

EFFECTIVELY MANAGE THE IMPLEMENTATION OF YOUR STRATEGY

In today's rapidly-changing environment, it is not sufficient to simply develop a strategic plan and hope for the best. What is needed is a dynamic approach to strategic management that is understood by all stakeholders, and that has the flexibility to change as needed. GMI's solution enables you to clearly link Strategy, Planning, Budgeting, and Ongoing Monitoring to help ensure that stakeholders remain on track to deliver sustained results, both from an enterprise-wide perspective and at the level of individual units.

How GMI's Strategic Alignment Solution Works

Our solution is designed to help ensure that stakeholders at various levels clearly understand their organization's strategy, how to monitor results using practical metrics, how to ensure that their resources are allocated appropriately, and how to take corrective actions when needed. In essence, our solution fills the gap between strategy development and budgeting, via support for "top down/bottom up" planning activities at both the enterprise and unit levels. The following easily-tailored capabilities are included:

- **Strategic Context & Goals:** Your users begin by clearly and simply documenting the environment in which they are operating, their mission and vision, specific goals and meaningful metrics, and the associated interrelationships within their own unit and across other units. This can be thought of as a one-page strategic plan for each entity.
- **Key Strategic Initiatives:** To help translate your strategy into action, our solution then assists in clearly documenting key strategic initiatives, identifying the associated resource requirements, and analyzing the "shifts and tradeoffs" required to align with budget realities. We typically integrate our solution with key systems of record (including Budgeting) to make the overall process as seamless as possible.
- **Monitoring & Remedial Actions:** Our ongoing monitoring capabilities help to analyze any changes in the macro- and industry-level environment, track overall performance and risk metrics, and

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

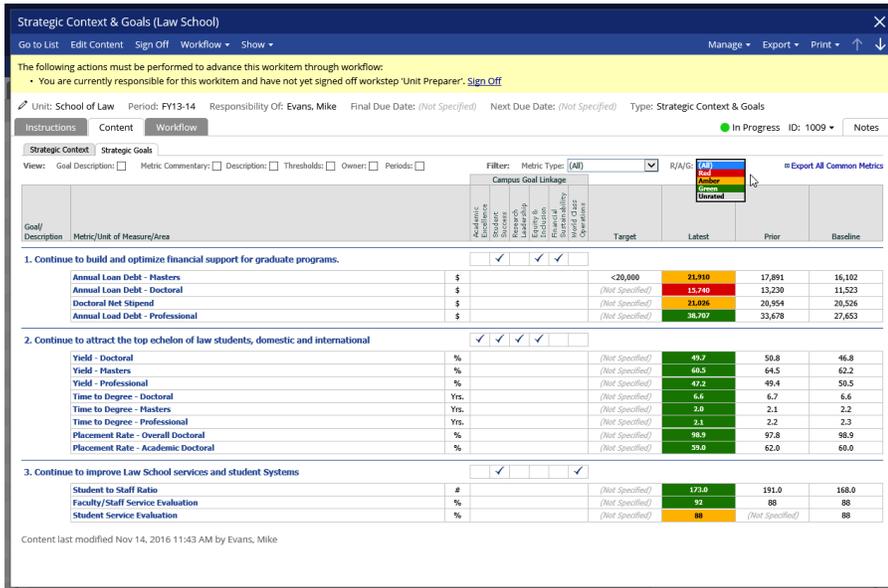
GMI believes the root cause of such problems is that today's "*control systems*" have never been properly architected to deal with today's complexity, velocity of change, and unforgiving competitive environment. To address this problem, we have developed 21st century Management Operating System (MOS) 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® 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.

proactively monitor progress related to strategic initiatives. Issues and remedial actions are managed on a holistic basis, to help ensure that your organization remains "on track" to deliver sustained results.



The screenshot displays a 'Strategic Context & Goals' interface for a Law School. It includes a navigation bar, a status bar, and a main table of metrics. A legend indicates that red means 'Bad', yellow means 'Concern', and green means 'Excellent'.

Goal/Description	Metric/Unit of Measure/Area	Target	Latest	Prior	Baseline
1. Continue to build and optimize financial support for graduate programs.					
Annual Loan Debt - Masters	\$	<20,000	21,918	17,891	16,102
Annual Loan Debt - Doctoral	\$	(Not Specified)	15,910	13,220	11,523
Doctoral Net Stipend	\$	(Not Specified)	21,496	20,554	20,526
Annual Loan Debt - Professional	\$	(Not Specified)	38,707	33,678	27,653
2. Continue to attract the top echelon of law students, domestic and international					
Yield - Doctoral	%	(Not Specified)	49.7	50.8	46.8
Yield - Masters	%	(Not Specified)	60.5	64.5	62.2
Yield - Professional	%	(Not Specified)	62.2	48.4	59.5
Time to Degree - Doctoral	Yrs.	(Not Specified)	6.6	6.7	6.6
Time to Degree - Masters	Yrs.	(Not Specified)	2.0	2.1	2.2
Time to Degree - Professional	Yrs.	(Not Specified)	2.1	2.2	2.3
Placement Rate - Overall Doctoral	%	(Not Specified)	98.0	97.8	98.9
Placement Rate - Academic Doctoral	%	(Not Specified)	92.0	92.0	69.0
3. Continue to improve Law School services and student Systems					
Student to Staff Ratio	#	(Not Specified)	173.0	191.0	168.0
Faculty/Staff Service Evaluation	%	(Not Specified)	92	88	88
Student Service Evaluation	%	(Not Specified)	88	(Not Specified)	88

- **Analytics & Reporting:** Practical analytics and reporting capabilities underpin our entire Strategic Alignment solution offering, and provide the critical frameworks and processes to drive ownership, alignment, and ongoing results management.

Why Use GMI's Strategic Alignment Solution

The vast majority of business strategies are not clearly understood by the key stakeholders (including specifics regarding exactly what it means for them), and the linkages across strategies and resource allocation decisions are fuzzy at best. GMI's world-class Strategic Alignment process was initially developed over a decade ago, has been iteratively refined over the years, and is now supported by our WorkItem.com® toolkit. There is no better way in which to ensure appropriate strategic alignment.

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

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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 Marris International

GMI was founded in 2001 by O. Bruce Gupton (a former PWC consulting partner and Fortune 100 CIO) and Frank O. Marris, 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.