

The logo graphic consists of a series of parallel, slanted orange lines that form a semi-circular shape, positioned above the 'i' in 'Bizzscore'.

Bizzscore[®]

YOUR STRATEGY IN FOCUS

www.efmsoftware.com



Bizzscore®

YOUR STRATEGY IN FOCUS

EFM Software - Bizzscore
Sogeti BI Symposium
Schiphol-oost 16 & 17 september



EFM Software

- Sinds 1994
- Softwarebedrijf
- **Bizzscore** standaard
'out-of-the-box' software
BSC / performance management
- Klanten wereldwijd

www.efmsoftware.com



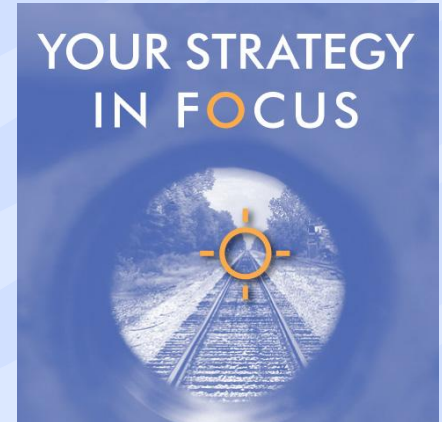
Bizzscore klanten

- 500+
- profit - non-profit,
- Van klein tot groot
- KPI libraries & industry templates

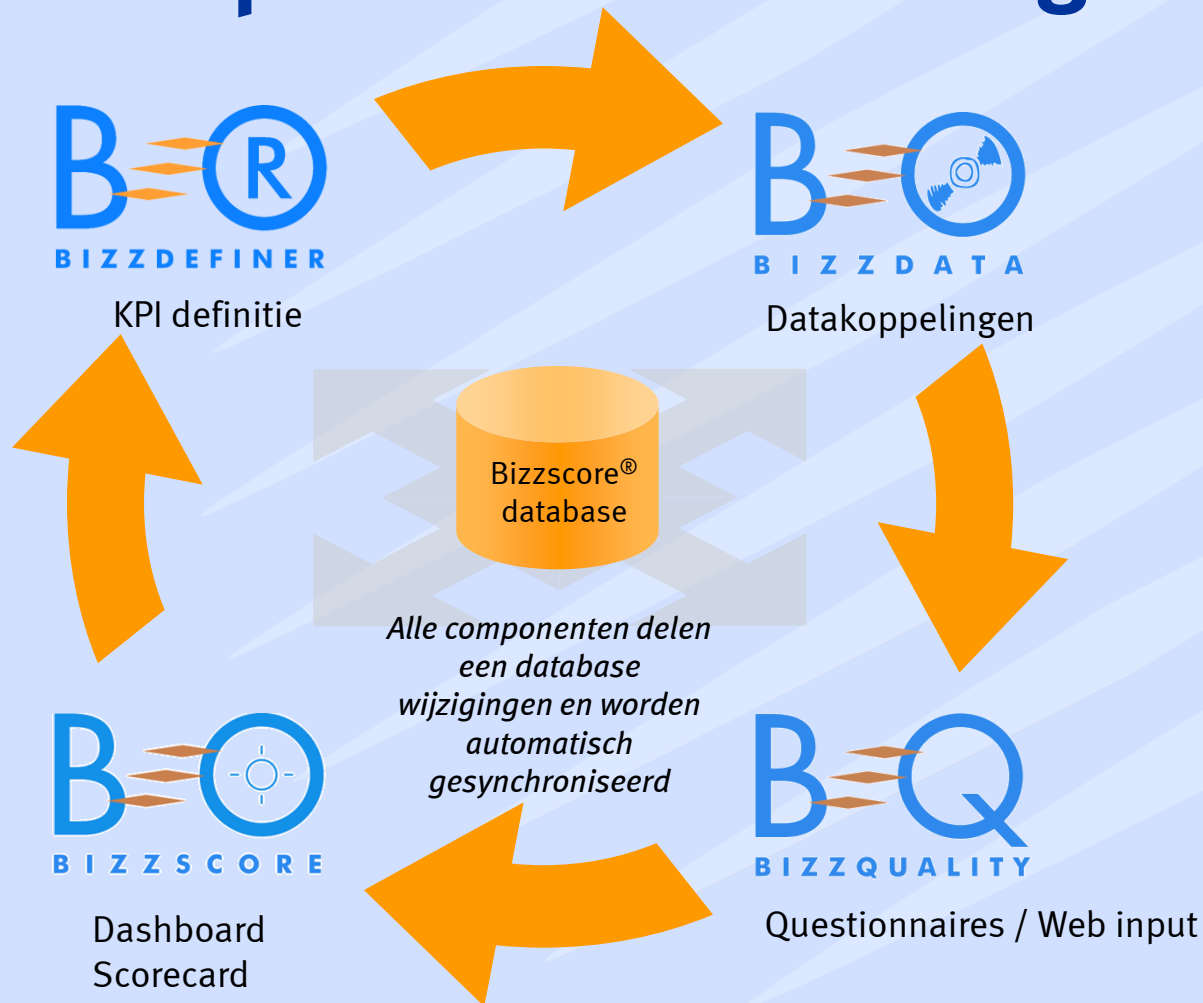


Bizzscore: YOUR STRATEGY IN FOCUS

- Focus op **strategic alignment** van missie tot meter
- **Standaard software** versnelt het pad naar gewenste resultaat
- Maak gebruik van **bestaande infrastructuur**



Totaalsuite performance management

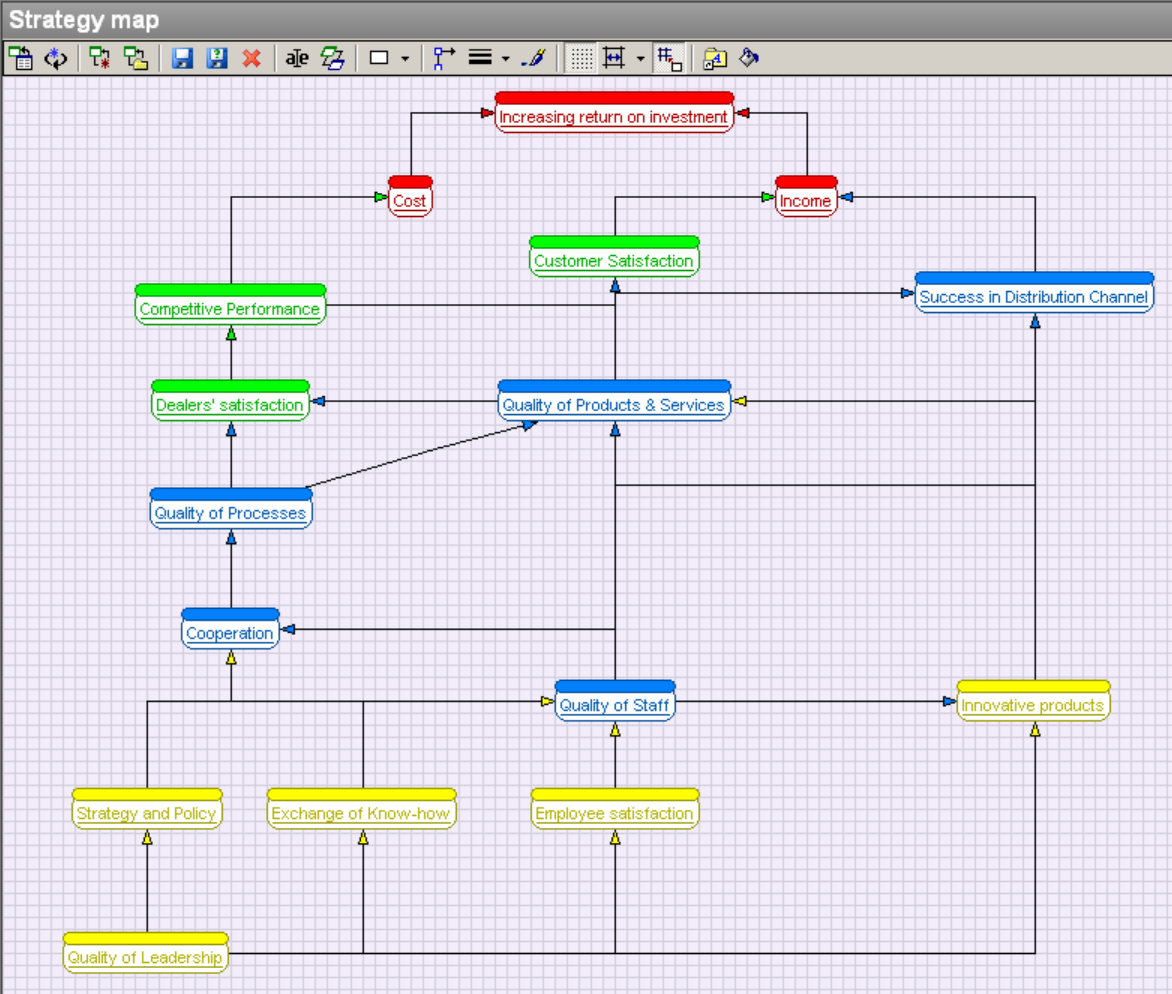


- Definition**
- Vision and mission
 - Strategic Objectives
 - Key Success Factors
 - Strategy map
 - Key Performance Indicators
 - Performance Indicators
 - Assignment matrix
 - Formulas

- Build**
- Indicator scales
 - Dashboard explorer
 - Perspectives
 - Units of measurement
 - Data sources

Explanation

Cause and effect diagram:
Graphical display of the cause and effect relationships between key success factors.

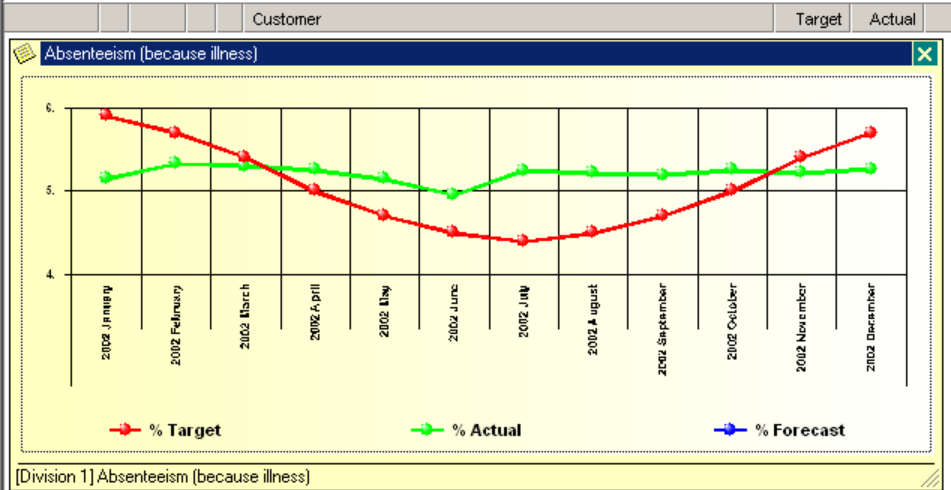
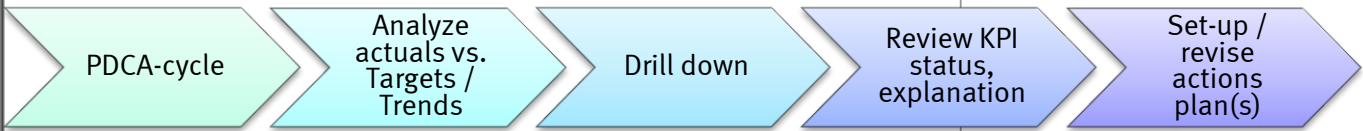


- Cascading / Alignment!
- KPI management



Financial		Target	Actual
Cost			
99.3%	Cost of production	1,145,000.00	1,152,446.00
99.4%	Cost of sales	1,185,000.00	1,192,335.00
200.0%	Cost reduction	2.00%	4.00%
100.2%	Cash Flow	3,000,000.00	3,005,000.00
Income			
99.9%	Gross margin	1,855,000.00	1,852,554.00
100.3%	Operating income	4,185,000.00	4,197,335.00

Internal processes		Target	Actual
Cooperation			
75.0%	Team spirit	good	sufficient
Quality of staff			
50.0%	Educational level	Level 4	Level 5
Quality of products and services			
68.0%	Number of product returns	25.00	33.00
Quality of processes			
166.7%	Safety	3.00	5.00
170.0%	Noise reduction	4.00%	6.80%
168.6%	Waste	7.00%	11.80%
132.0%	Recycling	25.00%	33.00%



Innovation		Target	Actual
Strategy and policy			
100.0%	Strategy development	Phase 2	Phase 2
Exchange of know-how			
165.0%	Number of accepted proposals	2.00	3.30
Employee satisfaction			
100.0%	Employee turnover	2.00%	2.00%
107.6%	Absenteeism (because illness)	5.7%	5.27%
96.9%	Result Job Evaluation (1=Poor, 10=Excellent)	7.46	7.23
Quality of Leadership			
66.7%	Leadership development	Phase 3	Phase 2
Innovative products			
100.3%	Income from new channels	209,250.00	209,866.75
100.3%	E-business	125,550.00	125,920.05

- Action management
- Graphs / Analysis
- Authorization / Rights
- Drill down

Dashboards Actions Selections

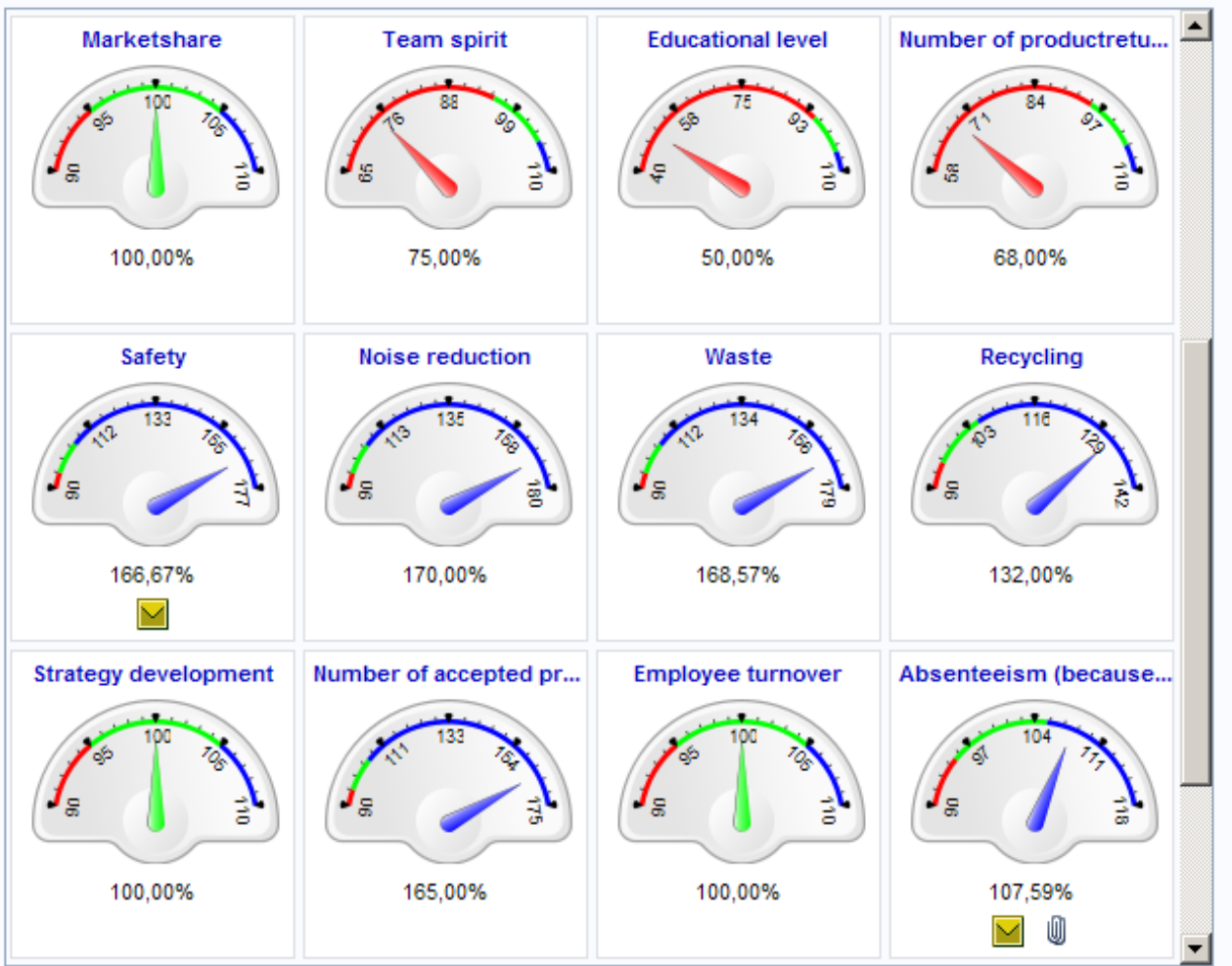
- Refresh
- Levels
 - Click to open scorecards
 - divisions
 - Division 1
 - Division 2**
 - division 1
 - production department
 - unit f
 - unit f - department 1

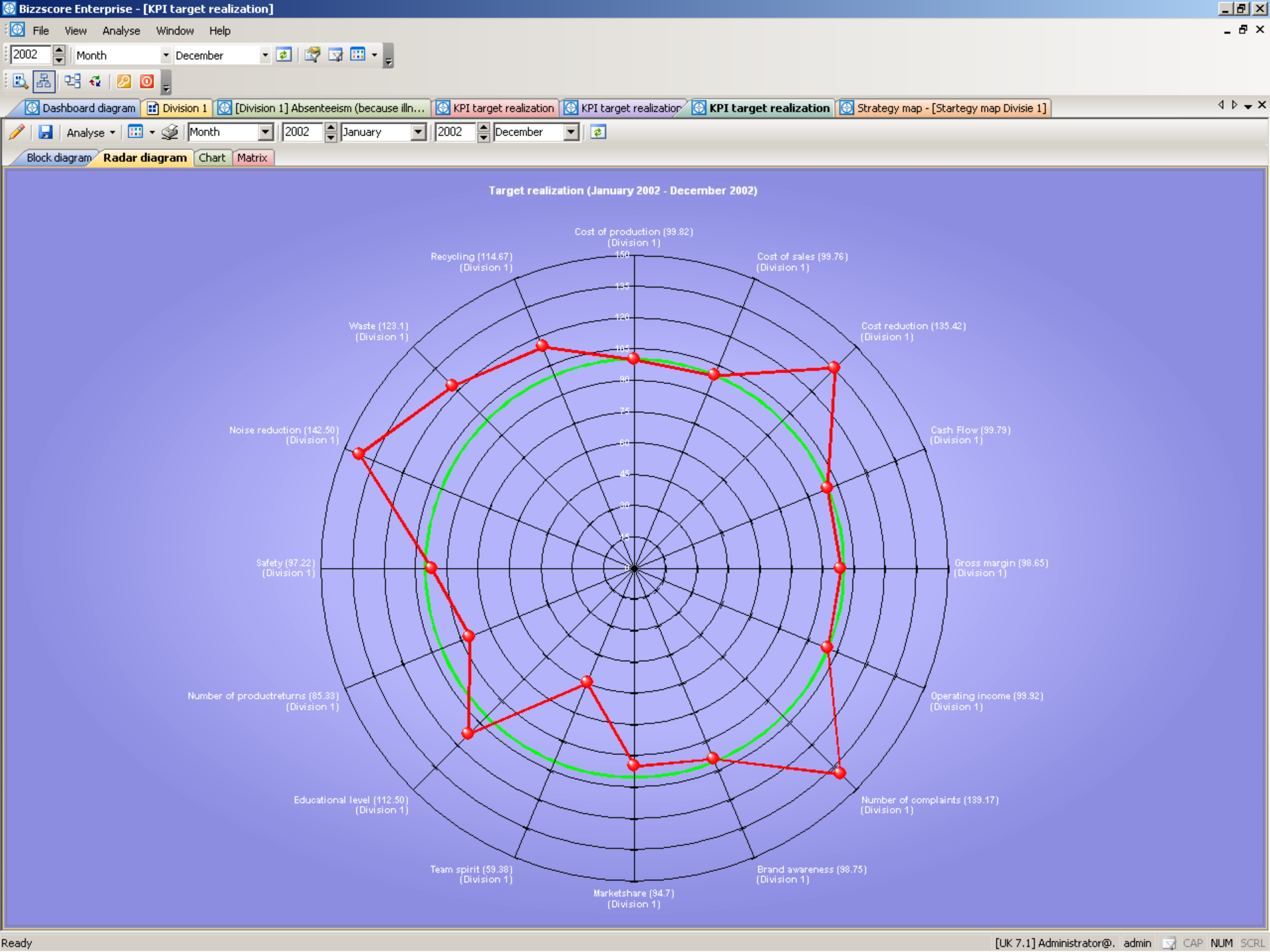


Division 2

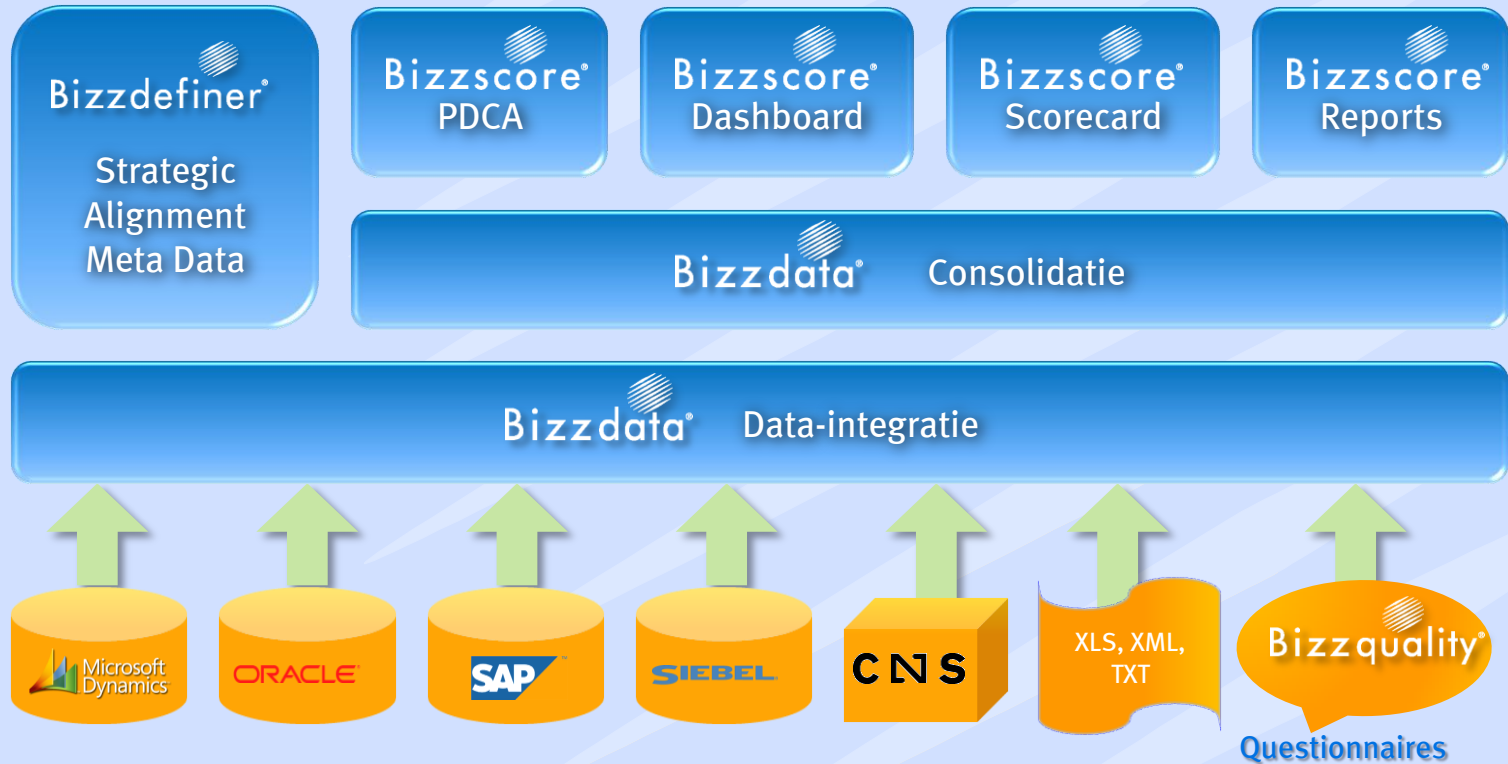
Owner: admin
Modified: donderdag 1 januari 1970
Start period: 2002 January
Current period: 2002 December
Analysis range: 2002 January...December

Division 1 Division 2

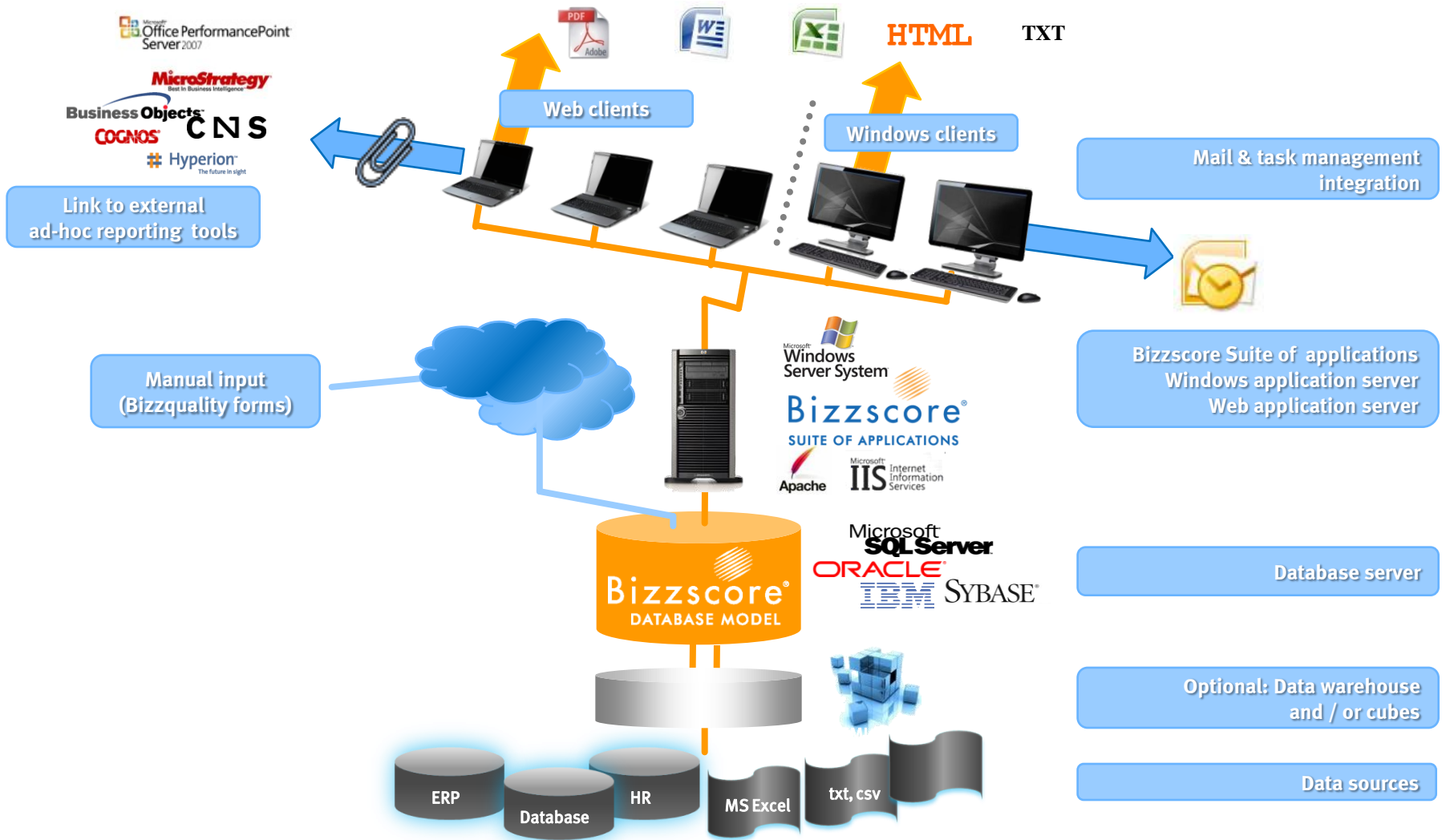




Architectuur



Input, Connectivity & Output



Typische implementatie

- Installatie software
- Training van key-users 'on-the-job'
- Vertaal bestaande omgeving naar Bizzscore (veelal Excel)
- Maken van data links in Bizzdata
- Aanpassen van dashboard styles
- Testen
- Training eindgebruikers

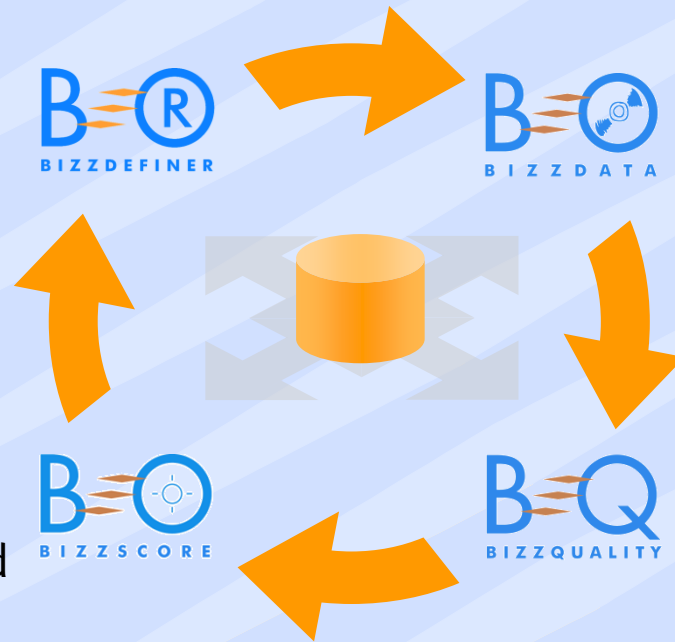
Doorlooptijd: kort 1 maand; lang 6 maanden



Positionering Bizzscore

Voordelen

- Snel te implementeren
- Lage TCO
- Platformonafhankelijk
- Integratie!
 - KPI definitie
 - Data-integratie
 - Questionnaires / Web
 - Actie gedreven scorecard



Bizzscore is geïntegreerde standaard software voor actiegedreven performance management