



Strategy Focused  
Business Solutions Inc.

Transforming organizations and people through a focus on strategy and mission achievement.

## TODAY'S ORGANIZATIONS FACE...

*A constantly evolving operating environment,  
Increasing and diverse stakeholder expectations, and  
Growing human and financial resource pressures.*

## AND THERE IS AN ADDITIONAL CHALLENGE...

*“Less than 10% of organizational strategies effectively formulated  
are effectively executed.”*

*Fortune Magazine*

## THE END RESULT?

*Sub-optimal organizational performance,  
An inability to deliver to stakeholder expectations, and  
A failure to achieve your organization's mission.*

## THE SOLUTION

The success secrets of high performing organizations reveal a common theme - they all focus on becoming a strategy-focused organization by

- ✓ *Mobilizing Change through Executive Leadership*
- ✓ *Translating Strategy into Operational Terms*
- ✓ *Aligning the Organization with Strategy*
- ✓ *Making Strategy Everyone's Job, and*
- ✓ *Making Strategy a Continual Process.*





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## All successful Strategy-Focused Organizations

execute the

## six CRITICAL elements of an Integrated Organizational Performance Management System

### STRATEGY FORMULATION

*They utilize a structured strategic planning process that takes the big picture view required to create a balanced, leading edge business strategy that is pro-actively responsive to stakeholder needs and expectations.*

### STRATEGY MAPPING

*They use this framework and visual communication tool to clarify their strategy and demonstrate the linkages between intangible assets, value creating processes, and tangible organizational outcomes.*

### DYNAMIC STRATEGY RE-DEVELOPMENT

*They link strategic planning/strategy re-development and performance results measurement/management in a "closed feedback loop".*

### STRATEGIC PERFORMANCE MEASUREMENT

*They select a "vital few" set of performance indicators that support the ongoing evaluation of the "health" of strategic objectives (e.g. the balanced scorecard). They also set performance targets that drive/support the attainment of strategic goals and objectives.*

### STRATEGIC PERFORMANCE MANAGEMENT

*They involve the entire organization in managing organizational performance against their performance indicators and targets to attain strategic objectives. They also implement a strategy-focused learning and knowledge sharing infrastructure and processes.*

### STRATEGIC ALIGNMENT

*They identify and implement the processes, projects, programs, and actions required to achieve strategic objectives. In addition, they make sure that the resources (people, tools, and funding) required for success are in place.*

# Strategy Focused Business Solutions Inc. is

## Your SOLUTION for building a STRATEGY-FOCUSED ORGANIZATION and achieving organizational PERFORMANCE SUCCESS



# Strategy Focused Business Solutions Inc.



Strategy Focused  
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Our **MISSION** is  
to transform organizations and people  
by enabling an integrated and dynamic focus on  
strategy execution and mission achievement.

Our **PASSION** is partnering with you to create  
an inspiring **VISION** for your future and make that vision a **REALITY**.

Our **DIFFERENCE** is a unique blend of  
best practice knowledge and hands on expertise in  
building a strategy-focused organization in your business sector.

## *Your **BENEFITS** with Strategy Focused Business Solutions Inc.*

### ✓ **Customized Solutions that Meet Your Unique Needs**

We work closely with you to understand your needs and challenges, and to create customized solutions that are designed to meet your unique strategic planning and organizational performance management requirements.

### ✓ **Solutions with Real Life Practicality**

Our focus on practical tools and skill building helps you QUICKLY define your strategy and then get a quality, strategy-focused organizational performance management system or balanced scorecard in place.

### ✓ **Expert Training Focused on Knowledge Transfer**

A dedication to skills and knowledge transfer to your organization ensures your independence and success in becoming a strategy-focused organization.

### ✓ **An Attention to Organizational Change Issues**

Our pro-active attention to organizational change issues paves the way for positive cultural change and the successful transformation to a strategy-focused organization.

### ✓ **Solutions for the Small Organizations, Teams, and the Small Business Sector**

Now small organizations/businesses and teams can access the power of strategic planning and strategy-focused organizational performance management with our scalable solutions.





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## WHAT WE DO

Leveraging our unique blend of knowledge of best practice methodologies and hands on expertise, we partner with you to create the customized solutions required to develop your strategy and implement the strategy-focused business performance management system your organization needs.

Our innovative approaches enable the effective execution of your organization's unique strategic objectives, sets the stage for the creation of a strategy-focused organization, and positions your organization to achieve the performance results you expect and your stakeholders demand.

## WE OFFER A BROAD RANGE OF SOLUTIONS

### **Strategy-Focused Organizational Performance Management Facilitation, Consultation, and Assessments**

We will consult with/facilitate your organization through any phase of your selected strategic planning and/or organizational performance management approach. We also offer targeted assessment services that give you a clear picture of your organization's current level of Strategy-Focused Organization maturity.

### **Strategy-Focused Organization Development and Management Training and Education Programs**

Training and education programs, offered via customized seminars and interactive workshops, can be provided within your organization. Our programs will be customized to reflect the unique cultural and information needs of your organization.

### **Hands On Organizational Performance Management Services**

Let us build your strategy-focused organization on site right beside you.

Or let us help your small organization/business or team benefit from implementing an organizational performance management system such as the balanced scorecard. Find out how your organization can achieve these benefits without incurring the usual infrastructure costs.

### **Change Readiness Assessments**

Building a strategy-focused organization is all about change - is your organization ready? When the answer is no, don't let resistance to change stop you. Why not use a change readiness assessment to understand the issues and develop an effective change management plan that will minimize the risk of implementation failure?

## WE ARE READY TO ASSIST YOU

All of our solutions can be bundled or unbundled as required to meet your organization's needs and customized to exactly where you are on your journey to becoming a Strategy-Focused Organization.

### **Contact us at:**

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