net income, growth in book value
- Responds to marketplace changes faster than the competition
- Outperforms the competition
- Has fewer "people issues"



Management practices used to run the organization are at the core of an organization's capability. We assess those used day-to-day:

- Some practices are core to any business and must be consistently well-executed (e.g., performance management, process effectiveness, talent management, financial management).
- Other practices, while important, can be only adequately performed.
- Identifying what's important is determined by business strategy and operating requirements, and asks: *"what practices differentiate you from the competition, and how well do you execute them?"*

## SOLUTION: A Disciplined and Proven Approach to Better Performance

