



Business-Ready Performance Management Solution for Manufacturing

The Challenge

According to Robert Kaplan and David Norton, 9 out of 10 companies fail to implement their business strategies mainly because of deficient execution.

Some of the main challenges that organizations face today in implementing a successful Performance Management solution are:

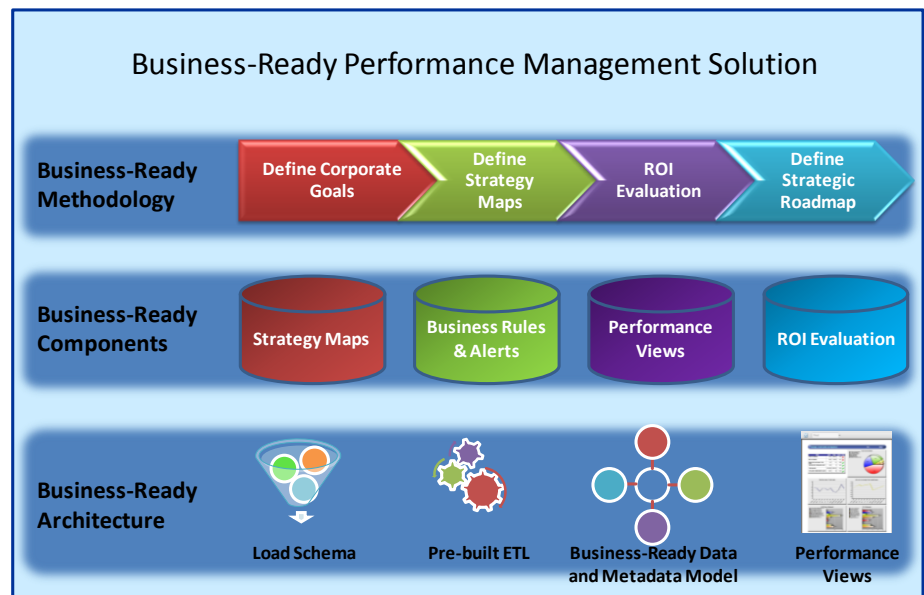
- Too many metrics cause unnecessary overhead and ineffective management
- Existing metrics are not well aligned with the organization's strategic goals
- Metrics must traverse the organization's value chain crossing divisional and functional group boundaries
- Maturing the existing Business Intelligence solution into a Performance Management solution
- Proliferation of analytical silos makes it difficult to observe and manage performance company-wide

The Sky Business-Ready Performance Management Solution

The Sky Business-Ready Performance Management solution provides pre-packaged Performance Management/Business Intelligence for Manufacturers and Wholesale Distributors. The solution consists of an implementation methodology, a pre-populated Business repository (strategy maps, KPI's, ROI tool), and Performance Views (Scorecards, Dashboards, a Reporting Framework and Analytical Capabilities). The solution is modular and consists of the following Performance Management Optimization areas which include:

1. Production Performance
2. Planning and Forecast efficiencies
3. Inventory Optimization
4. Sales Performance
5. Brand and Product Building
6. Supplier Performance
7. Financial Reporting Module

The Sky Business-Ready Performance Management Business-Ready Solution will enable manufacturers and distributors to make actionable business decisions by measuring Key Performance that are aligned to its business goals.





Business-Ready Performance Management Solution for Manufacturing

Benefits

- Accelerated time-to-result
 - Lower implementation cost
 - Faster business results
- Assured business value
 - Alignment to Corporate Goals
 - Proven ROI
- Increase business effectiveness
 - Proactive Management
 - Management by exception
- Leverage best practices
 - Industry, Architectural and Technical
- Reduced risk
- One procurement source for the whole solution

Why Sky Solutions?

- Many years of ERP implementations
- Over 30 implementations of IBM Cognos Performance Apps
- 10 years of BI and Performance Management implementations
- Business-Ready Solution developed over the past two years with customer participation
- Winner of the 2008 Best of Showcase Award at IBM IOD Conference
- IBM Premier ISV Business Partner 2009

For More Information
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