

Value Proposition:

- ◆ Expected Outcomes of the Program:
 - More Customers
 - Higher Revenue
 - Improved Profit Level
 - Greater ROI on Projects
 - Happier Customers and Employees
 - Greater Productivity Gains
 - Insight Into Your Market
- ◆ Personal Consulting Designed for Your Business
- ◆ Dashboard Created in MS Excel and MS Access (if available)
- ◆ All Inclusive Program
- ◆ Flexible Payment Terms

*If you're not
measuring
efficiently, you're
not managing
effectively!*



**Call Today to Take Advantage of This
Great Opportunity!**

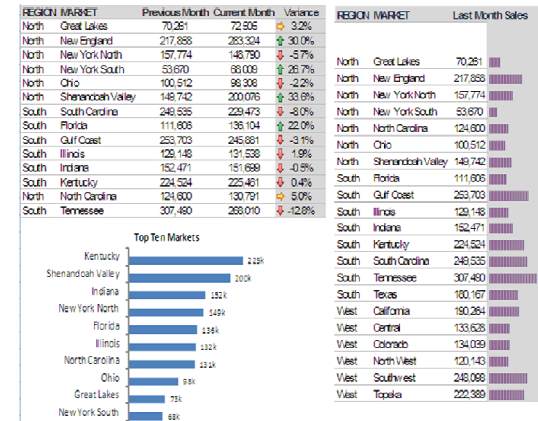
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Business Intelligence Starter Kit (BISK)

- ◆ Management Tools Bringing Clarity to Your Business
- ◆ Personal Coaching Sessions to Fully Integrate the Program
- ◆ One Low, All-Inclusive Price



"Your Preferred Partner in Business Improvement Projects"

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BISK Overview

The BISK is designed for small businesses aspiring to take the next step in developing success. The program works in three (3) primary phases:

- 1.) Understanding the importance of performance management
- 2.) Developing Key Performance Indicators (KPIs)
- 3.) Establishing a means of monitoring results via a management dashboard.

The low investment of \$995 includes all three phases and is accomplished during a three month engagement consisting of on-site and teleconference coaching sessions, a focused workshop, and unlimited email and phone support.

(Important note: there is a limited number of BISKs available and engagements are on a first come first serve basis)

Developing KPIs

Key Performance Indicators (KPIs) are core measures that are in direct correlation with an organization's strategic plan. Once reliable and accurate KPIs are developed, consistent monitoring of these indicators can aide a business in identifying strengths, weaknesses, opportunities, and threats.

In addition, KPIs generally consist of multiple layers of internal and external data. This data should be available to all levels of the organization and be 'rolled-up' or

'drilled-down' to form the company's story and identify root cause.

The BISK will develop an initial set of

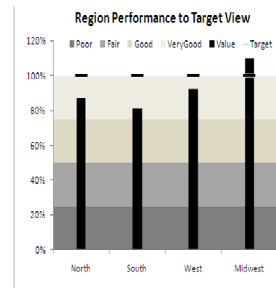
Common KPI Areas:

- Quality
- Customer Satisfaction
- Employee Satisfaction and Productivity
- Sales Forecasting
- Financial Indicators
- Training and Standardization Effectiveness

KPIs specific to your company and industry.

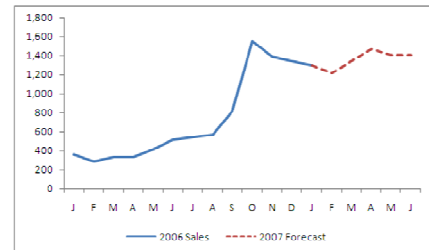
Management Dashboard

The management dashboard is a visible tool that allows a graphical



See progression of strategic goals.

developed as part of the program.



View past, current, and projected trends.

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