


ORGANIC DYNAMIC GROWTH STARTS AT CORE FOUNDATION

e-solutions

Strategic Planning and
Performance Management

Principle 
Consultants



e-solutions



Principle Consultants is a fully fledged consultancy which provides professional business and management expertise to help structure and develop sustainable enterprises across a range of industries in the United Arab Emirates. Through our e-solutions services, we provide sophisticated tools that help organisations transform their management and operations, grow their business, and monitor performance to reflect best international standards.

Delivering high standards and personalised, professional services to newly established and reputable organisations is a fundamental part of our business mission. We ensure organisations fulfil their strategic objectives by offering the most modern, practical and professional approaches, thus allowing companies to maintain their global competitiveness.

“e-merging solutions for the 21st century global business”



STRATEGIC PLANNING AND **PERFORMANCE MANAGEMENT**

As businesses in the region diversify and exploit new market opportunities, it is important that proper measures for strategic planning and performance management are implemented. Through the web-based collaborative application Virtual Integrated Management System (ViMS) by leMQ, companies can effectively achieve their strategic objectives, execute short- and long-term business plans, manage complex projects, develop employees' skills, and thoroughly analyse critical situations to ensure optimum customer satisfaction and minimum business risks.



Developed by International Emirates Management for Quality (leMQ), a leading UAE-based consulting firm, ViMS is a highly advanced solution that engages employees and managers at different levels of the organisation through seven aligned and integrated modules: strategic framework, business planning, business processes, performance measurement, project monitoring, enterprise risk management and management review. These modules, which allow businesses to monitor, evaluate, improve and manage their strategies and performance, have been proven to be invaluable in realising the visions, missions and goals of regional organisations.



ViMS

7 MODULES FOR SUCCESS

“

Intelligent tools to turn your strategic ambitions into a winning business

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STRATEGIC
FRAMEWORK



BUSINESS
PLANNING



BUSINESS
PROCESSES



PERFORMANCE
MEASUREMENT



PROJECT
MONITORING



ENTERPRISE
RISK MANAGEMENT



MANAGEMENT
REVIEW



STRATEGIC FRAMEWORK



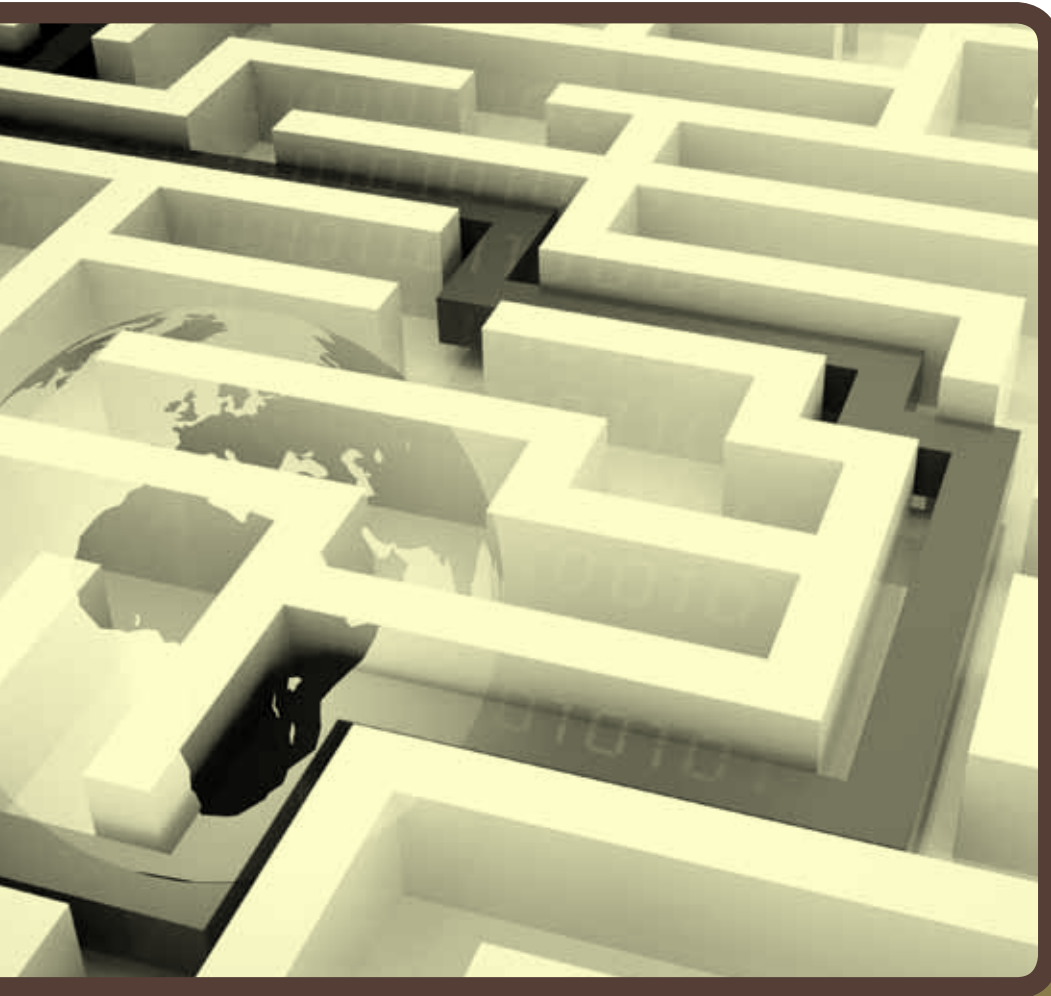
ViMS allows companies to develop well-balanced and structured strategic objectives that relate to their leadership, financial perspectives, internal processes, customers and growth. Incorporating the EFQM (European Foundation for Quality Management) Excellence Model, the system utilises self-assessment techniques to determine the current state of strategic performance according to international best practices. This helps organisations define their vision, mission and values, while addressing identified gaps and enhancing already defined strategies.

By engaging appropriate feedback channels - through surveys from staff, customers and suppliers - managements can pinpoint specific issues that require close attention. Moreover, organisations can monitor how well they are achieving their objectives, and assess how to enhance performance.





BUSINESS PLANNING



The advantage of ViMS is that the performance plans of individuals are directly linked to the organisation's strategic objectives and values. This ensures that resources are practically aligned with the company's business plans and set ambitions.

As business objectives are cascaded down to the employee level, managers will find this web-based tool an easy platform to allocate activities, tasks, projects and deadlines for employees. All in all, this module fully supports the achievement of the organisation's objectives.



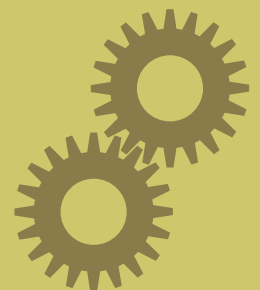


BUSINESS PROCESSES



ViMS is the ideal tool for users in need of developing processes, procedures, work instructions and policies that are in line with their strategic objectives and business vision. The system supports organisations in documenting various types of processes, including core processes, support processes and management processes.

By integrating the business process mapping with the performance data of organisations, managers can assess whether poor performance is linked to lack of adequate processes. This demonstrates how crucial business processes are to a company's progress, as they involve various activities staff members perform, the deliverables they produce and performance criteria that must be achieved.



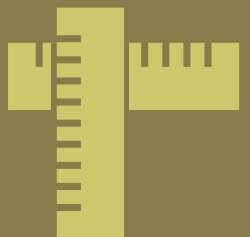


PERFORMANCE MEASUREMENT



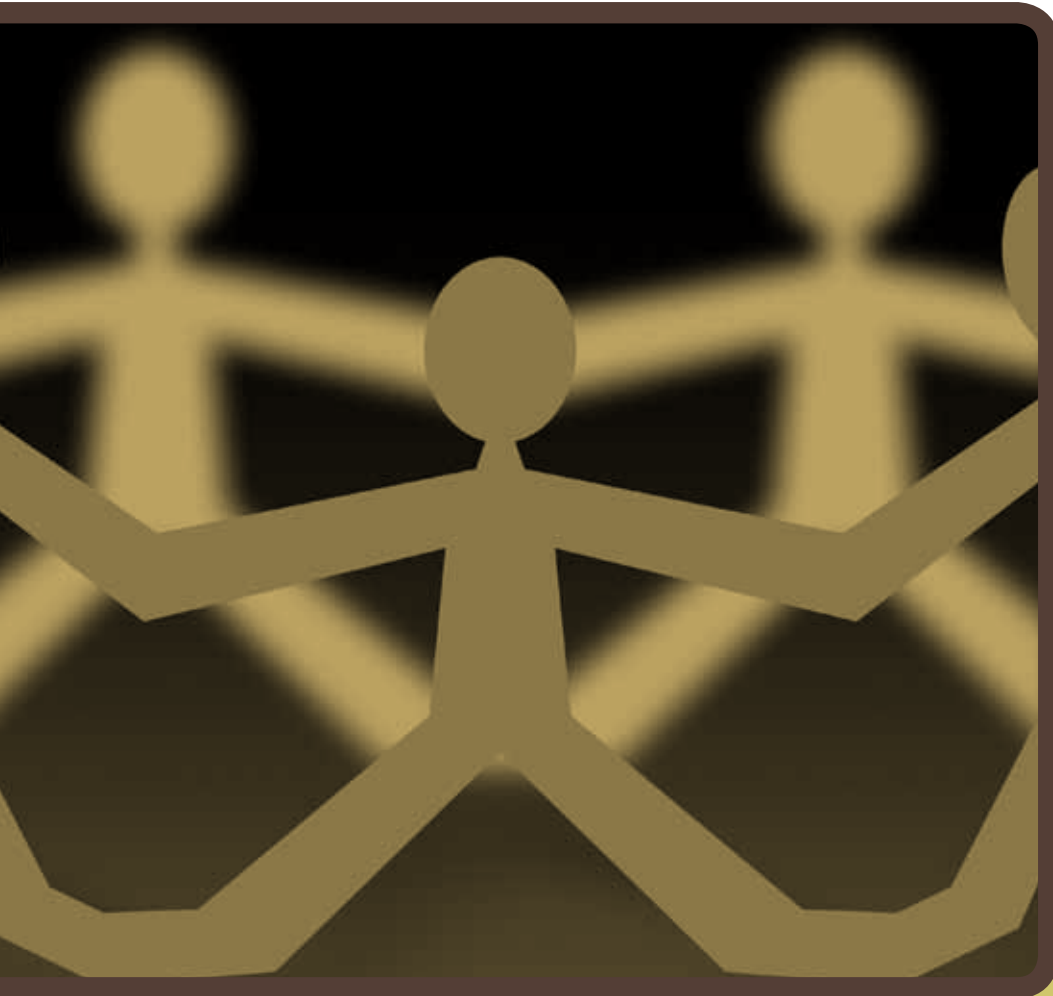
ViMS is important in overcoming key barriers to strategy implementation by making strategies measurable, actionable and challenging. While identifying responsible owners and setting clear targets, this efficient web-based tool maps organisational performance against identified targets as it accounts for past as well as forecasted occurrences.

Performance measurement greatly contributes to boosting staff morale, particularly when positive achievement is demonstrated. It also allows for timely corrective action when targets are not properly met. Therefore, continuous improvement is important as it enhances business processes and work activities, and reduces cost.





PROJECT MONITORING



ViMS provides an effective system whereby management can list all projects and monitor how each of them perform in regards of cost, effort and time. This monitoring system provides status reports for project managers to be aware of certain concerns, and therefore take informed decisions such as assist project managers in completing their tasks as planned.

Users can also generate immediate reports by benefiting from the various 'project monitoring' functions, including project plans and detailed information, progress reports and charts, meeting minutes, and a library to attach project-related files, contracts and proposals.





ENTERPRISE RISK MANAGEMENT



Enterprise risk management is an integral module of ViMS and is crucial to managing the organisation as a whole. This involves the systematic application of management policies, processes and procedures to the tasks of identifying, analysing, assessing, treating and monitoring risks.

Risk management facilitates improved business outcomes by ensuring informed decisions are made about planning and design processes. This ensures risk prevention and mitigation, contingency planning for dealing with risks and their impacts, and decisions about the distribution of risks between involved parties. All these lead to reduction in overall risk exposure; hence achieving the strategic objectives of an organisation.





MANAGEMENT REVIEW



ViMS supports organisations to implement regular review meetings to ensure that objectives are achieved, while communicating ongoing progress and developments in operational performance is equally crucial. Management reports, which are easily extracted, depict the actual performance on the level of objectives, projects or risks and execute the correct decisions and actions.

Through monitoring and managing regular monthly, quarterly and annual action plans, this module integrates the organisation's improvement rate with levels of risk that could impact the effective achievement of strategic objectives.






CONTACT US

Principle Consultants FZCO
Office Block D-709
Dubai Silicon Oasis (DSO) Authority Building
PO Box 10836
Dubai, United Arab Emirates

Tel: +971 4 372 4422
Fax: +971 4 372 4423
Email: info@principle-consultants.com

www.principle-consultants.com



Principle 
Consultants

