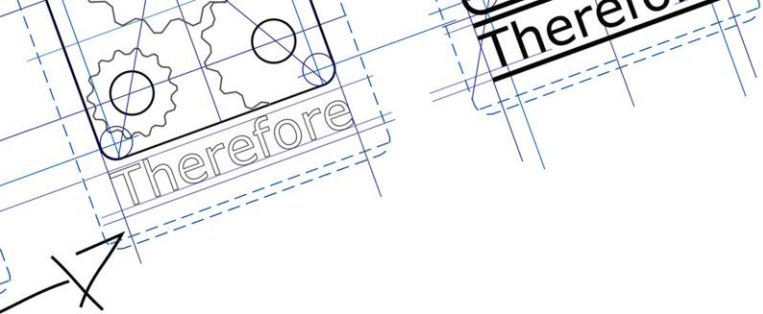


# Introducing Therefore StratIQ™

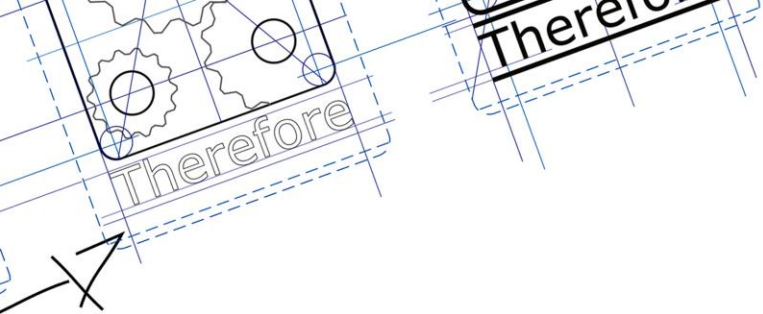




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## ABOUT THEREFORE STRATIQ™

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### Understanding the need

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Let's face it, failure to implement business strategy is common, and unimplemented strategy adds no value. Typically, breakdowns in the planning, management and execution of strategy results in only 50 to 60% of the value of a strategy plan being realised.

The Therefore team has undertaken extensive research to determine what it is that makes strategy execution so failure prone. This knowledge has been used as the foundation upon which the Therefore StratIQ™ application has been developed.

#### **A plan is not enough ... it requires a framework for delivery**

Success requires planning ... and strategy is no exception. Strategy plans tend to be complex and without an execution management tool, executive teams tend to lose focus, often leading to delivery failure.

#### **If you can't measure, you can't manage**

If strategy execution can't be measured with ease, managing delivery becomes cumbersome and time consuming. The management of strategy execution requires a dashboard and easy access to purpose built reporting.

#### **If everyone is accountable, no one is accountable**

Clear lines of accountability are critical to the execution of strategy. Given the complex nature of a strategic plan and the sheer size of the team that is required for its execution, accountability often falls into a grey area, which stands against delivery. Critical to the management of accountability is the management of deadlines for delivery, and the ability to track performance relative to these deadlines.

#### **Delivering across functional silos**

Silo mentality is often put forward as a key break point for strategy execution. In the absence of an execution tool that is capable of coordinating effort across functional areas, strategy delivery becomes failure-prone. The ability to support cross functional delivery improves the effectiveness of strategy delivery, makes silos more porous by encouraging strategic conversation and consequently improves company morale.





## Aligning strategic delivery to KPIs

Aligning the delivery of strategic initiatives to your team's KPIs is often easier said than done. In the absence of a mechanism capable of tracking your staff's performance relative to their strategic accountabilities, KPI alignment becomes near impossible.

## Everyone needs to be on the same page

Communication is one of management's perennial challenges and clean communication is critical to the execution of strategy.

A strategy execution tool needs to provide a single source of strategy performance data, thereby allowing your team to work with "on the same page" clarity.

## Execution only counts if its quality execution

When one compares the strategy execution performance of staff, relative to their colleagues, one typically finds that the quality of output is uneven, given differing levels of performance and strategic maturity. To guard against substandard delivery it is imperative that a workable review mechanism is in place.

## Paper and spreadsheet based solutions aren't solutions

Paper and spreadsheet based strategy execution trackers may be cheap, but they have too many shortcomings to allow them to be an appropriate tool for measuring, managing and executing strategy.

## THEREFORE STRATIQT™ BENEFITS

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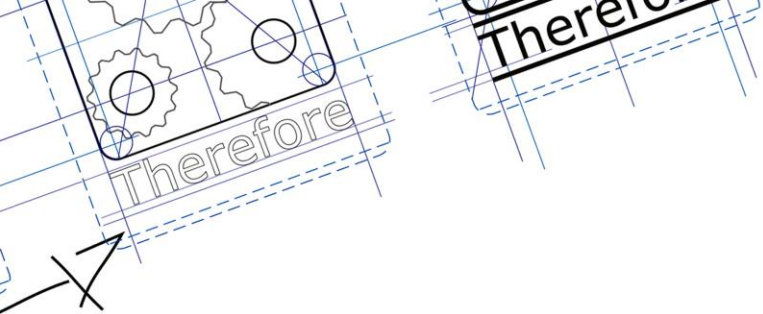
### Therefore StratIQ™ ... *THE* strategy execution tool

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Therefore has carefully researched the burn points associated with strategy execution and has developed the ultimate in strategy execution tools - Therefore StratIQ™.

Therefore StratIQ™ can be rapidly deployed, accessed from anywhere with Internet connectivity, adds value from day one, improves ease of strategy management and is highly cost effective.





## **The leading strategy execution tool**

Once you have developed that winning strategy, Therefore StratIQ™ can be used to drive its execution, allowing your team to develop and maintain a long term strategic focus centred on delivery.

## **Rapid deployment**

No two organisations are alike. The Therefore StratIQ™ tool can be rapidly configured to meet the specific needs of your organisation. Once configured, the process of loading your strategies and distilling them into tactics, projects, tasks, activities, risks, issues and requests for information is quick and intuitive.

## **Anywhere ... anytime**

Therefore StratIQ™ is an Internet based tool. As a consequence, it can be accessed by your company and its strategic partners from any location that has Internet connectivity.

## **Management, measurement and reporting**

Ease of management requires ease of measurement. Therefore StratIQ™ optimises your ability to manage strategy execution by providing a dashboard, a suite of real time reporting, deadline management capabilities, progress status tracking and automated poor performance flagging.

## **Teams and cross functional delivery**

Therefore StratIQ™ can coordinate the execution of strategic initiatives that straddle any number of functional areas. Furthermore, Therefore StratIQ™ is a team aware tool, thereby enabling your staff to work together seamlessly.

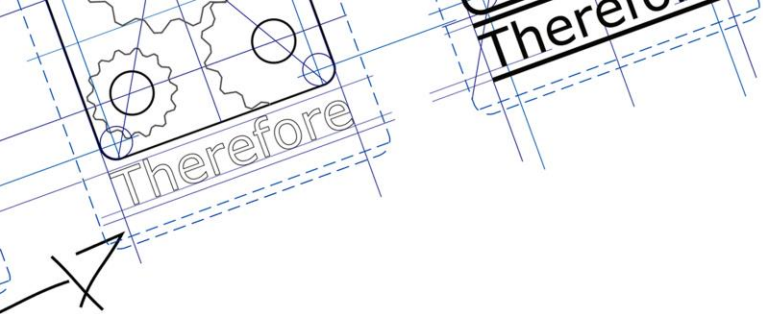
## **Accountability, early warning and remediation**

The Therefore StratIQ™ tool ensures that strategic activities are allocated to the party accountable for their execution, thereby leaving no grey areas that can be used to legitimise non-delivery.

Each strategic activity is awarded a targeted close out date and performance is tracked accordingly. Where performance falls short, Therefore StratIQ™ automatically flags the offending activity for management review.







The Therefore StratIQ™ tool's "Progress Status Early Warning" feature tracks progress relative to the passage of time and provides an early warning where tasks start falling behind the curve. This allows for remedial action to be taken earlier in the strategy execution life cycle.

### Staying in the loop

The Therefore StratIQ™ tool's configurable communication cycle keeps users informed of status changes by means of email and SMS.

## THEREFORE STRATIQT™ FEATURES

### Functionality on demand

No two Clients have the same needs. The Therefore StratIQ™ application's "Functionality on Demand" capability allows user utilities and system features to be turned on or off and configured in accordance with your requirements.

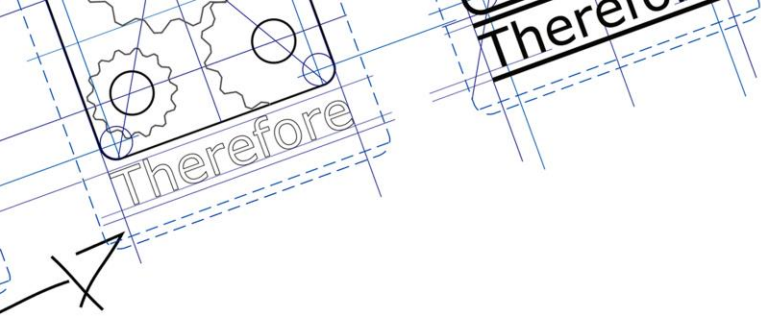
Provided below is a high level overview of the Therefore StratIQ™ application's user utilities and system features.

### User utilities

Listed below are examples of the utilities that can be made available to users of the Therefore StratIQ™ application.

<b>Task / Query utilities</b>	<b>Reporting utilities</b>
<ul style="list-style-type: none"> <li>Comments</li> <li>Notes</li> <li>Reminders</li> <li>Reassignment</li> <li>Reclassification</li> <li>Attachments</li> <li>Rich text editor</li> <li>Sub activities</li> <li>Ad-hoc email communication</li> <li>Ad-hoc SMS communication</li> <li>Context sensitive help</li> <li>Change log</li> <li>Task flagging</li> <li>Progress status updates</li> <li>Duplicate checker</li> </ul>	<ul style="list-style-type: none"> <li>Dashboard</li> <li>Reporting</li> <li>External data cube feed</li> </ul>
	<b>User utilities</b>
	<ul style="list-style-type: none"> <li>User self-service</li> <li>Management visibility</li> <li>Contact list</li> </ul>
	<b>Search utilities</b>
	<ul style="list-style-type: none"> <li>Smart search</li> <li>Quick search</li> </ul>





## System features

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In addition to the above listed user utilities, the Therefore StratIQ™ application boasts a number of system features that can be configured to ensure that the system's deployment is aligned to your needs. Examples follow.

### Workflow engine

The Therefore StratIQ™ application boasts a fully integrated workflow engine.

The Therefore ThreadBuilder™ workflow configuration tool enables tasks and queries to be rapidly mapped to your business' processes, without introducing the need to write code.

### User interface

The Therefore StratIQ™ system provides various options for the "fine tuning" of its user interface.

### Communication cycle

The Therefore StratIQ™ system's configurable communication cycle keeps Users informed of task and query status changes by means of email and SMS.

### White labelled

Therefore StratIQ™ can be rapidly branded so that it carries your corporate identity.

### Secure

Therefore StratIQ™ complies with best practice security principles. Further, its configurable password rules enable you to enforce a password rule complexity that is appropriate to your risk profile.

Therefore StratIQ™ supports the use of Digital Encryption.

The system's "Security Group" functionality allows you to easily allocate system rights to Users.

### Integration

The Therefore StratIQ™ application features a host of integration points, enabling seamless integration with external systems, either on a periodic or a real time basis.





## Cross browser compatibility

The Therefore StratIQ™ application has been developed to be accessible via any Internet standards based web browser, but has been optimised for the Internet Explorer, Edge, Mozilla Firefox, Google Chrome and Safari browsers.

## CAN THEREFORE STRATIQT™ HELP?

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The Therefore StratIQ™ application is ideally suited for companies that...

- Are serious about strategy and its execution.
- Want to avoid the opportunity costs associated with the failure to deliver on strategy plans.
- Want to align strategy plan delivery with performance management.
- Require meaningful data to manage the execution of strategy.
- Want to impose clear lines of accountability for strategy execution.
- Want to facilitate strategy execution where cross functional cooperation is required.
- Want to maintain detailed records of strategic initiatives and progress made in their execution.

## THEREFORE STRATIQT™ IMPLEMENTATION

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### Methodology

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Our tried and tested implementation methodology covers business analysis, configuration, setup, training and change management ... thereby ensuring that your Therefore StratIQ™ initiative delivers value immediately and that your team is committed from the onset.

### Business Analysis

During the Business Analysis phase, we will work with you and your Team to understand your environment and needs.

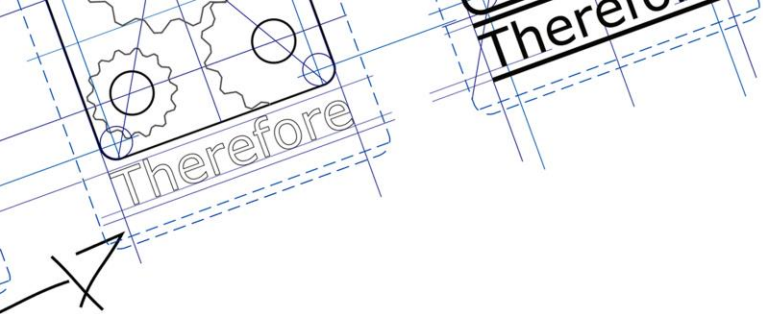
### Configuration

Therefore StratIQ™ will be configured in accordance with the observations made during the Business Analysis phase. This configuration will take two forms...

- The Therefore Team will use the Therefore ThreadBuilder™ application to configure the business processes that will be deployed within your environment.







- The Therefore Team will use the Therefore StratIQ™ application's "Functionality on Demand" facility to turn off all functionality that you don't wish to use, thereby optimising the application's fit with your environment and enhancing its ease of use.

## Setup

It is during this phase that your companies, branches, departments, access rules, users and the like are set up.

## Training

Therefore StratIQ™ has been designed to be intuitive, which reduces the amount of user training required. However, as with the introduction of any application, a mix of formal and "on the job" training is critical to ensure that users become productive as rapidly as possible. Our training curriculum will be tailored to meet the needs of your environment.

## Change management

Best practice change management principles are applied throughout the deployment of the Therefore StratIQ™ application.

## ABOUT THEREFORE

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### Introducing Therefore

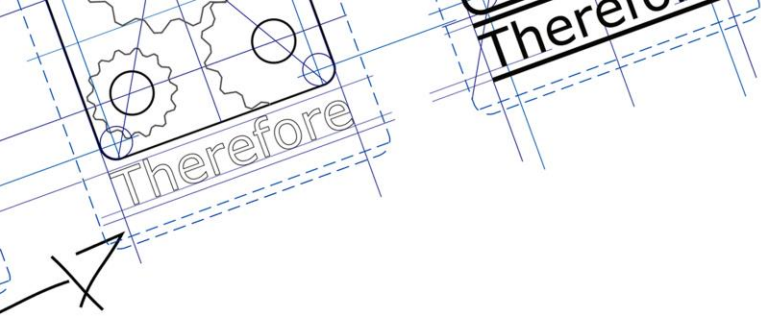
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Therefore specialises in developing and implementing Business Process Management (BPM) solutions. We have, over a period of some 10 years, developed our own BPM technology, which we use to assist our Clients to optimally manage their business processes.

We are in a unique position to be able to help our Clients to implement BPM solutions without having to make an extensive upfront investment in technology, given that we bill on a rental basis. Further, we are in a position to offer our Clients a fully outsourced solution, allowing them to retain their focus on what they do best.

Our technology has been developed to allow for rapid deployment, which allows us to add value earlier in the project life cycle.





## Therefore BPM product offering

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We have a number of product variants, which allows us to rapidly deploy niche solutions.

- [Therefore Quantum™](#) - Call Centre Management Suite
- [Therefore StratIQ™](#) - Strategy Management Suite
- [Therefore HelpDesk™](#) - Help Desk Management Suite
- [Therefore FieldTask™](#) - Field Task Management Suite

Further, our BPM technology is easily configured, which allows us to rapidly deploy mature Client specific solutions.

## Consulting services

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Therefore typically consults in areas that relate to the implementation of its BPM technology. We are, however, in a position to offer Clients consulting services of a more general nature, most commonly in the Information Technology, Supply Chain and Project Management space.

## How can we help you?

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We would appreciate the opportunity to schedule some time to walk you and your team through our product and service offering and to explore how we can unlock value for your organisation.

Feel free to give us a call if you think that we can be of assistance.

To find out more about Therefore, please visit the Therefore website.

[www.therefore.co.za](http://www.therefore.co.za)

## CONTACT US

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### Sales contact

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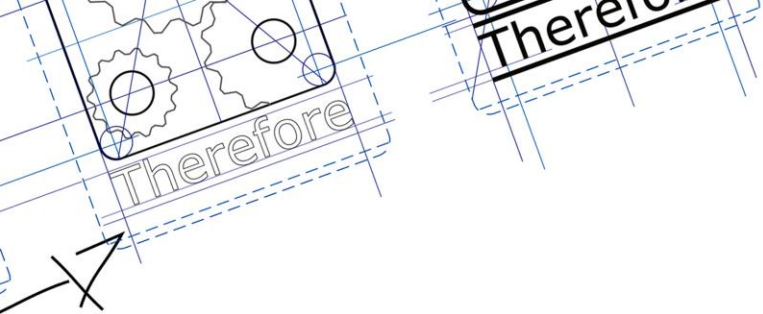
#### **Peter Lever**

Mobile: +27 83 447 4883

Email: [peter@therefore.co.za](mailto:peter@therefore.co.za)

Skype: thereforepeterlever





## Websites

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Therefore company: [www.therefore.co.za](http://www.therefore.co.za)  
Therefore StratIQ™: [www.therefore.co.za/StratIQ](http://www.therefore.co.za/StratIQ)

### More...

To find out about our other products, please visit the product websites detailed below.

Therefore HelpDesk™: [www.therefore.co.za/HelpDesk](http://www.therefore.co.za/HelpDesk)  
Therefore FieldTask™: [www.therefore.co.za/FieldTask](http://www.therefore.co.za/FieldTask)  
Therefore Quantum™: [www.therefore.co.za/Quantum](http://www.therefore.co.za/Quantum)

## Social Media

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### Therefore company



### Therefore StratIQ™



### Links

For links to our social media pages please visit the [Social Media](#) page on the Therefore StratIQ™ website.

## Address

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PO Box 2471  
Northwold  
2155

