

1. Record Nr.	UNINA9910139055703321
Autore	Dimon Ron
Titolo	Enterprise performance management done right [[electronic resource]] : an operating system for your organization // Ron Dimon
Pubbl/distr/stampa	Hoboken, N.J., : John Wiley & Sons, c2013
ISBN	1-118-63626-0 1-118-41713-5 1-299-31477-5 1-118-42066-7
Edizione	[1st edition]
Descrizione fisica	1 online resource (210 p.)
Collana	Wiley CIO
Disciplina	658.4/038011
Soggetti	Management information systems Information technology - Management Performance - Management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover; Title Page; Copyright; Contents; Foreword; Preface; Acknowledgments; Chapter 1 What's Broken and What's Possible; Strategy-Execution Gap; Buckets of Pain; The Promise of EPM; What Enterprise/Corporate/Business Performance Management Is Not; ``Business Intelligence with a Purpose"; Notes; Chapter 2 An Enterprise Performance Management Process; Context; Impact; Responsibility; Management Operating System; Gather; Where Are We?; Understand; Why Did We Get What We Got?; Debate; What Do We Want to Happen?; Commit; How Will We Get It Done?; Macro and Micro; The Middle; Summary; Notes Chapter 3 Gather: Turning Data into InformationManagement by Exception; Push and Pull; Ingredients; Your Point of View; Information Qualities; Information Delivery; Consumption; Contribution; Classification; Management and Statutory Reporting; Financial Consolidation; Alternate Hierarchies; Allocations; Sustainability Reporting; Enabling Technologies; Rationalization; Potential Quick Wins; Summary; Notes; Chapter 4 Understand: Turning Insights into Actions; Business Questions; Root Cause; Multidimensional Cubes;

Patterns and New Insights; Patterns; Enrollment
Big Data and Predictive Analytics Structuring Unstructured Data;
Predictive Analytics; Data Visualization; Enabling Technologies;
Components for Your EPM Roadmap; Potential Quick Wins; Summary;
Notes; Chapter 5 Debate: Turning "What If" into "What's Next";
People; The Process; Scenarios; Resilience; Drivers: What Moves the
Needle?; Debate Management; Enabling Technologies; Potential Quick
Wins; Summary; Note; Chapter 6 Commit: Bringing Accountability and
Focus to the Enterprise; Accountability; Gaming the System; Enterprise
Planning and Forecasting; Driver-Based Planning; Forecast Accuracy
Rolling Forecasts Resource Optimization; Enabling Technologies;
Ingredients for Your EPM Roadmap; Potential Quick Wins; Summary;
Notes; Chapter 7 Execute: From Insight to Actions to Results;
Everything Is Connected; Sales Performance Management; Sales
Operations Performance; Order to Cash Performance Management;
Supply Chain Performance Management; Why Does Unified Sales
Performance Management Matter?; Marketing Performance
Management; Summary; Notes; Chapter 8 Strategy: Aligned to the Right
Outcomes; The Language of Strategy; Functional Value Maps; Optics:
Line of Sight; Metrics Equal Focus
Profitability Strategic Flexibility; Closing the Gap; Summary; Notes;
Chapter 9 Bringing It All Together; Alignment; Business/IT Alignment;
Strategy/Operations/Tactical Alignment; Financial/Operational
Alignment; Cross-Functional Alignment; Internal/External Alignment; A
Common Business Language; Maturity Is in the Arrows; Return on
Investment and Total Cost of Ownership; Standard Architecture; Your
EPM Roadmap; Organizational Readiness: The EPM Center of Excellence;
Paralyzed by Feuds?; EPM and Incentive Plans; How Do You Get Started?;
Summary; Notes; Appendix: An EPM Maturity Model
Bibliography

Sommario/riassunto

A workable blueprint for developing and implementing performance management in order to improve revenue growth and profit margins
Enterprise performance management (EPM) technology has been rapidly advancing, especially in the areas of predictive analysis and cloud-based solutions. Real Enterprise Performance Management introduces a framework for implementing and managing next-generation functionality for better insight, focus, and alignment of EPM. This blueprint shows that EPM can have a direct positive impact on revenue growth, operating margin, asset utilization, and cash c
