



MANIGENT

the Management Intelligence company

STRATEGIC ALIGNMENT AUDIT

Service *offering*



Taking cost out of the business is a key priority for most organisations as they shape the business to survive tougher economic times. However, in many cases a heavy handed approach results in knee-jerk reactions, slashing projects when a more considered approach would be appropriate. Manigent's Strategic Alignment audit is designed to bring clear focus to organisations project portfolio management and cost reduction efforts.

Manigent's Strategic Alignment audit helps organisations clarify current business priorities and identify misaligned projects. Such misaligned projects are wasting resource and adding cost to the business and should therefore be stopped as quickly as possible.

By starting with a clear set of business priorities and focusing on cutting non-aligned projects, Manigent's Strategic Alignment audit enables organisations to quickly take cost of the business, but doing so in a way that maintains core capabilities so that growth opportunities in the future can be exploited.

The Process

The first step of the Strategic Alignment audit is to clarify the current business priorities. A 1-2 day discovery workshop with the management team focuses on quickly developing a shared set of immediate priorities. A strategy map containing these priorities will be produced to enable them to be easily communicated and acted upon.



The second step is the development of a repository of projects. Depending on the scope of the exercise, this repository may include all projects or may focus on a single division or department only. The project repository captures benefits, costs and current status data for all projects included.

Once the project repository is in place, the next step involves aligning projects to business priorities and optimising the portfolio of projects to deliver maximum benefit. The alignment and optimisation process utilises software capabilities to guide the process and ensure fact-based decision-making, specifically addressing 'pet' projects. This process is undertaken iteratively, enabling management teams to test various scenarios and re-run the process until the right cost reduction targets are achieved.

The final stage of the Strategic Alignment audit is to develop a concise list of projects or activities that are no longer regarded as supporting strategic priorities. For each of these projects a plan will be developed to rapidly wind down the project and realise the cost saving from doing so. Once in place and agreed, these action plans can be accomplished with or without Manigent's support.

Key Deliverables

The deliverables from the Strategic Alignment audit include:

- Clarification and documentation of current business priorities
- A strategy map of the priorities and their relationships
- A single repository of projects
- An alignment map showing aligned and non-aligned projects
- An optimised set of aligned projects
- Clear benefits case with real, tangible returns identified
- Actionable shut down plans to take identified excess cost out of the business



STRATEGIC ALIGNMENT AUDIT

- Focus cost reduction efforts
- Cut non-aligned projects
- Stop wasting resources, take out cost
- Clarify current business priorities

THE PROCESS

- 1 - 2 discovery workshop
- Develop a repository of projects
- Align projects to business priorities
- Alignment and optimisation process utilises software capabilities
- Develop clear project shut-down plans

DELIVERABLES

- Clarification of current business priorities via a Strategy Map
- Single repository of projects
- An aligned set of projects
- Actionable shut down plans for non-aligned projects

BENEFITS

- 20 - 40% reduction in projects
- Fixed price, shared risk projects

Key Benefits

The exact benefits from the Strategic Alignment vary from organisation to organisation, however it is estimated between 20-40% of projects are not aligned to current business priorities.

Additionally, the audit is designed to be a low risk proposition. Manigent undertakes these audits at a fixed price, on a shared risk basis. Therefore your initial investment is relatively low. However, since we are sure significant savings will be made we seek to share the benefits of the project by asking for a 7.5% share of savings made.

Our commitment

We set high expectations with our clients, and high standards for ourselves. Should you feel that we fail to meet these expectations or fail to deliver to a high standard, we will return your project fees in full.

