

## ENSURE OPERATIONAL EXCELLENCE WITH TRANSFORMED PROCESSES

Many organizations, regardless of industry and size, operate in an environment that seems to change on an almost constant basis. Whether change is driven by external factors such as regulatory, economic and political events, industry factors such as competitive and technological shifts, or internal changes due to mergers, acquisitions and growth, it often feels like just keeping up is the best that can be achieved.

### Typical Reaction to Change

More often than not, change stresses the resources and systems you have in place today. Often, the most expedient response to change is to avoid another costly software solution. Instead, management throws more bodies at the problem and hastily implements revised business processes supported by spreadsheets and email software. The ability to deploy these low-tech, highly manual solutions quickly and inexpensively makes them attractive to business leaders needing a solution, fast. Unfortunately, many of these solutions end up expanding beyond the initial expectations. They typically lack all the appropriate controls, grow to be unsustainable, and over time become a source of significant risk for the company. There must be a better way.

### A Better Way to Get Ahead and Stay Ahead

Over the past fifteen years, GMI has collaborated with our industry-leading clients to design and implement technology-based solutions to quickly address complex business problems. Building on this experience, we have developed the WorkItem.com<sup>®</sup> MOS Toolkit, a powerful, flexible and intuitive capability that allows business users to build their own technical solutions. These solutions contain user-designed forms, robust workflow, multi-level user permissions, and are highly secure.

#### Management Operating Systems

Why do bad things happen to good organizations? New disasters surface on an almost daily basis, revealing:

- Flawed strategies
- Poor customer satisfaction
- Ineffective financial management
- Error-prone operations
- Weak risk and compliance processes
- Inadequate remedial actions

GMI believes the root cause of such problems is that today's "*control systems*" have never been properly architected to deal with today's complexity, velocity of change, and unforgiving competitive environment. To address this problem, we have developed 21st century Management Operating System (MOS) solutions that--similar to a GPS--can help stakeholders consistently get from where they are to where they want to go, and assist in "getting back on track" whenever problems occur.

Just as a GPS system without maps would be useless, MOS solutions also require specialized content. Our WorkItem.com<sup>®</sup> platform, together with robust GMI-provided content, currently supports the rapid implementation of high-impact solutions related to:

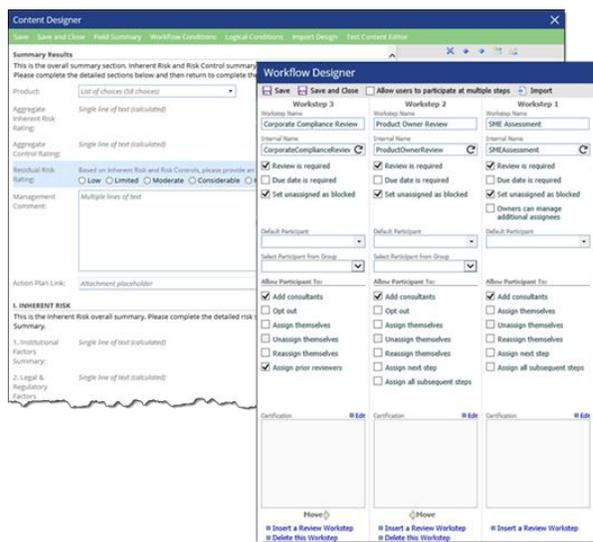
- Senior-Level Reporting
- Strategic Alignment
- Governance Risk & Compliance
- Last Mile of Finance
- Issues & Actions
- MOS Toolkit (Self-Developed Apps)

GMI's solutions yield results in days and weeks, not months and years.

Through our Microsoft Excel Add-in module, solutions can also support the import and export of data, enabling advanced analysis and customized reporting. Business leaders now have a robust tool that can help them not only keep up with the speed of change in their business, but get ahead and stay ahead.

### Becoming Self-Sufficient

With some basic training, List Designer allows anyone in your organization to quickly design and implement business solutions (self-developed apps) on our WorkItem.com® platform without requiring resources from your IT organization. These easy-to-use tools empower business users to create “smart forms” (with conditional logic, custom calculations, field-level permissions, etc.) and workflow that is specific to the way your business operates.



With the WorkItem.com® MOS Toolkit, business users have an effective, self-sufficient way to address their simplest needs as well as more complex enterprise-wide requirements.

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For questions or to arrange a demonstration, please contact us:

**Gupton Marrs International, Inc.** [www.guptionmarrs.com](http://www.guptionmarrs.com)  
245 Park Avenue, 39<sup>th</sup> Floor Telephone 212.372.8880  
New York, NY 10167 USA [info@guptionmarrs.com](mailto:info@guptionmarrs.com)

### GMI’s WorkItem.com® Platform

True innovation is rare these days, but clients tell us our cloud-based WorkItem.com® platform does in fact represent a major breakthrough. Illustrative “proof points” include:

- WorkItem.com® is the only platform focused exclusively on enterprise-wide management processes.
- The architecture is unique in that it recognizes that all MOS applications are essentially the same, except for the “work item” that is being processed.
- All Solutions work seamlessly with our industry- and topic-specific content.
- Users can easily leverage our software and content to author *their own* apps, in addition to those developed by GMI or third parties.

Our WorkItem.com® platform is “industrial strength” and highly secure. It currently supports some 35,000 users in 100 countries, and to date has processed well over one million “work items.”

### About Gupton Marrs International

GMI was founded in 2001 by O. Bruce Gupton (a former PWC consulting partner and Fortune 100 CIO) and Frank O. Marrs, former Vice Chairman of Assurance Services at KPMG. Our firm is recognized as a global leader in sustainable Management Operating Systems for the 21st century.

GMI’s “asset-based consulting model” allows us to leverage our existing frameworks, content, analytics, and enabling technology to significantly reduce our clients’ implementation time, cost, and risk.