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# Manigent introduction

Balanced Scorecard briefing

June 14, 2007.

# Agenda

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- ❑ What is the Balanced Scorecard really about?
- ❑ About Manigent
- ❑ Why Microsoft
- ❑ Technology overview - PerformancePoint Server 2007

# What is the Balanced Scorecard really about?

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“If you can’t measure it, you can’t manage it”

“the scorecard encourages a dialogue, not just about short-term financial objectives, but about the formulation and implementation of strategy for the future”

*The Balanced Scorecard*

*Kaplan & Norton, 1996*

## About Manigent

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- ❑ Manigent is a specialist in Management Intelligence, focusing on enterprise performance management and enterprise risk management.
- ❑ We believe that to successfully solve client problems in these areas, the 'business consultancy' and 'technology solution' must be delivered together, as an integrated package.

## Who is Manigent

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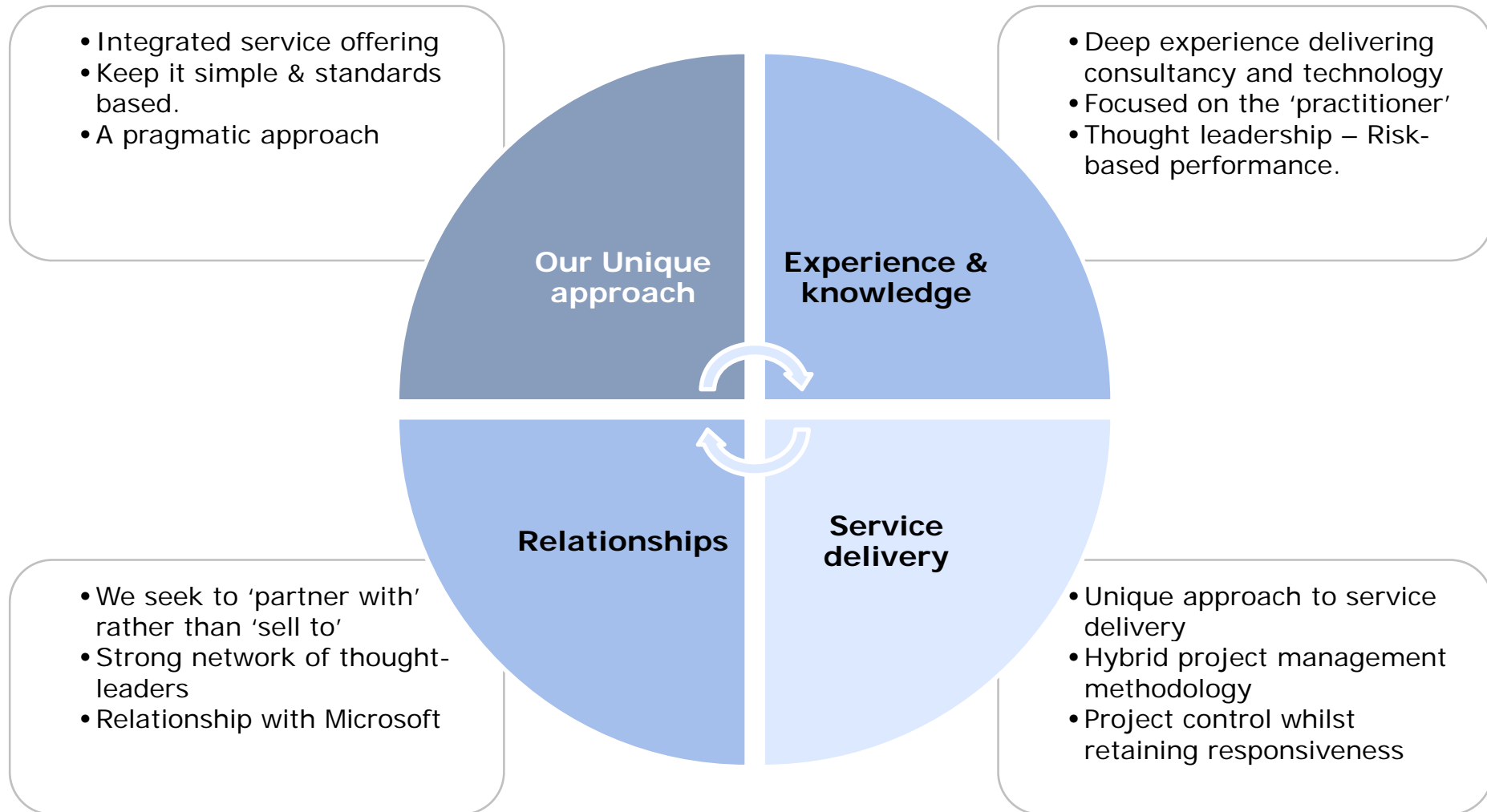
- ❑ We are a Business and Technology consultancy formed in 2005.
- ❑ Our founders have 10 plus years in performance & risk management, delivering both consultancy and software solutions.
- ❑ Major client engagements in;
  - Investment banking
  - Telecoms (Mobile & fixed line)
  - Professional Services (Big 4)
- ❑ Key partnership with Microsoft

## Manigent's values

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- ❑ Keep it simple & standards-based
- ❑ Build quality into all aspects of the solution and delivery
- ❑ Be pragmatic

# How we bring value to our clients



# Why Microsoft for 'business intelligence' ?

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## ❑ Undisputed technology leader

- Office
- OLAP Market share - 2005 OLAP report "Unprecedented 4<sup>th</sup> year as market growth leader"
- IDC 2005 Vendor shares report – Among BI pure-plays and database vendors, Microsoft was No.1 for market share growth (25.5% vs. average of 11.5%)

## ❑ Compete and Integrated BI offering

- Business Intelligence platform
- End-user analysis tools
- Performance Management applications

## ❑ Enterprise technology at affordable price point

- Customers can now afford the 'BI dream'

## Why Microsoft as a Manigent partner ?

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- ❑ The only vendor that enables us to deliver our unique value proposition.
- ❑ The only vendor that aligns to our values.

*Technology is an excellent servant, but a poor master - anonymous*

# Demonstration

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- ❑ Objective;

Demonstration how Microsoft technology can support a more strategic, execution-focused approach to Balanced Scorecard

- ❑ What you will be talking about:

1. Strategy Maps
2. Scorecards
3. Initiatives
4. Governance model (RACI)
5. Strategic Job Roles