

New business development

Visibility and best practice

Application to support new business development

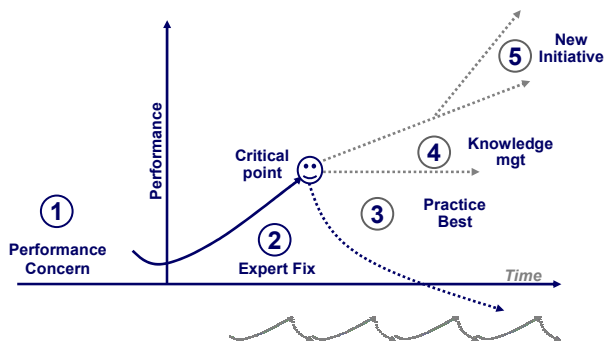
H-I has been supporting strategic innovation and venturing in global organisations for many years. A key challenge has been to ensure ongoing enhanced performance in the process of innovation. This brief introduction provides an insight into our application which maintains ongoing value delivery from the knowledge that is transferred and embedded in an organisation.

In order for organisations to progress they need to maintain competitive advantage. Fundamental to achieving this is:

- Visibility and control for key decision makers
- Best practice techniques for team members
- Knowledge management to avoid the same mistakes

In today's global competitive environment efficiency and effectiveness are also essential. To build competitive advantage organisations also need to develop their strategies based on sound knowledge of New Business Development, front line staff initiatives with customers and the status of their portfolio of projects.

Key features of approach

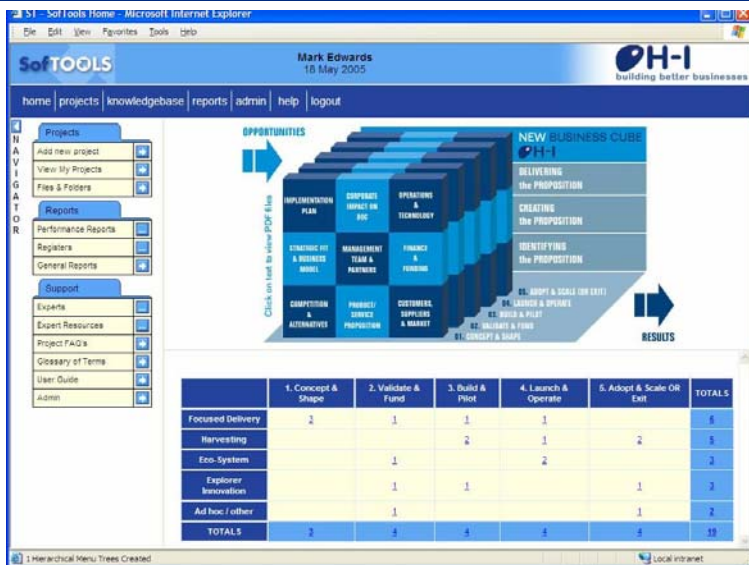


This illustration provides an overview of the typical key stages of performance improvement drives:

- Performance concerns in the business need to be identified
- Expert and experienced consulting supports the analysis of the business requirements
- Process and people aspects are highlighted
- Best practice methods and cases embedded within the organisation
- Knowledge management system to provide ongoing incremental improvements
- New initiatives driven by strategic information and periodic process reviews
- Ongoing capabilities and improvements

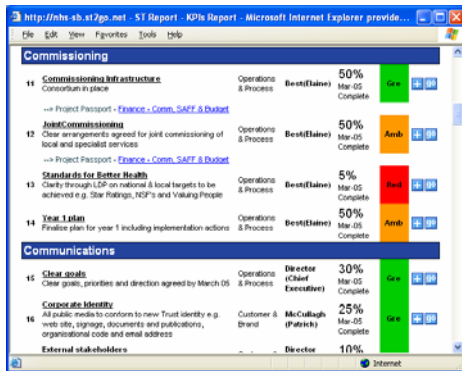


Key features of this integrated application



These screen shots of the New Business Development system illustrate a small part of the application's many features:

- Overview of best practice process
- Online coach, an on-line self-paced learning environment 'learning-at-the-point-of-doing'
- Portfolio overview - instant visibility and control of the project portfolio
- Performance reports - production of key management reports covering individual and team performance
- Red/Amber/Green analysis for easy reporting and action
- Knowledge Base - instant access to real insights, documents, web-sites and other 'expert' resources, both current and historic



Case example

BOC, the global industrial gases business has implemented the support system for their New Business Development projects. Mark Nichols, Group Business Development Director explained:

"Visibility and control is not an easy sell to venture teams who are suspicious of too much oversight. However, the H-I approach makes their lives easier by making reporting an integral part of the project management toolkit. Managers are happier too, because they can easily see where their review, support and challenge can be best applied."

The approach and application has also been used to provide project portfolio management and operational excellence initiatives such as 'WorkOut'™.

To find out more about the benefits and features this application can provide you, an online demonstration or to discuss the H-I Network approach please contact Andrew Gaule.

