SPOTSWOOD CONSULTING

An SBA 8(a) Certified Company #306267

CPM STRATEGY

HOW READY ARE YOU?

• Strategic BI recommendations
• BI Vision
• Phased BI Roadmap
• BI software options
• High level BI implementation plan with estimated timing
• BI Implementation costs and assumptions
• BI best practice considerations
• Internal and external BI roles and responsibilities (BICC)

WHERE ARE YOU TODAY?

• Key documentation review
• Interview ~5-7 key stakeholders
• Workshops as required
• Understand technology infrastructure
• Limitations, challenges, and weaknesses with current process
• Sources of information
• Understand business processes and people issues

WHERE DO YOU WANT TO BE?

• Present ideal future state Business Intelligence System
• Key BI needs
• High Level BI Business Case
• Information Management Strategy Considerations
• Present BI options with pro's and con's for each option
• Analyze gaps from current state to ideal future state
• Identify business Champion

HOW DO YOU GET THERE?

• BI Readiness Assessment
• Review BI Maturity Model
• BI 101 Education
• Confirm elements of BI involvement
• Confirm project goals, objectives and scope
• Prepare interview schedules

CORPORATE PERFORMANCE MANAGEMENT

Spotswood Consulting is focused upon solving business pains for our customers by taking a unique, and holistic approach to Corporate Performance Management. We based this upon the integration of industry best practices with an enterprise architecture platform, delivering a solution for aligning strategy with execution, and maximizing profitability, productivity, and performance.

Spotswood Consulting has world class experts with the proven ability to integrate the industry leading Business Intelligence and Enterprise Planning software.

CORPORATE PERFORMANCE MANAGEMENT / BUSINESS INTELLIGENCE (BI)

From strategy to execution, the most critical factor affecting performance management is the quality, accuracy and timeliness of an organization's information. Business Intelligence is the enabling technology that supports an organization's performance management. Spotswood Consulting works with clients to ensure they are ready for a BI initiative. We do this by conducting a BI readiness assessment along with a business case. Our team of trained, certified, and experienced BI consultants set out a clear BI roadmap that aligns with both the client's current day-to-day commitments and their long-term plans. We transform the volumes of data an organization collects into meaningful information the client can use to improve decision-making and performance.

As the problem solver of business pain, Spotswood Consulting is able to provide value in these ways:

• Source for single-truth data
• Supports Operational Excellence
• Reduction in manual effort in data gathering/preparation of reports
• Empowered and engaged workforce
• Integration and standardization of information
• Creation of common definitions
• Support evidence-based decision making
• Respond faster to new business opportunities
• Reduce the risk of key corporate knowledge (assets) leaving the company (through employee turnover)
• Improved access to information
• Insight into leading and lagging indicators
• Improved alignment vertically and horizontally
• IT will be meeting the information needs of the business

Spotswood Consulting's services are aimed at improving the long term, strategic health of your organization, often targeted at a specific division, unit process, or function.

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CAPABILITIES SUMMARY

BUSINESS PLANNING

• Identify and prioritize key organizational strategic priorities and develop a road map to effectively measure and execute on these strategies

BUSINESS CASE DEVELOPMENT

• A business case approach formally quantifies the costs and benefits of your project/initiative and assists you in determining the true business value and ROI of your investment

DIAGNOSTIC ASSESSMENTS

• Are used to examine your business problem in detail
• Identifying the facts and symptoms helps us form a view of the underlying root cause of your business problems
• Strategic options and a recommended action plan form part of the deliverable and go-forward strategy

OPERATIONAL REVIEWS

• Looks at the effectiveness of your current operations
• Can be organizational-wide or just focused on a particular business unit/department
• Results will provide a clear roadmap and recommendations for operational excellence and improvement opportunities

SERVICE OFFERINGS

Spotswood Consulting has the ability within the Corporate Performance Management space to:

• Improve customer's business performance
• Drive increased profits
• Increase revenue
• Expand into new markets and introduce new lines of business
• Understand where you can cut costs

Our Corporate Performance Management Consulting Solutions are focused upon the acquisition of data from the source and the presentation of data in dynamic reports, dashboards, and scorecards.

Corporate Performance Management

• Do you really know if you are performing the way you had planned to perform?
• Execution is the discipline of getting things done…are you doing that effectively?
• Measuring performance means ensuring that the direction, efforts and results of your business are in alignment
• A performance management framework allows you to set the game plan, measure the gaps in performance, and realign to ensure that your company rises to the top

Corporate Performance Management / Business Intelligence Implementation

• Architecture and Design
• 8-10 week implementation
• Deploy world-class analytic environment with scorecards and dashboards
• Hosted solution or customer-owned software/hardware
• Remote work or onsite

Corporate Performance Management / Business Intelligence Strategy

• Are you ready for BI?
• Strategy road map: Where are you today? Where do you need to be? How will you get there?
• What are your KPI's and how will you identify, prioritize and align these to your strategy?
• Is your IT Strategy aligned with your business strategy?

LOCATIONS:

CORPORATE HEADQUARTERS
92 Corporate Park, #812
Irvine, CA 92606

NEVADA
Las Vegas, NV

COLORADO
Fort Collins, CO

CALIFORNIA
San Jose, CA
Santa Monica, CA
Huntington Beach, CA
San Diego, CA

NEBRASKA

IOWA

LOUISIANA
New Orleans, LA

VIRGINIA
Reston, VA

FLORIDA
Miami, FL

WASHINGTON D.C.