


CORPORATE PERFORMANCE MANAGEMENT SOLUTION



Shared knowledge. Unified direction. Improved performance.

- Captures conversations around your metrics
- Easily merges information scattered throughout your organisation
- Provides practical, real-world measurements
- Delivers financial and non-financial data for a true view of your organisation
- Provides controlled and consistent plans while attracting buy-in from operational users
- Drives behavioural and cultural change
- Delivers a single 'one-click' dashboard for simplified management and external reporting

A person in a red shirt and black shorts is climbing a large, textured rock formation. The rock is brown and grey with some yellowish patches. The person is positioned in the center-right of the frame, reaching up with their right arm. The background is a clear blue sky. The overall scene is a metaphor for overcoming challenges and achieving goals.

**TECHNOLOGY ONE
A CORPORATE
PERFORMANCE
MANAGEMENT SOLUTION
FOR THE REAL WORLD**

**MANAGING PEOPLE,
PERFORMANCE AND
CULTURE. DRIVING
STRATEGIC DIRECTION
AND EXECUTION**

YOUR CHALLENGES

Planning anxiety

Planning cycle is not synchronised with your business cycle.

Poor visibility

Pockets of potentially useful data are held in multiple systems that are not integrated.

Minimal accountability

Job descriptions are not linked to strategic goals.

Lack of transparency

There is a disconnect between management and departments regarding strategic goals and objectives.

Limited collaboration

Siloed departments impede strategic conversation.

Misalignment

No link between the budget and organisational goals.



WHAT IS IT?

The TechnologyOne Corporate Performance Management (CPM) solution is a purpose-built application specifically developed for service-oriented organisations, both public and private, to effectively manage their end-to-end organisational intelligence.

Our CPM solution consists of a number of integrated products, including Performance Planning, Enterprise Budgeting, Business Intelligence, Business ETL, and Publisher.

The CPM solution enables organisations to define strategic goals and outcomes, and then measure and manage performance against them. A fundamental component of the solution is its ability to enable communication and collaboration through reminders, alerts, and feedback on activities.

The TechnologyOne CPM solution addresses core performance management processes such as strategic, financial and operational planning, consolidation and reporting, modelling, and analysis. It also includes period-based monitoring of projects completed, and quality of service delivery using key performance indicators. It involves an annual retrospective review of targets achieved that are linked to organisational strategy.

WHY WAS IT DEVELOPED?

We have found that strategic planning is typically a once-a-year process, both in the creation and review of the plan, in many organisations. The typical approach has been to focus on a historical view of an organisation's progress. We term this 'driving with the rear view mirror'. We believe there are three things needed to engage in a true strategic planning process that offers real benefit to an organisation:

1. The ability to provide real-time information to empower behavioural change from within the organisation to support decision-making
2. The strategic planning process must be supported and driven by management/leadership commitment
3. A clearly defined, software enabled, measurable and comparable strategy that ensures ongoing compliance and improvement.

The TechnologyOne CPM solution was developed with these principles in mind; BI capability to provide real-time information; a solution aimed at business users resulting in a rapid and iterative implementation approach; and a strategic planning tool that allows you to build plans and capture both the existing quantitative and often non-existent qualitative information required to actively monitor and react to a changing environment.

A uniquely different CPM solution purpose-built for your industry

Many traditional CPM systems use predictive analytics, employing past performance to predict future outcomes. While useful, this doesn't suit the services-oriented sector, which operates in a hugely complex and ever-changing environment. It does not allow for 'soft measures' such as environmental responsibility, which can not be measured using past results as a predictor of future performance, or for planning a truly innovative initiative that may be the next stage of your organisation's delivery capability or growth.

TechnologyOne's CPM solution was developed to fill this gap. To gain a real competitive advantage through true strategic planning, organisations need to look forward. The TechnologyOne CPM solution is based on future outcomes, not past performance. Our CPM solution empowers organisations to combine, visualise and analyse information from their strategic, operational, financial, long- and short-term plans – simplifying measurement and making continuous improvement a reality.



WHO IS IT FOR?

TechnologyOne's Corporate Performance Management solution is designed for managers and empowered users that require live and accessible information to make effective decisions.

In the past, CPM was the realm of senior management or planning and sustainability officers. Our CPM software is a solution that will truly place your organisation beyond compliance and have a real and lasting impact on performance. It drives performance from the organisation's corporate goals all the way down to an individual's job description. In other words, it is a system where both the CEO and a line manager can articulate their goals and their relationship to those of the organisation. It then supports this with real-time metrics to measure performance against these goals with regular reviews and remedial action.



VALUE TO YOUR ORGANISATION

Foster a culture of continuous improvement

- TechnologyOne CPM supports the complete planning cycle, from planning to measurement, analysis and remedial action
- Rather than simply documenting the plan, you are implementing it, reviewing it and changing direction where necessary

Seamless integration with TechnologyOne and other external systems

- Draw existing information directly from your existing TechnologyOne solutions with direct integration
- Business ETL provides powerful, user driven integration with external systems
- The planning process is integrated from long term, medium term, and short term where the budget bidding process results in the ability to push approved projects directly into the TechnologyOne Enterprise Budgeting system

Beyond Financials

- Not just a Financials KPI tool
- Provides true strategic planning capabilities encompassing non-financial KPIs and providing the mechanism to capture and report on them
- Multi-layered view of your plan encompassing all aspects of governance, risk, compliance, projects and people



‘ACCOUNTING FOR WORDS’

One of the key challenges around Corporate Performance Management is that to truly measure an organisation’s performance, you need to look beyond the comfort zone of ‘hard’ numbers. In other words, traditional measures of performance have been restricted to financial and other physical KPIs that are held within your ERP system.

But what about other measures of your organisation’s health, such as customer satisfaction, community engagement, social impacts, and the number of safety exercises each month? Not only do you need to be able to capture this information, you also need to establish non-financial KPIs which, in turn, allow you to embrace non-financial planning and forecasting.

We use the term ‘accounting for words,’ which is what TechnologyOne’s Corporate Performance Management solution is all about. ‘Accounting for words’ goes beyond simply capturing non-financial measures; it also captures the formal and informal conversations around those metrics.

Informal conversations are internal but still important to understanding the heartbeat of an organisation. Formal conversations are critical to articulating the explanations around your performance that make up the important output documents that you regularly present to your boards, council, management, and other stakeholders.

Imagine if, at the push of a button, you’re able to produce your quarterly report, which included management comments and explanations alongside the facts and figures that these explanations are referring to. With TechnologyOne’s Publisher solution this is exactly what you get; the ability to print both current and historical information into Microsoft Word, PowerPoint and PDF formats.

Microsoft Word should no longer be the input document for your formal reporting requirements. With TechnologyOne CPM, all of this content is held in a secure and auditable framework with a simple, fast and efficient means of reporting and regenerating information at any time.



THE BENEFITS

Effortlessly document and communicate plans

- Effectively publish plans and communicate to the organisation, resulting in increased transparency
- Easily define success criteria, as well as KPIs and outcomes

Collaborate with ease

- Automated reminders and alerts provide visibility around ownership, performance measurements, and what steps are being taken to improve/correct/change
- Drives ownership and accountability
- Enables feedback on performance and proposed actions

Update plans using simple, intuitive steps

- Comes with automatic update of financial and KPI data
- Use intuitive wizard-driven interface to enter manual data and comments

Communication that leads to buy-in across the organisation

- Effectively publish plans and communicate to the organisation by defining the attributes and success criteria (KPIs and outcomes)

Report and monitor effectively

- Get real-time access to information, enquiries, exceptions and drill down to details. Analyse, comment and publish quality documents
- Choose from a variety of reporting media, standard, custom, ad-hoc, and interactive
- Access to comprehensive reporting toolset, such as BI and XLOne Reports
- Use role-based dashboards that encourage ownership/accountability
- Take advantage of a suite of standard reports

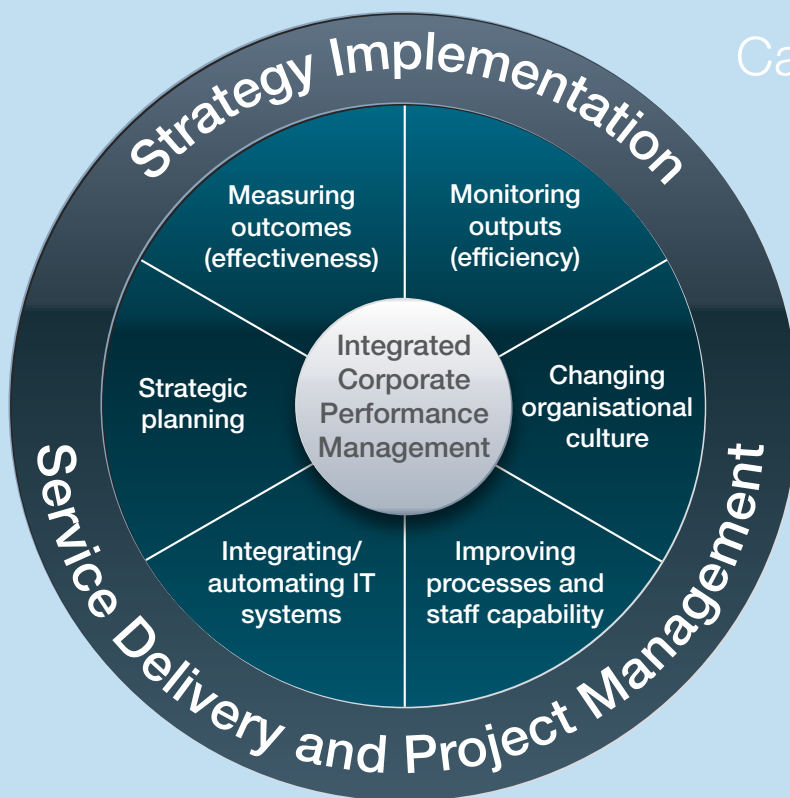
Out-of-the-box solution for rapid uptake

- No technical expertise is required to use CPM. Rapid deployment due to industry template or blueprint coupled with easy to deploy budgeting and forecasting, Business ETL and BI

Manage the end-to-end planning process – the true version of performance

- Formulate plans and capture, evaluate and rank new bids, managing these right through to approval
- Align plans, define the links between them; and cascade this information

REFRESH AND COMMUNICATE YOUR STRATEGY



Cascade and manage strategy

Enables you to cascade your strategy to all levels of the organisation, from high-level to lower level goals, activities and resources.



READY FOR THE FUTURE

Organisations that acknowledge the dynamic nature of their business environment and actively mobilise their resources and workforce to embrace innovation and adopt a continuous improvement culture are seeking pragmatic technology solutions to support these endeavours.

TechnologyOne is committed to providing a comprehensive, easy to use, proven CPM solution as an enabler for organisations wanting to achieve best practise in their management, planning and reporting processes.

About TechnologyOne

TechnologyOne (ASX:TNE) is a leading enterprise software solutions provider. For more than 20 years we have been providing deeply integrated software solutions for business, government, financial services, health and community, education and utilities organisations. Tens of thousands of people each day use our world class solutions, which we develop, implement and support.

Our organisation wide solution suite, integrated solutions, and custom designed solutions provide world-class services that are based on leading edge technology and are backed up by a substantial R&D program, providing our customers with a long-term, secure and valuable partnership. TechnologyOne employs more than 700 people and has a presence in seven countries.



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