

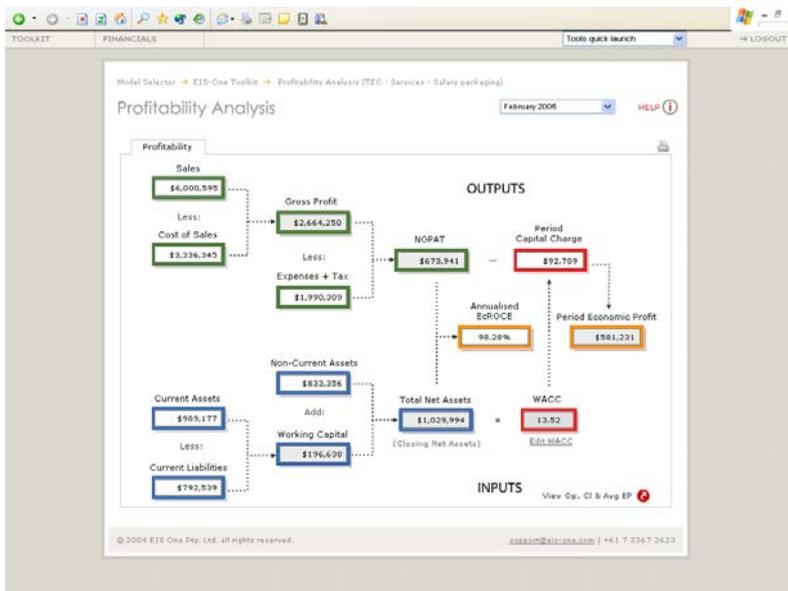
"Looking to Increase the Value of Your Business?" "EISOne Can Turn Your Business Data into Valuable Information"

"You can't improve what you don't measure."

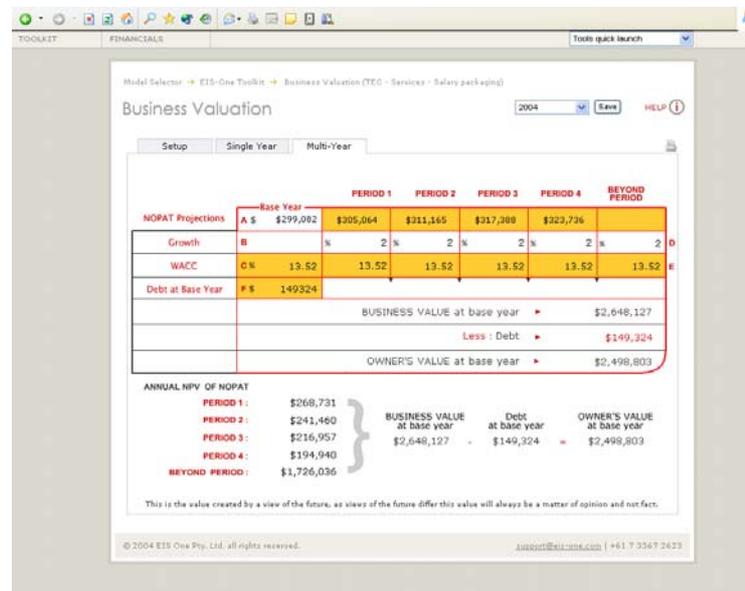
There are a variety of elements that influence the value of your business. The EISOne tool provides an easy way to examine the 'financial' and 'non-financial' elements that influence the current value of your business, and highlight what you can do to improve its market value.

As a starting point, the EISOne tool enables us to easily import your financial information (ie. Balance Sheet/Profit & Loss) to produce an initial assessment. Together in a working session, we explore the factors that influence the value placed on your business, and use the different functional areas within EISOne to discuss the 'leavers' you have to improve the value of your business.

Enterprise Intelligence Solutions Sample EISOne Screens



Screen 1 - Use EISOne to graphically present the components that contribute to the return on investment in your business.



Screen 2 - Use EISOne to graphically present the components that contribute to the overall value of your business.

Using the scorecard capability of the EISOne tool, you can set-up the 'Lead' & 'Lag' Key Performance Indicators (KPIs) that are critical to improving the value of your business, and establish a practical framework to progressively track & review these metrics.

Testimonial

"Most businesses traditionally measure the performance of their business at the end of the year. By then, its too late! Businesses need early warning signs about whether the business is likely to achieve the intended results for the year. Only by measuring and managing key financial and non-financial indicators on a regular basis during the year can management identify whether the business is on track. The EIS management reporting system allows key decision makers to see at a glance, and in picture form, both the financial and non-financial performance of the business on one page. It is easy to understand but extremely powerful in helping business owners maximise the performance & value of their business. A picture truly is worth a thousand words (or numbers)."

Grant Field - Partner
MGI White Hancock

In business today where ‘information is power’ the EISOne tool can also be used within the business to present critical information to management in an easy to comprehend manner, thereby supporting better decision making.

The scorecard capability of EISOne enables us to specifically design a ‘KPI Model’ for your business following the principles of the ‘Balanced Scorecard’ (Kaplan & Norton).

The ‘KPI Model’ acknowledges the different dimensions of your business, and the relationship between ‘Lead’ & ‘Lag’ indicators, for example:

- Customers (Lag indicators)
- Financials (Lag indicators)
- Internal Processes/Products/Services (Lead indicators)
- Human Capital (Lead indicators)

Customers (Lag Indicators)	Financials (Lag Indicators)
Internal Processes Products/Services (Lead Indicators)	Human Capital (Lead Indicators)

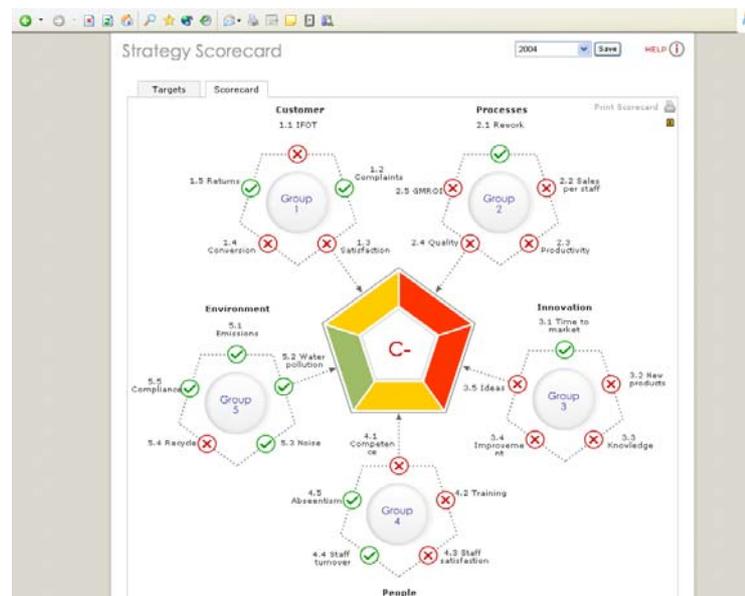
A well considered & structured ‘KPI Model’ can provide senior management with the clarity and framework required to drive the business towards new levels of growth & profitability.

The graphical scorecard feature within EISOne provides a simple method for reviewing your ‘KPI Model’ and identifying where the ‘hot spots’ are that need your attention (management by exception).

Enterprise Intelligence Solutions Sample EISOne Screens



Screen 3 - Use EISOne to graphically present ‘Financial’ KPIs & highlight ‘hot spots’ needing attention.



Screen 4 - Use EISOne to graphically present ‘non-Financial’ KPIs & highlight ‘hot spots’ needing attention.

Adopting EISOne as a management information tool within your business will deliver two significant benefits:

1. It will enable the business to convert it’s current data into useful information to assist in better decision making.
2. It will improve the quality of the ‘management systems’ used in the business, which will have a positive influence on the market value of the business.

No matter which way you look at it, the EISOne tool is an essential ingredient to increasing the overall value of your business.

**To learn more about the EISOne tool and how you might use it to increase the value of your business,
 call David Mernagh or Grant Field on 07 3002 4800.**