

Performance Excellence

Comprehensive Performance Analysis • Proven Improvement Strategies and Tactics • Actionable Recommendations and Guides

Consistently high performing and admired organizations are never satisfied with their performance. They continuously innovate, seeking new insights and proven practices, striving toward a moving target of excellence. They turn to Fortegis to identify productivity improvement opportunities and guide them toward achieving performance goals.

Fortegis Performance Excellence provides a suite of integrated programs for all major back-office functions. Each program comes with incremental components to help you analytically evaluate your organization's performance on critical metrics, assess your results on an "apples-to-apples" basis with comparable organizations, and enhance your strategies and plans to realize rapid, tangible, sustainable benefits.

Performance Excellence Programs

- Sales, General & Administrative (SG&A)
- Finance & Accounting
- Operations & Supply Chain
- Procurement
- Human Resources
- Information Technology

Through our **Diagnostics** in each of these programs, Fortegis helps you effectively assess how well each management function contributes to overall enterprise value and your strategic objectives.

Through our **Benchmark**, we provide unbiased, empirically-derived facts and insights to affect dramatic practical improvements based on where you are and where you could be in relation to peer best-in-class organizations. Our **Planning** session facilitates high-impact management decisions, developing stakeholder consensus, and jumpstarting improvement initiatives.

Sample Questions Answered

Improving Strategy

- What impedes us from evolving and adapting to the market?
- How do we optimize benefits and achieve specific performance targets?
- What is the business case and ROI for major organizational initiatives?

Reducing G&A Spend

- How does our process costs compare to peers? Any key trends?
- What are the key drivers and root causes impacting our performance?
- What are the costs associated with our business decisions?

Increasing Organizational Effectiveness

- How well are we utilizing our resources? How can we do better?
- How can we improve our organizational design to achieve goals?
- Do our activities effectively align with our mission and strategies?

Enhancing Governance

- How can we enhance the confidence of our key stakeholders?
- How can we improve compliance with policies and regulations?

Advancing Performance Management

- What are the highest impact metrics we should be tracking?
- How do we achieve integrated, balanced performance management?



FORTEGIS

When you understand the dynamics of your own performance and relevant best practices, you gain the power to build stronger strategies, make smarter decisions and achieve significant tangible benefits.

Program Components

Diagnostics

- Objective, comprehensive examination, both quantitative and qualitative, and assessment of your organization's performance using our integrated Performance Excellence Framework
- Recommendations to increase process efficiency and effectiveness and improve cost structure

Benchmark

- Detailed comparison of your Diagnostic results against a peer-group defined by common business drivers, organizational attributes, business model, and more to ensure "apples-to-apples" accuracy
- Summary of findings from interviews with key internal and external stakeholders
- Quantification of short-term and long-term cost saving opportunities and resource allocations
- On-site meeting with senior management to discuss key findings, implications, and best-practices-based, business-case-driven considerations to guide strategic planning and implementation

Planning

- Based on Benchmark results, recommended realistic near-term goals and strategies within organizational constraints
- Prioritized roadmap and phased approach toward sustainable performance excellence
- Detailed improvement initiatives and guides
- On-site facilitated executive planning session to gain consensus and lead to rapid action



How to Participate

Organizations pay an all-inclusive, fixed-fee for each program based on your size and complexity.

Value and Service Guarantee

Fortegis provides our clients a money-back guarantee if we do not deliver high value and satisfaction.

About Fortegis

Fortegis is a business advisory firm supporting the distinctive needs of midsize to small companies seeking to continuously enhance enterprise value and excellence. We are dedicated to helping executives make smart, well informed business decisions in the areas that most impact performance and their success. Our integrated product lines and programs deliver objective, fact-based, best-practices-driven, analysis-supported advice to improve strategy, management insight, critical decision making, and achieving and sustaining results.



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