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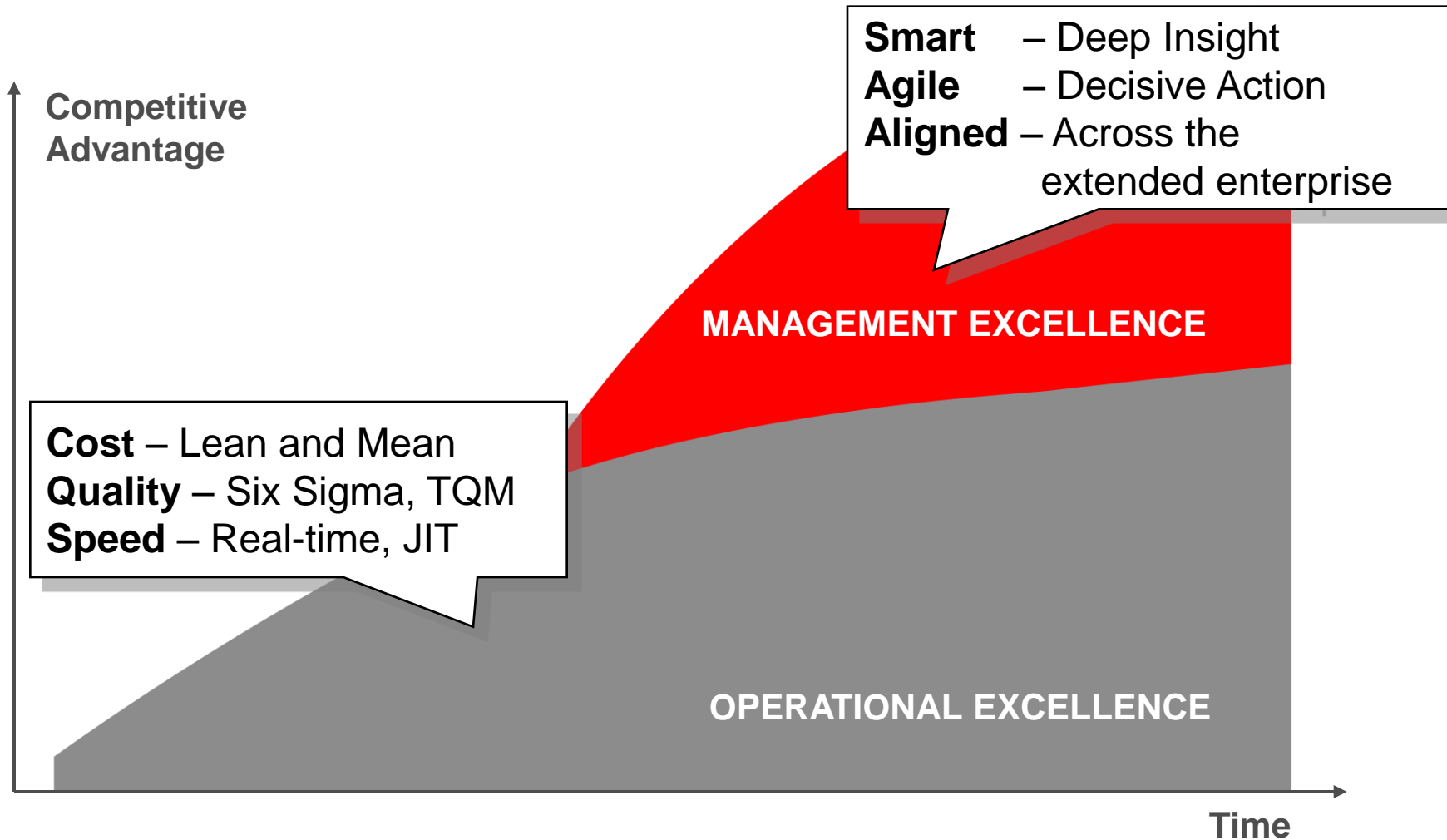
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Management Excellence

Frank Buytendijk

Vice President and Fellow, Oracle Enterprise Performance Management
Visiting Fellow, Cranfield University School of Management
Author of "Performance Leadership", McGraw-Hill, September 2008

Management Excellence: The Next Competitive Edge



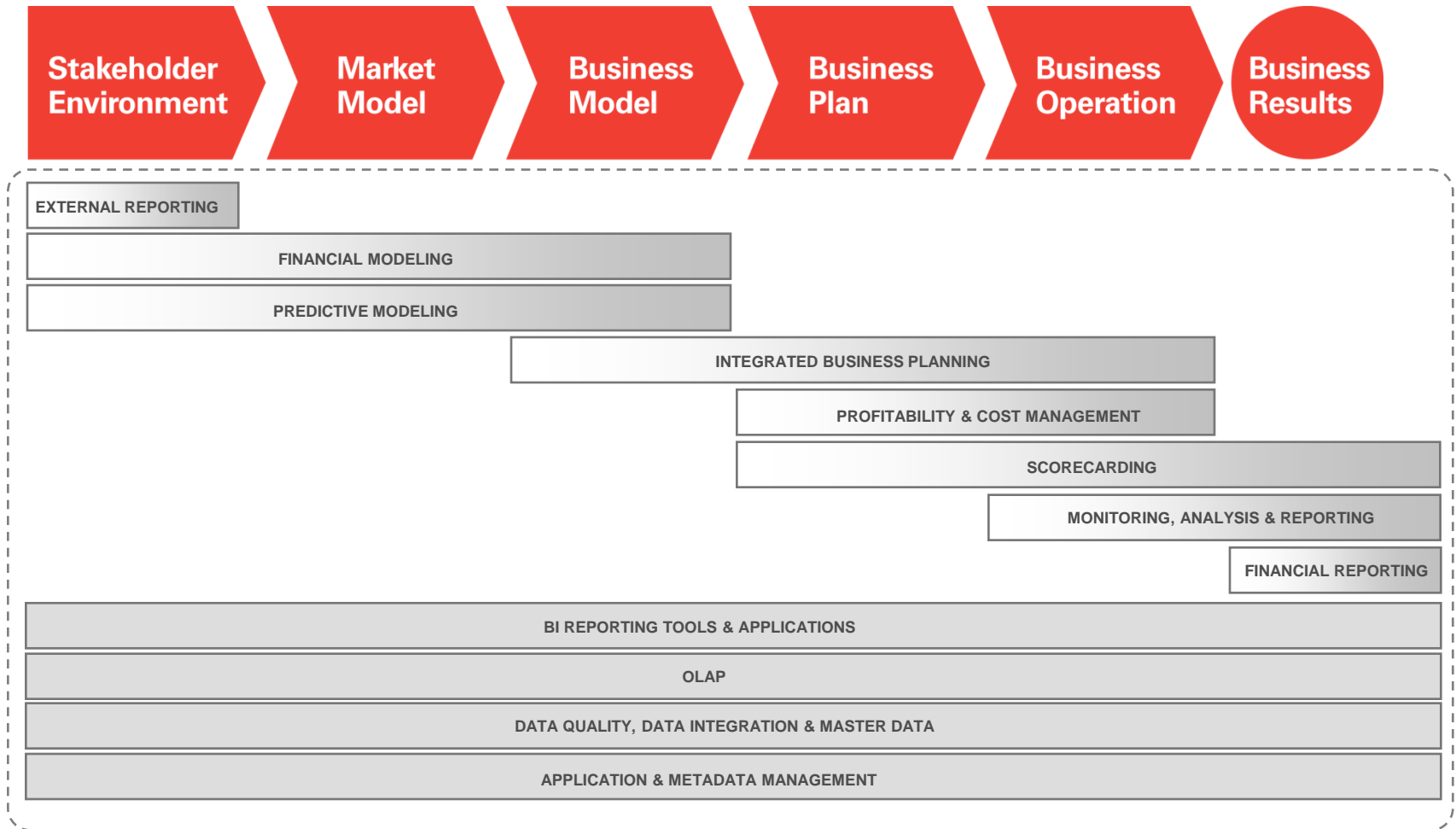
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Strategy to Success: Oracle's Framework for Achieving Management Excellence

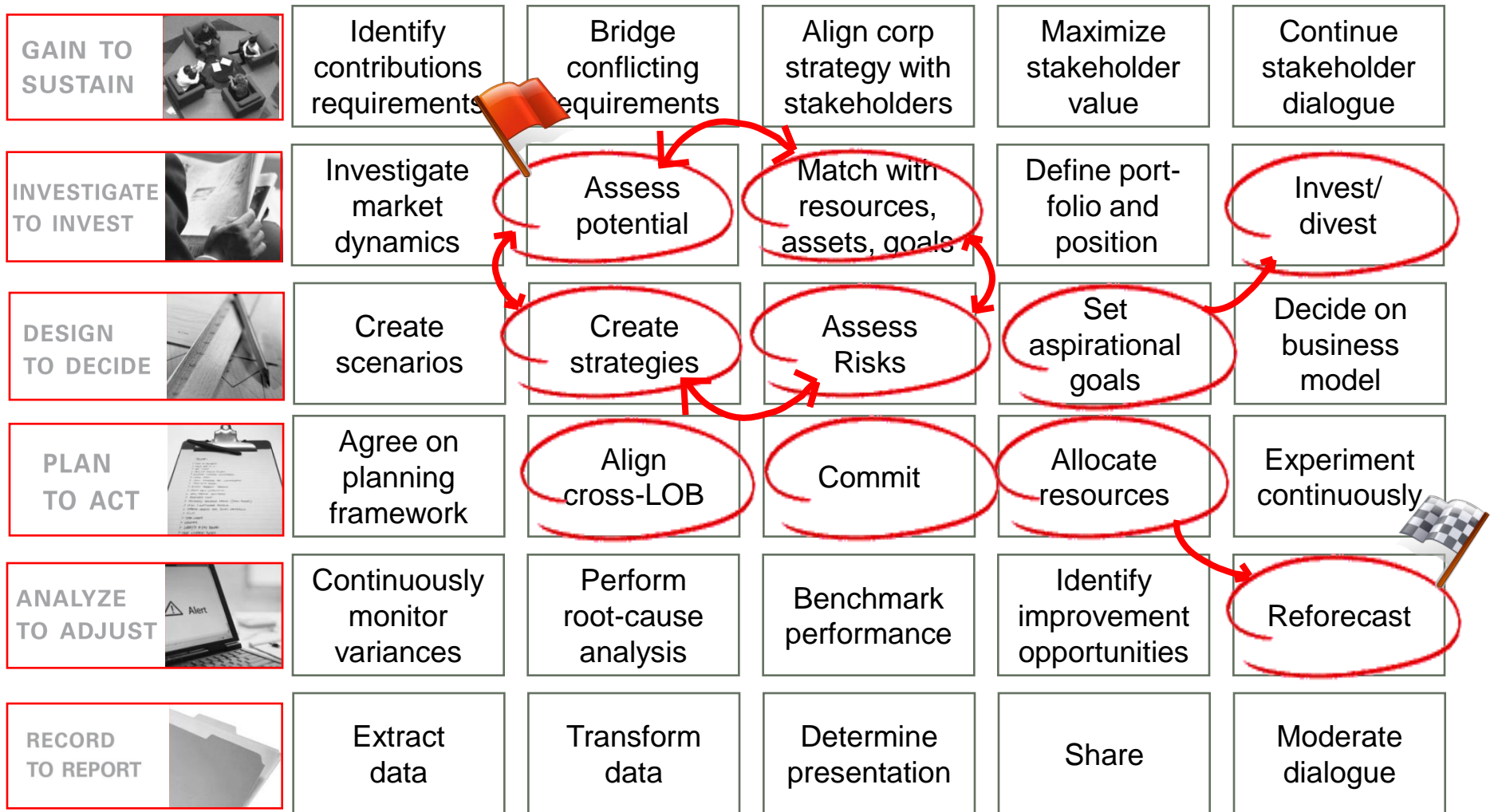


Integrating Key Management Processes

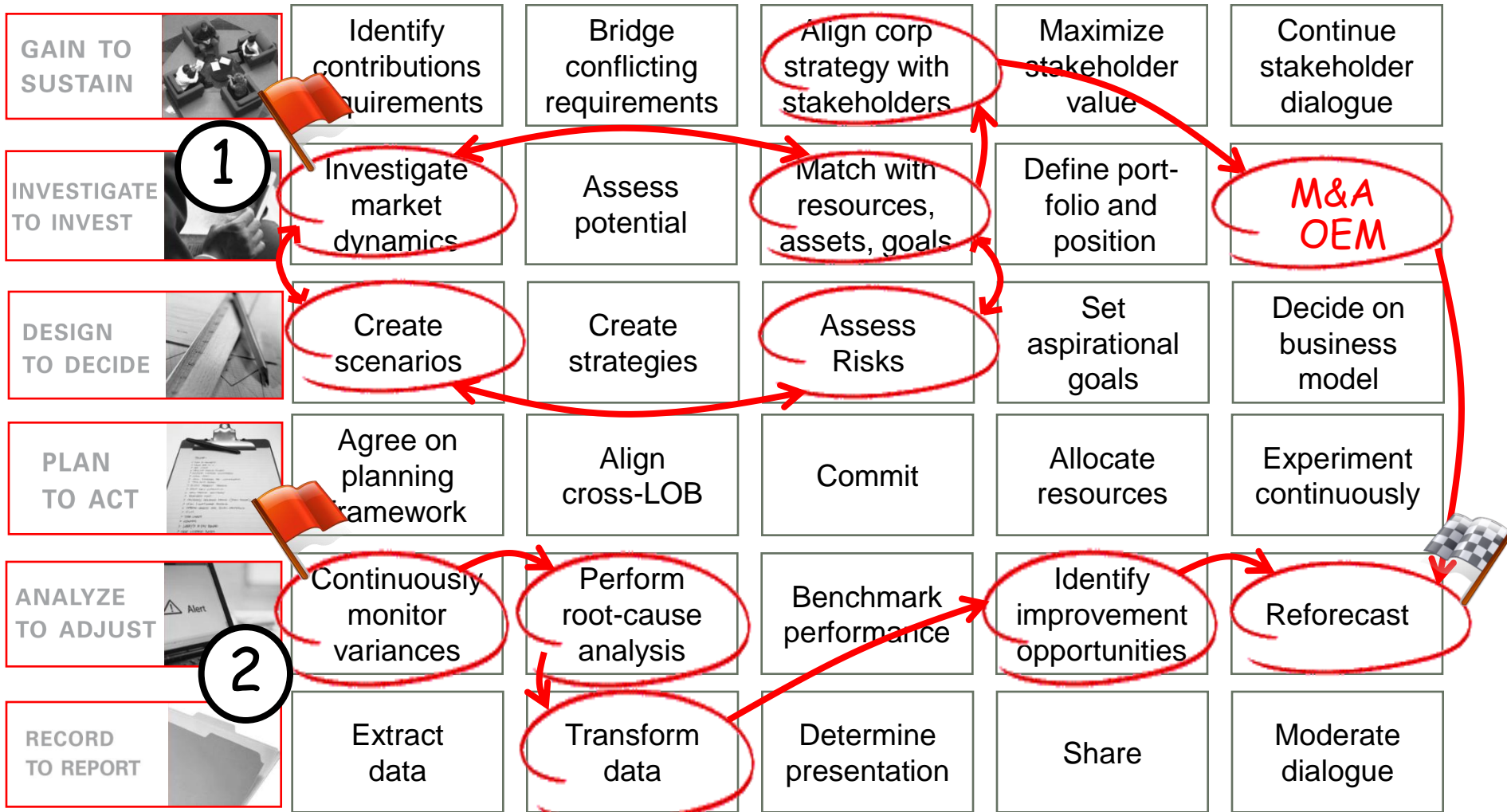
Oracle EPM System



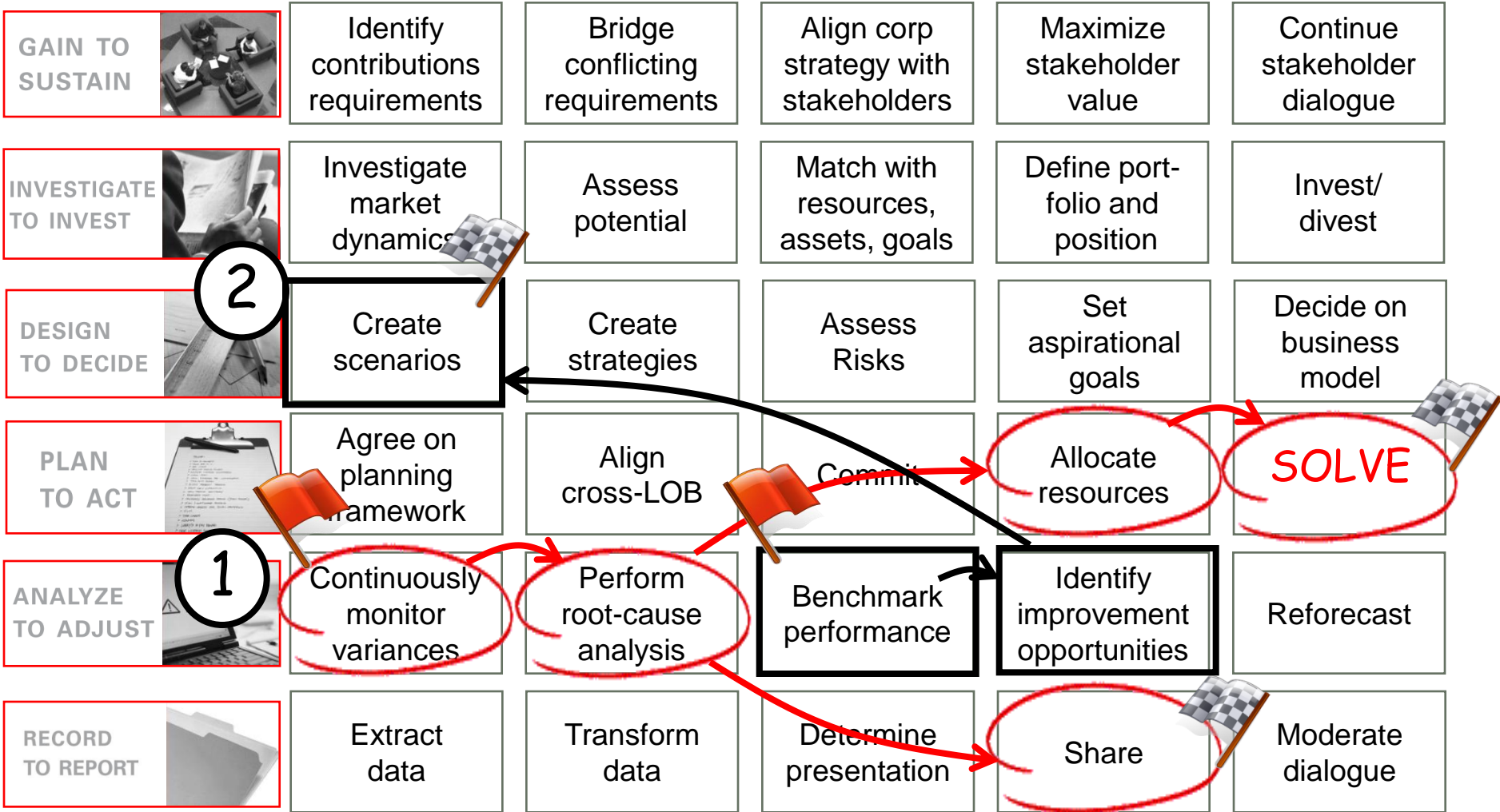
Scenario 1: You Develop a New Product



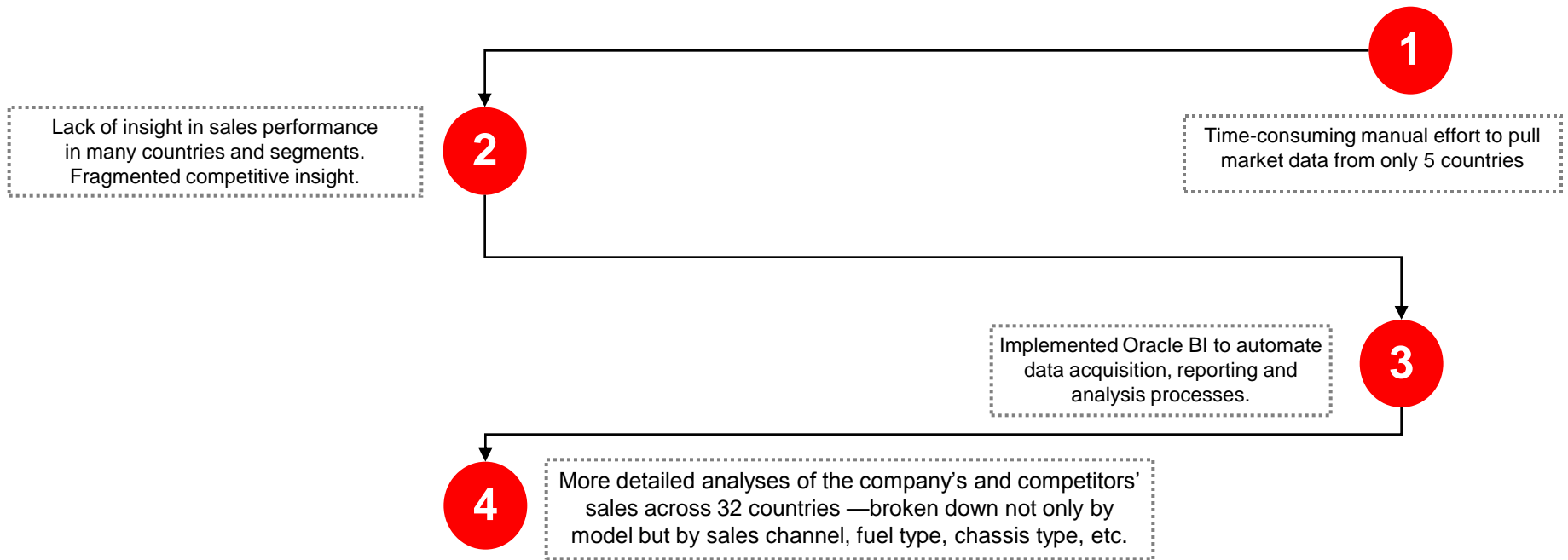
Scenario 2: Your competitor launches a superior product



Scenario 3: Process interruption

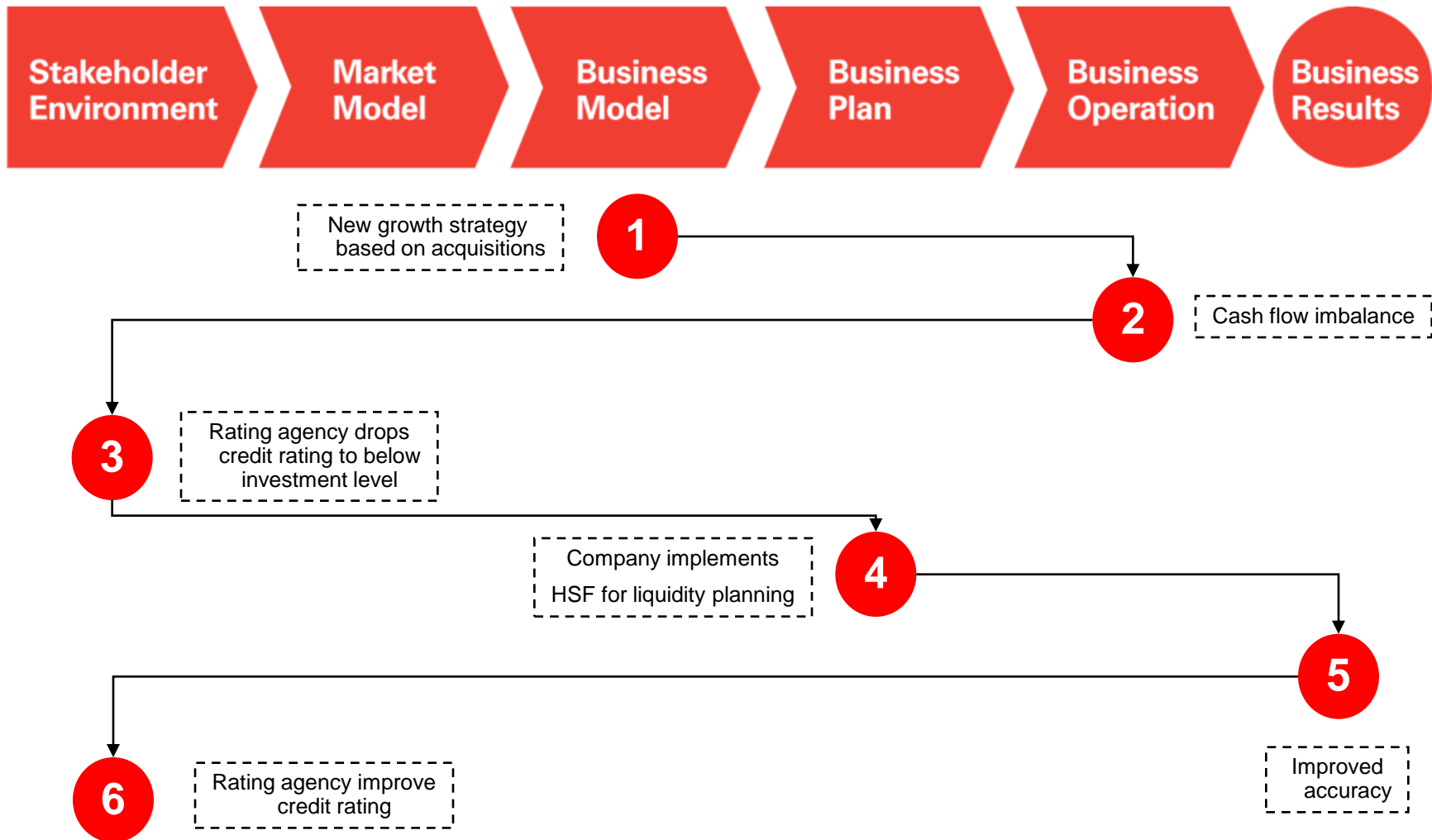


Excellence in Market intelligence

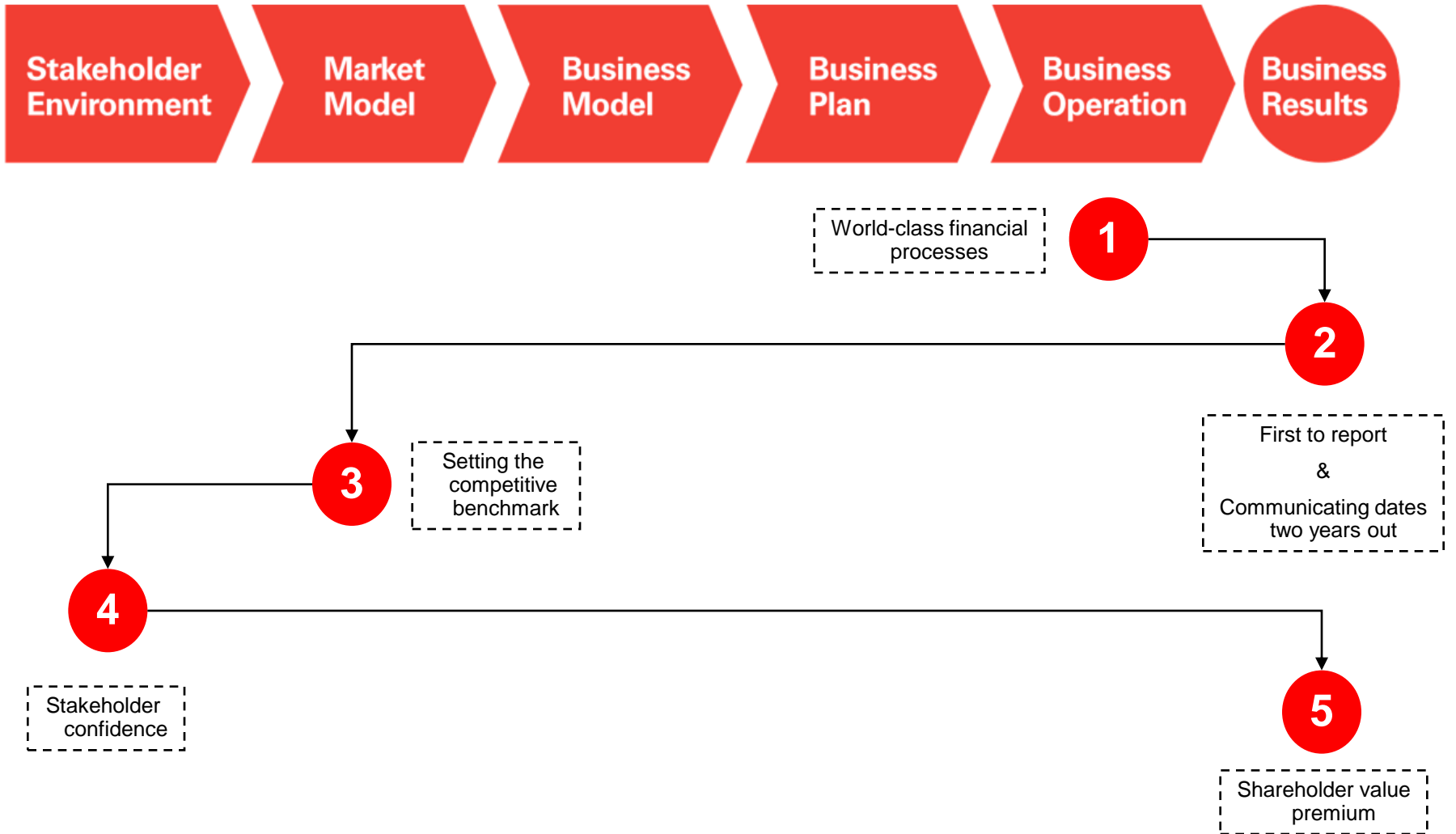


Optimized analysis of trends in its business worldwide and among its competition

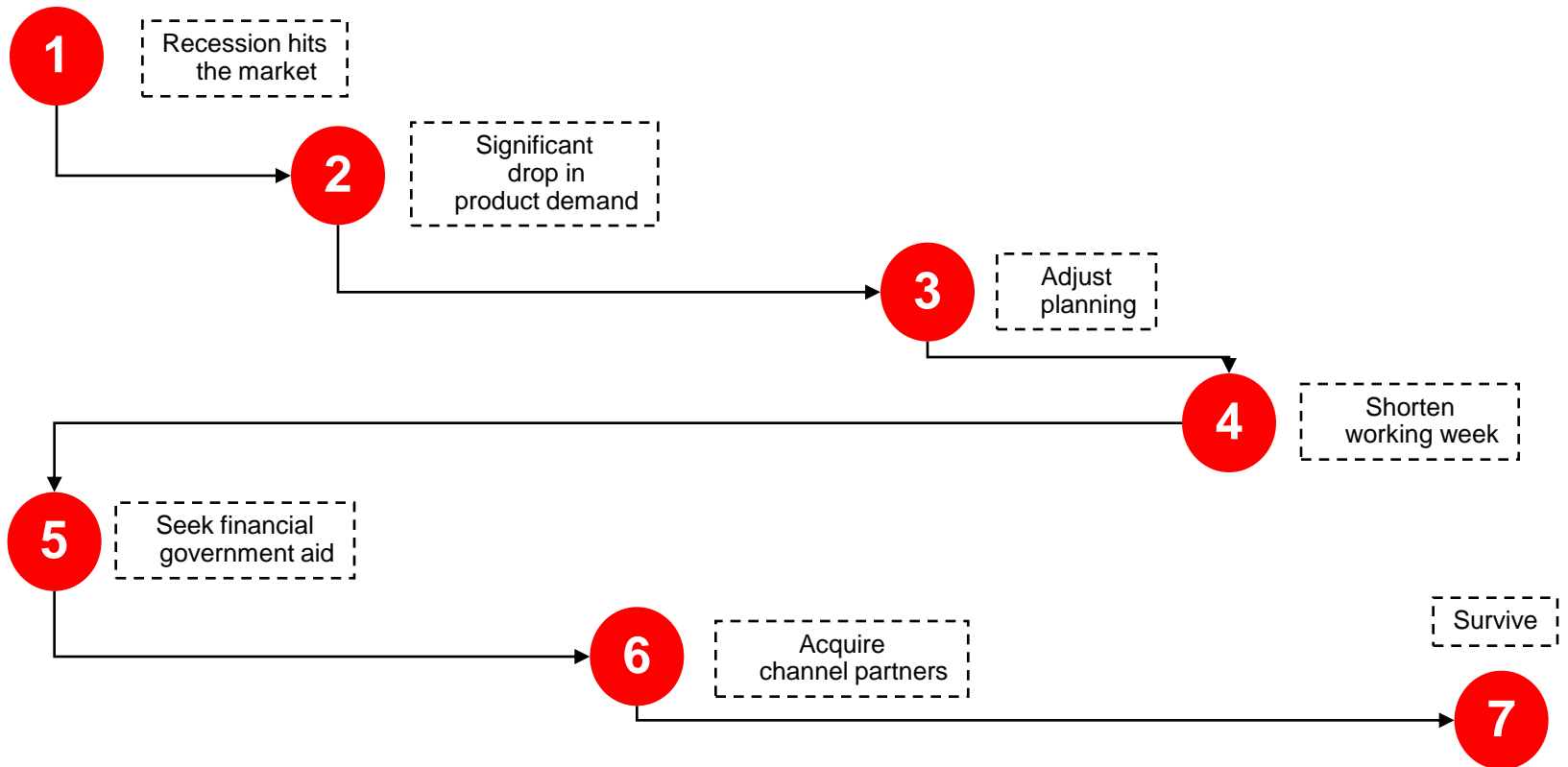
Cash Flow Crisis



World-Class Fast Close



Recession Makes Demand Drop



7 Imperatives In An Economic Downturn

- **Enforce transparency**, end protecting data. Make sure top management as well as work floor immediately get all relevant information, don't wait for monthly and weekly reports
- **Monitor** crucial information on a **daily** basis – Collect Cash, Scrutinize Expenses
- **Throw away your old plans – throw away your new plans.** Identify key operational drivers and forecast operational and financial results continuously
- **Spot the profit.** Focus spending and investing on profitable activities
- **Divest wisely.** Don't only model the cost savings, but also the revenue impact
- **Embrace your stakeholders.** Weather the crisis together, share information and save costs by value chain integration.
- **... Do these 6 things in concert.** Align operational, financial and strategic activities in a framework of management processes

Further Reading

<http://www.oracle.com/epm>

Management Excellence White Papers:

- *How Tomorrow's Leaders Will Get Ahead*
- *The Metrics Reloaded*
- *From Strategy to Success*
- *Techniques and Technologies*

Profit Online Podcast

- *Beyond Competitive Advantage: EPM and Management Excellence*

Publications

- *Journal of Management Excellence, Issue 1, 2, 3 and 4*



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