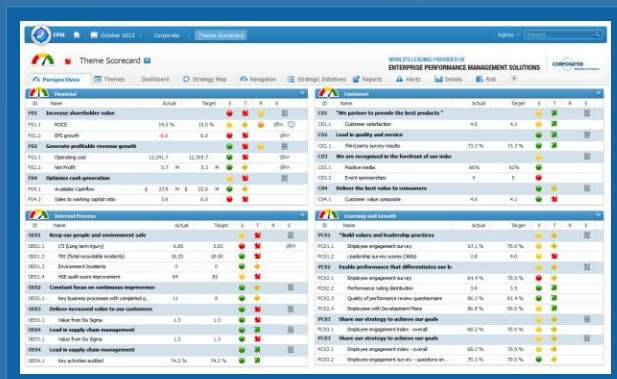


# CORPORATER

*Business in Control*

Corporater EPM Suite places strategy at the heart of enterprise performance management, ensuring that customers have everything they need to execute strategy and manage their performance management framework.

Our web-based business strategy software interface creates balanced scorecards, operational dashboards, strategy maps, strategic initiatives, enterprise reports, risk models, and related performance management disciplines - including quality improvements, financial resources, human resources, and others.



## About Corporater

Corporater is an emerging leader in providing enterprise performance management software. With a commitment of Business in Control, Corporater delivers a powerful, user-friendly solution that is easy to implement and maintain.

Enterprise Performance Management Suite is used by over 1000 organizations worldwide in a wide range of public and private businesses including municipalities.

Visit [www.corporater.com](http://www.corporater.com) for more information



### Align your business units and processes

Corporater offers a holistic environment for aligning all of your business units and processes, helping you to manage risks, initiatives, resources, and competencies.



### Translate strategy into a measurable framework

Turn the vague, imprecise realm of visions and strategies into clear and objective performance measures, and cascade throughout your organization.



### Communicate strategy across your organization

Create strategic awareness by using Strategy Maps and Balanced Scorecards - both what you want to accomplish and how you will accomplish it. Share performance results across your organization.



### Act to drive performance

More than just measuring and monitoring performance, Corporater provides tools to motivate people to make the best decisions and to quickly respond to changing business conditions.

**World's Leading Provider of Enterprise Performance Management Solutions**

## Align your business units and processes

Align all of your business units and processes within one performance management portal. Whether you are looking to manage your risks and opportunities, or the human or financial resources necessary to drive your performance, Corporater offers a holistic environment for alignment.

Our fully flexible approach enables you to work the way you manage by easily combining elements - track the financial resources and risk factors associated with your projects, for example. Provide users and managers with a comprehensive view of performance.

- Identify and assess risk exposure
- Set thresholds and monitor risk factors
- Create risk reports and share corrective action to users and groups

- Locate root causes of performance problems
- Identify and share best practices
- Benchmark performance



- Link necessary resources and monitor their utilization
- Analyze efficiency and quality of projects
- Monitor project risk factors

- Monitor strategic expenditures
- Communicate rationale and policies behind forecasts and plans
- Support driver-based planning and rolling forecasts

- Align personal goals with strategy
- Track progress in meeting goals and milestones
- Link incentive compensation to targeted scorecard measures

- Monitor and follow up quality issues
- Model continuous/continual quality improvement programs
- Communicate and report results across your organization

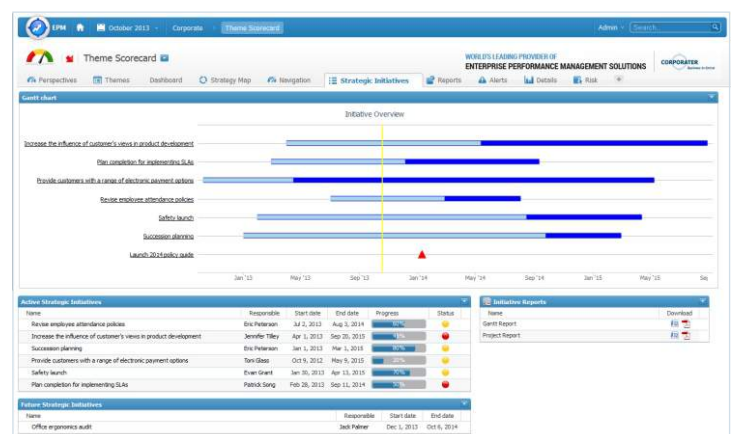
- Measure processes and monitor progress
- Create and visualize cause and effect linkages
- Link to risk assessment and financial tracking tools
- Communicate and report results across your organization

## Organizational alignment

- Align corporate, business units, support units, external partners, and boards with strategy
- Integrate strategy into the planning, budgeting, management reviews, and reporting processes

ID	Name	Actual	Target	S	T	B	S
FR1	Revenue shareholder value	14.5 %	15.0 %	🟡	🟡	🟡	🟡
FR2	SGP growth	46.5	6.5	🟡	🟡	🟡	🟡
FR3	Operating cost	12,241.7	12,305.7	🟡	🟡	🟡	🟡
FR4	Net Profit	5.7	5.3	🟡	🟡	🟡	🟡
FR5	Optimise cash generation	€ 229	€ 22.8	🟡	🟡	🟡	🟡
FR6	Sales to working capital ratio	3.6	6.9	🟡	🟡	🟡	🟡

Scorecard view



Strategic Initiatives

## Translate Strategy Into Action

Turn the vague, imprecise realm of visions and strategies into clear and objective performance measures. Building traditional scorecard structures, such as perspectives, strategic objectives, and KPIs, helps breaking down overall strategic concepts into measurable and easily understandable action elements.

Each metric can be presented on its own page to display detailed tables and graphs showing trends, historical information, and underlying data.

## Communicate Strategy & Create Strategic Awareness

Management is about communication. Motivate employees through communication and education.

Communicate vision, mission, and strategy by using Strategy Maps and Balanced Scorecards - both what you want to accomplish and how you will accomplish it.

## Transparency

Build transparency within your organization by sharing performance results across the entire organization. Ensure that best practices are exercised by all.

## Develop employee competencies

Motivate employees through communication and education. Ensure that best practices are exercised by all.

## Act to Increase Employee Performance

Corporater EPM Suite helps promote a culture of performance at all levels and seeks to increase employee performance by offering integrated tools for managing initiatives, activities, and tasks that drive your organization's strategy.

- Create individual pages that offer easy access to tasks and information
- View complex initiatives as sub-tasks or milestones
- Track status and progress of initiatives and their components
- Create dashboard pages to track initiative performance

Status	ID	Name	Responsible	Actual	Target	Trend
<b>Operational Excellence</b>						
🟡	F04	<b>Optimize cash generation</b>				🟡
🟢	F04.1	Available Cashflow	Geoffrey Clapp	\$ 27.8 M	\$ 22.0 M	🟢
🔴	F04.2	Sales to working capital ratio	Kim Matthews	3.6	6.0	🔴
🟢	F05	<b>Deliver continuous cost improvement</b>				🟡
🟢	F05.1	Production cost savings	Geoffrey Clapp	70.6 %	7.0 %	🟡
🟢	F05.2	Logistics and supply chain savings	Kim Matthews	91.8 %	9.1 %	🟡
🟢	C02	<b>Lead in quality and service</b>				🟢
🟢	C02.1	Third party survey results	Geoffrey Clapp	73.3 %	71.3 %	🟢
🟢	OE01	<b>Keep our people and environment safe</b>				🟢
🟢	OE01.1	LTI (Long term injury)	Geoffrey Clapp	6.85	5.83	🟢
🟢	OE01.2	TRJ (Total recordable incidents)	Calvin Christensen	18.29	18.00	🔴
🟢	OE01.3	Environment Incidents	Geoffrey Clapp	0	0	🟡
🟡	OE01.4	HSE audit score improvement	Calvin Christensen	84	85	🔴
🟢	OE02	<b>Constant focus on continuous improvement</b>				🟡
🟢	OE02.1	Key business processes with completed quality review	Geoffrey Clapp	11	8	🟡
🟢	OE03	<b>Deliver increased value to our customers</b>				🔴
🟢	OE03.1	Value from Six Sigma	Geoffrey Clapp	1.3	1.3	🔴
🟢	OE04	<b>Lead in supply chain management</b>				🟢
🟢	OE04.1	Key activities audited	Geoffrey Clapp	74.2 %	74.2 %	🟢
🟢	OE05	<b>Leverage global resources to accelerate delivery of innovation value</b>				🟢
🟢	OE05.1	Activities performed in cost optimized environment	Geoffrey Clapp	79%	78%	🟢
🟢	OE06	<b>Deliver optimal IT services at lowered cost</b>				🟢
🟢	OE06.1	Percent of enterprise solutions delivered via cloud	Geoffrey Clapp	72.5 %	69.4 %	🟢

Operational Excellence

Status	ID	Name	Responsible	Actual	Target	Trend
<b>Invest for Growth</b>						
🔴	F01	<b>Increase shareholder value</b>				🟡
🟡	F01.1	ROCE	Arlene Case	14.5 %	15.0 %	🟡
🔴	F01.2	EPS growth	Calvin Christensen	-0.6	6.0	🔴
🟢	F02	<b>Generate profitable revenue growth</b>				🟢
🟢	F02.1	Revenue growth	Arlene Case	35.7 %	33.8 %	🟢
🟡	F02.2	Profit growth	Calvin Christensen	12.9 %	15.0 %	🔴
🟡	C01	<b>"Corporater partners with us to provide the best products"</b>				🟢
🟢	C01.1	Customer satisfaction	Sandy Raynor	4.0	4.1	🟢
🟢	IG01	<b>Manage new growth &amp; acquisition opportunities</b>				🟢
🟢	IG01.1	Op profit growth	Arlene Case	\$ 17,663 K	\$ 17,500 K	🟢
🟡	IG01.2	Capex spent vs budget	Calvin Christensen	3,881	3,750	🔴
🟢	IG01.3	Capex as a % depreciation	Arlene Case	41%	27%	🟡
🟢	IG01.4	Sales in new markets	Calvin Christensen	75%	67%	🟢
🟢	IG01.5	Revenue growth	Arlene Case	35.7 %	33.8 %	🟢
🟢	IG02	<b>Protect our core business</b>				🟢
🟢	IG02.1	Compliance with internal audit results	Arlene Case	60%	60%	🟢
🟢	IG03	<b>Develop new products and services to deliver customer value</b>				🟢
🟢	IG03.1	Number of new products to market	Arlene Case			🟢
🟢	IG04	<b>Manage long term customer relationships</b>				🟢
🟢	IG04.1	Volume covered by contracts with key customers	Arlene Case	52%	50%	🟢
🟢	IG04.2	Margin trend on key customers	Calvin Christensen	7.2 %	5.0 %	🟢

Invest for Growth





## Corporater offers a holistic view of your business performance

Corporater EPM Suite is designed for business users - in government organizations, non-profits, and in all types of businesses and industries. Create and maintain a culture of performance through managing metrics, scorecards, dashboards, initiatives, and plans. Easily adapt and respond to constantly changing business needs - without relying on your IT department.

### Easy to use

A web based solution designed for business users, Corporater EPM Suite enables organizations focus on effectively executing their strategy, rather than dealing with the IT complexities that comes with traditional enterprise solutions.

### Flexible

Built to support the Balanced Scorecard, EPM Suite also supports quality initiatives, such as Lean, Six Sigma, EFQM, and can be easily customized to meet your unique management needs.

### Powerful and certified

Corporater EPM Suite is Palladium Kaplan-Norton Balanced Scorecard Certified™ Software. It is scalable to any size of organisation.

### Fast results

Ready to run and easy to use, we ensure a successful roll-out to your entire organization. We also offer Corporater EPM Suite as a service - on-demand, with no software to install or maintain.

### Automation

Connect to your existing data to automate collection. Automatically generate and distribute reports, alerts, notifications, and forms.

### Clarity

Summarize your overall business performance at a glance. Quickly navigate to problem areas, and identify root causes.

### Popular use areas

- Scorecards and performance dashboards
- Enterprise reporting
- Initiative management
- Risk management
- Strategic visualization tools
- Employee performance management



Performance Dashboard



Strategy Map



✉ sales@corporater.com  
 🌐 www.corporater.com

#### Europe

IPARK, Richard Johnsenstgate 4  
 P.O.Box 8034,  
 N-4068 Stavanger  
 Norway  
 Phone: + 47 48 15 40 00

Vasagatan 7, 4tr  
 111 20 Stockholm  
 Sweden  
 Phone: +46 709 65 75 81

#### North America

300 Brickstone Square,  
 Suite 201,  
 Andover,  
 Massachusetts, 01810  
 Phone: 1 800 670 8942

#### South America

Echeverria 1515, 12do D  
 CP: C1428DQS  
 Ciudad Autónoma de Buenos Aires  
 Argentina  
 Phone: + 54 11 5353 2016

#### Asia

62, 3rd Street,  
 Abhirampuram,  
 Alwarpet, Chennai - 600018  
 India  
 Phone: + 91 44 6455 7751

#### Middle East

Indigo Icon, office 1902  
 Jumeirah Lakes Towers  
 PO box: 309083  
 Dubai, UAE  
 Phone: + 971 4 433 9879