ExecuteIt

Drive Collaboration, Accountability, and Execution with ExecuteIt

What's more important to your organization than driving results? Probably nothing. In today's competitive climate, you can't afford to misfire, misstep, or falter, which is why managing execution can often be the difference between success and survival. By building a culture around collaboration, accountability, and execution, you increase your ability to grow, which allows you to create both short- and long-term sustainability.
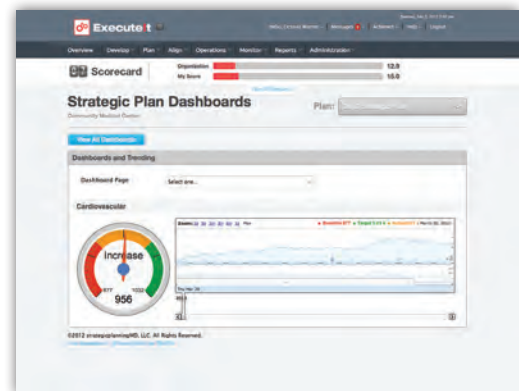
Execute Smarter

It's not just about getting things done. You also have to be smart about what you do. Gaining clarity in strategic and operational execution is easier than ever with a full suite of decision-enabling tools. Gain consensus on important strategic issues, align key decisions with your organization's vision, and develop your execution roadmap – all in weeks or even days, instead of months.
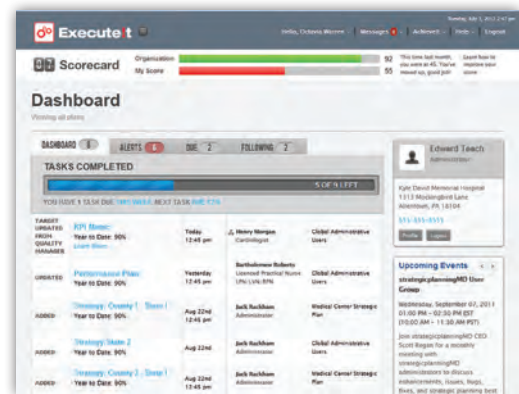
Execute Faster

Thanks to robust monitoring and reporting tools, as well as alerts emailed to you automatically, you quickly know when performance is slipping, allowing you to take immediate action. With real-time dashboards featuring historical trend lines, you can evaluate how execution is affecting results, enabling you to change direction quickly, if necessary. And with individual engagement scores, it's easy to see who is contributing to your success.

Execute Better

Issues related to plan transparency, versioning, and communications are a thing of the past. With a complete library of point-and-click reports, real-time execution updates, and the ability to follow any assignment in any plan, you spread the responsibility for execution across the organization, fostering collaboration, accountability, and results.

Real-time dashboards with historical trend lines keep everyone focused on results.

Individual dashboards ensure every member of your team stays up to date with assignments and tasks.

> ## Less than 10% of strategies effectively formulated are effectively executed.
>
> *– Fortune magazine*

Achieve!t

Features and Benefits Snapshot

ExecuteIt helps organizations develop better plans, execute with greater precision, and achieve greater results, all while fostering collaboration and accountability. Key capabilities include:

- **Real-time dashboards and scorecards** with historical trend lines, complete with annotation capabilities, allow you to track milestones against performance.

- **Execution scores for each of your plans** that provide you with consolidated results that track day-to-day, week-to-week, and month-to-month progress.

- **Automated email reminders,** alerts, and digests ensure every member of your team remains focused on execution and achieving results.

- **Engagement scores for each of your plans** and for each member of your team to quickly show you how well you are implementing your plans and who is contributing to your success.

- **A proven methodology** for developing, managing, monitoring, and executing plans of all types.

- **A complete strategy development toolkit** to identify consensus thinking among your management team, employees, and key stakeholders.

- **A Balanced Scorecard** quickly allows you to determine the overall health of the organization.

- **Key Performance Indicators** for tracking important metrics that are not included in your strategic and operational plans.

- **Robust reporting** capabilities that can be accessed with the click of a mouse, improving plan communications.

- **Revenue and cost forecasting** allow you to see the overall impact of planning and effective execution while automating core budget assumptions.

Powerful decision-making tools drive collaboration and consensus.

About AchieveIt

AchieveIt provides organizations with the tools and resources needed to develop strategy and drive execution. Our singular purpose is to help organizations execute smarter, faster, and better, and our cloud-based software, coupled with an array of organizational assessments, allows you to reduce the time required to achieve real, meaningful results. Our combination of technology firepower and human brainpower forms a powerful catalyst for organizational transformation, enabling you to turn vision into success.
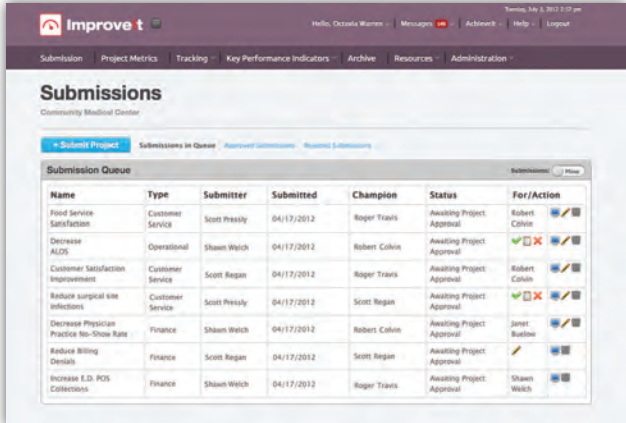
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ImproveIt

Accelerate Execution and Performance with ImproveIt

For most organizations, a core strategic and operational imperative is to increase effectiveness and efficiency, which subsequently allows for enhanced operating margins, more satisfied customers, and increased market share. Despite this intense focus on quality and performance improvement, the results of such efforts have often failed to live up to expectations, simply because managing an organization-wide improvement program has been difficult and cumbersome. Until now.

Better Execution Leads to Better Results

Today's market requires all organizations to develop a culture of continuous quality and performance improvement. Succeed, and you distance yourself from your competitors. Fail, and you waste not only organizational resources, but also human energy and creativity – which can be crippling. Now, with our cloud technology, you no longer have to worry about whether your PI projects are on time or on target. From project submission to project tracking to project execution, everything is online, transparent, and accessible by everyone in your organization. Our Baldrige-compliant application will help you complete projects faster with better results that are sustainable over time.

Submit and launch projects online using customizable forms that follow project-specific approval work flows.

Manage Resources, Projects, and Accountability

Everyone in your organization will benefit from the customizable tools, workflows, project plans, alerts, and reminders that ImproveIt generates. Whether managing your human resources (put limits on the number of projects any person can be assigned to), project work plans (make specific project steps mandatory to ensure improved results), or key performance indicators (track your most important organizational metrics and receive alerts when they are out of compliance), driving collaboration, accountability, and execution is easier than ever before. And with the ability to customize all electronic forms and project methodologies, seamless organizational integration is ensured.
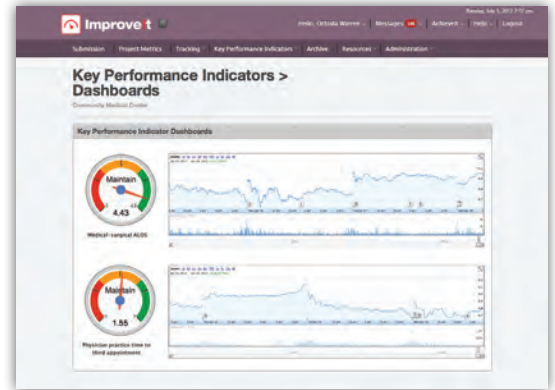
> ## "The cost of poor quality has been proven to range from 5% to 30% of gross revenues for most companies.
> *– Quality Digest*

Achieve!t

Features and Benefits Snapshot

ImproveIt enables organizations to manage and track every aspect of their quality and performance improvement program, from project submission to project execution to project tracking. Key capabilities include:

- **Electronically submit projects** using your submission criteria, including approval routing, as well as required and optional information.

- **Select from customizable improvement methodologies** (Focus PDSA, Six Sigma DMAIC, Six Sigma DMADV, Lean Rapid Improvement Event, and Lean 6S Event) and automatically load the project deliverables and dates into the work plan.

- **Create custom methodologies** for your department, division, or organization.

- **Determine project requirements** and track whether – and when – they have been met, while tying mandatory deliverables to the scheduling of project reviews.

- **Follow each project** through its various phases to chart progress, and easily view the status of every open project, along with current results.

- **Track key performance indicators,** as well as project metrics currently being pursued by active project teams.

- **Never lose a project file again** by automatically archiving closed projects in a searchable knowledgebase that provides a growing and ready resource library for future use.

- **Reopen projects** at any time with a click of a mouse.

- **Create resource rules,** such as how many open projects a person may serve on at one time, or the qualifications for facilitating or leading a team.

- **Create rules for project charters** that must be adhered to by everyone in the organization.

- **Coordinate activities** with organization-wide calendaring and communication tools.

- **Seamlessly integrate with ExecuteIt,** which allows you to launch projects directly from our strategy development and execution application while also cross-referencing KPI tracking in both modules.

Track the performance of key performance indicators with real-time dashboards featuring historical trend lines.

Monitor the progress of projects against five built-in improvement methodologies, or against your own custom work plan.

About AchieveIt

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WHAT IS STRATEGIC PLANNING?

Strategic planning is the path we take from why we exist (mission) to what we want to become (vision).

MISSION

VISION

BUSINESSES USING STRATEGIC PLANNING ARE **12%** MORE PROFITABLE

Of 26,000 **START-UP FAILURES** **67%** had no strategic plan

Less than **10 percent** of strategic plans are effectively executed.

MISSION

THEMES

Themes are a nice way for companies to organize their goals under broader labels.

Satisfaction Fianance Safety

Anything **"big picture"** is likely a theme

GOALS

Goals are a translation of the vision as it applies to each theme.

GOALS ⇄ VISION

Goals answer the question: **WHAT DO WE WANT ?**

Example: Be the dominant provider in your market.

OBJECTIVES

Objectives are quantifiable metrics that show the progress toward our stated goals.

71%

CUSTOMER SATISTFACTION

TIP: Use the words...

increase   decrease

...to ensure your objective is quantifiable.

STRATEGIES

Strategies are the actions plans that, when implemented, will achieve the objectives.

TACTICS

" **Vision** without **execution** is **hallucination** " ~Thomas Edison

Tactics are the day-to-day and week-to-week actions we take to implement our strategies, meet our objectives, and accomplish our goals.

VISION

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