

Pricing document

Perendie's LGMP is applied in three phases.

PHASE 1 - FUTURE-PROOFING Envisages the future and what the organisation will need to produce, do and employ to thrive in that world £10,000

PHASE 2 - CORPORATE ALIGNMENT Asks everyone to specify and commit to what they'll deliver to implement the strategy £15,000

PHASE 3 - STRATEGY EXECUTION The platform manages the delivery of the required outcomes
Annual software licence and consultancy support: £500 per user

Expenses and VAT are payable in addition.

LGMP is self-funding through the 20% service improvements and cost reductions it identifies.

FREE STRATEGY MAP – Limited offer

An early deliverable of LGMP is a strategy map. If you would like a free draft strategy map for your organisation, please contact peter.bebb@perendie.com. This offer is limited by the availability of the analyst.

WHAT ARE THE USES OF A STRATEGY MAP?

A strategy map describes your strategy on a single page, increasing its communicability.

It tells you what you need to produce to achieve your mission.

It tells you the order in which you need produce your outcomes by defining the causal relationships between your outcomes.

It's also a risk map because those same outcomes would threaten achievement if they weren't delivered.

The process of developing the strategy map validates the strategy, and increases its coherence.

The following table describes the activities of the LGMP process:

| ACTIVITY | DESCRIPTION |
|---|--|
| PHASE 1 - FUTURE-PROOFING | Envisages the future and what the organisation will need to produce, do and employ |
| Install LGMP | LGMP is needed to store and communicate the information created by future-proofing |
| Initiate the future-proofing | Plan, resource and communicate LGMP |
| Answer the future-proofing questions | Assess the corporate peripheral vision, and research the future environment, market, processes and innovations |
| Assess what the organisation should produce to thrive in future | Define the consequences of the future environment, market, processes and innovations |
| Agree the future outcomes | Derive corporate outcomes from the benchmark, describe them, and define measures, targets and risks to form a Balanced Scorecard |
| Compare the future with the current outcomes | Analyse, compare and integrate the current products with the future outcomes |
| Agree the future activities | Identify the activities required to deliver the outcomes |
| Define the future roles | Define value chains, roles, programmes, virtual teams, knowledge communities and communities of best practice |
| Compare the future activities with the current processes and projects | Analyse, compare and integrate the current processes and projects with the future activities |
| Agree the future resources | Estimate the human and physical resources required, and calculate their costs |
| Agree the future systems and databases | Define the systems and databases needed to deliver the future outcomes |
| Compare the future with current resources | Analyse, compare and integrate current resources with the future resources |
| Take the benefits | The productivity benefits of future-proofing are delivered and demonstrated |
| PHASE 2 - CORPORATE ALIGNMENT | Asks everyone to specify and commit to what they'll deliver to implement the strategy |
| Roll-out LGMP | Make LGMP available to the whole organisation |
| Initiate the corporate alignment | Plan, resource and communicate the corporate alignment |
| Agree the business area outcomes | Analyse the corporate alignment outcomes into their component outcomes |
| Compare with the current outcomes | Compare and integrate the current products with the future outcomes |
| Agree the lower level activities | Derive lower level activities from the corporate activities develop value chains for the areas |
| Compare with the current processes and projects | Compare and integrate the current processes and projects with the future activities |
| Agree the lower level resources | Estimate the human and physical resources required, and calculate their costs |
| Agree the lower level systems and databases | Define the systems and databases needed to deliver the future outcomes |
| Compare with the current resources | Compare and integrate current resources with the future resources |
| Take the benefits | The productivity benefits of corporate alignment are delivered and demonstrated |
| PHASE 3 - STRATEGY EXECUTION | The platform manages the delivery of the required outcomes |
| Formalise and resource the LGMP roles | The roles defined through LGMP are built into legal job specifications agreed with employees and unions |
| Allocate rewards | Predictable rewards are allocated to the delivery of outcomes at all levels |
| Develop the required systems and databases | Existing systems and databases are replaced by integrated systems and databases |
| Migrate from historical to dynamic budgeting | Historical budgets are replaced by rolling budgets, reflecting reality |
| Operate the Business Management System | LGMP is used to deliver the outcomes |
| Take the benefits | The productivity benefits of LGMP are delivered and demonstrated |