



Business Value Office

The Power of Perspective

What Is Hampering Your Corporate Strategy?

Why are you looking to implement a software solution? Do you want to improve net revenue margin? Can you identify early those projects that are destined to fail and those that will succeed? Are you looking to improve your ratio of cash-flow days? We want to help solve the problems that are hampering your corporate strategy. We can only do that by listening closely to you.

That's why our Business Value Office (BVO) will conduct a rigorous value assessment so we can fully understand your challenges and engineer the best possible solution to meet your needs. You know your business best. We will be guided by you. You'll see immediate benefits from this collaborative approach, working closely with our Business Value Principals, who will be assigned to your engagement.

Gain from our experience

- Benefit from a different set of perspectives
- Quickly identify root causes to issues by drawing on our consultants' learnings from every single client engagement, personal experience and our own internal knowledge-sharing peer network
- Find quick wins with lasting positive impacts, where there is less effort for immediate gains, while identifying where more in-depth longer-term planning can truly transform your business

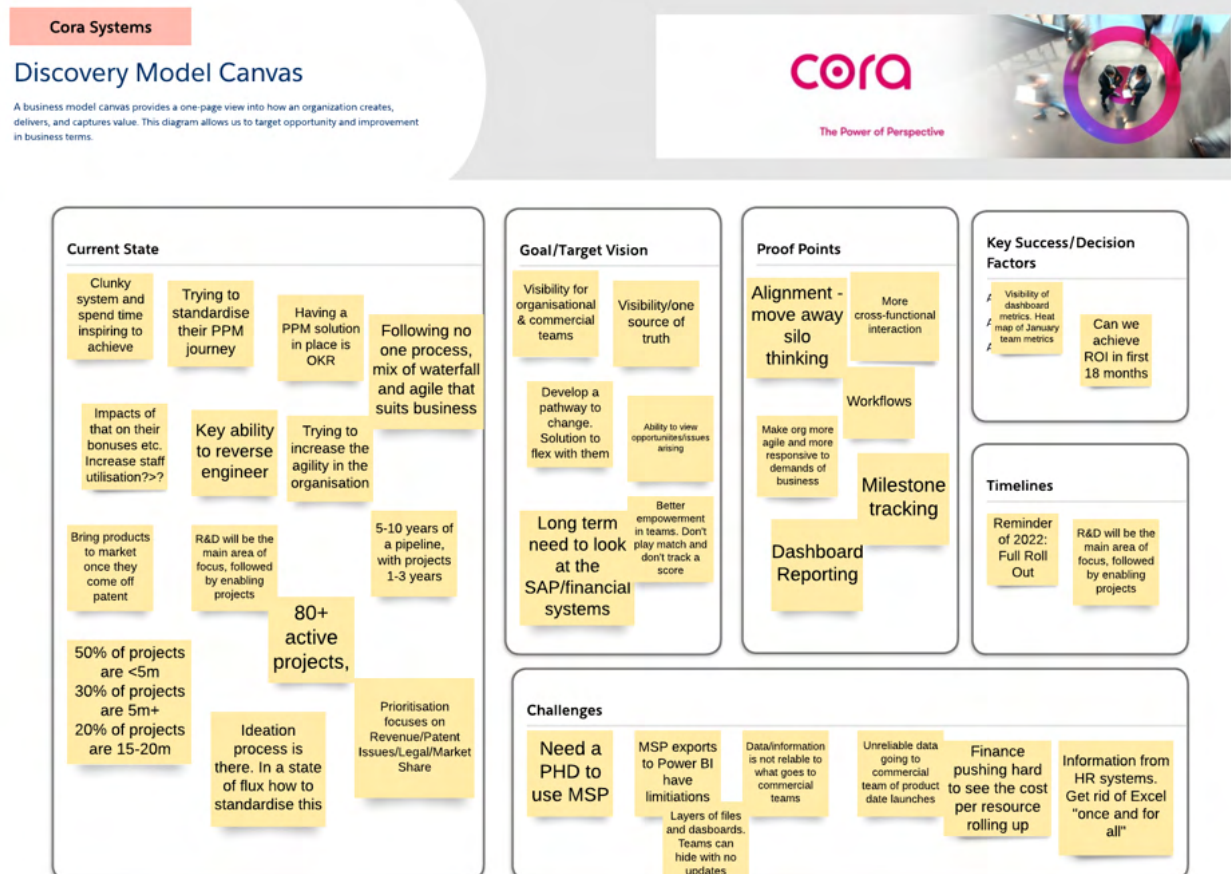


What is the BVO?

Cora's BVO, our business value office, calculates the projected returns your organization could achieve with a Cora implementation.

The BVO carries out an implementation value assessment. The process is run for your management with the participation of the teams running, managing and affected by the chosen capability areas. While no two assessments are the same, the methodology is standard, and proven to provide valuable insights to management for future decision-making.

It's a workshop-based forum for finding out the key business outcomes that matter to you. How can we help get to the root of your problems? Maybe you want to improve supply chain reliability or increase customer retention or maximize yield. Our BVO team can help you reach those goals. We want to ensure a profitable customer experience for you.

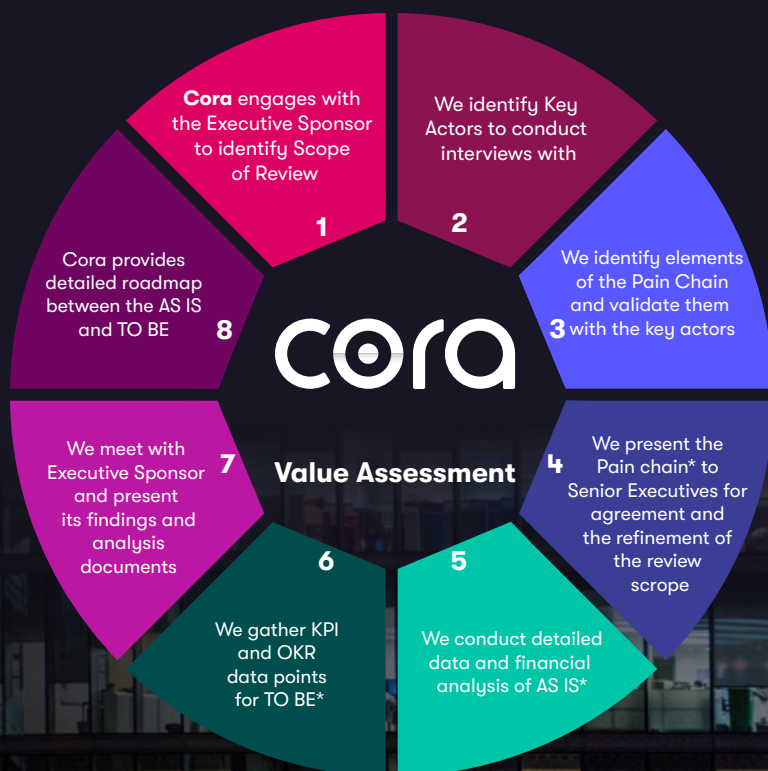


How Does It Work?

For your Cora Value Assessment, we interview senior business actors to establish the “AS IS” status for your organization’s strategic portfolio management maturity. The output of the process is a “TO BE” future state, supported with detailed identification of your “AS IS” issues and costs of your current state, so we can provide you with a business case and detailed plan for change.

We adopt a time-phased approach to introducing change in a thought-out and agreed way. Change areas are measured in points value so supports and any funding required are appropriately targeted.

The value assessment process is designed to be unobtrusive, informative to your management team and collaborative in nature. It’s not a review of individual performance of either people, departments or projects. It is a holistic top-level review of your overall implementation.



1. The AS IS cost breakdown is a diagnostic of your current base lines of total resource costs, overall project performance, and underlying financials related to operating all projects for the organization (it is high level and does not diagnose any individual performance). During the interview process, we will gather data points, and validate them with you prior to your final report being delivered.

2. The TO BE business case uses the AS IS baseline and a set of defined improvements across a set of areas that your management team agrees are sensible, achievable, and support worthwhile improvements to the day-to-day operations of your organization.

The Pain Chain

Our Business Value Principals will interview key stakeholders in your business to try and understand the “AS IS” current state.

They’ll establish a Pain Chain: a diagnostic tool that supports a business case for potential automation and operational improvements of business units across your organization.

It’s a process for identifying how issues present in one department from a lack of automation in another – so we can establish the root cause of issues and inefficiencies that hurt each department and job role.



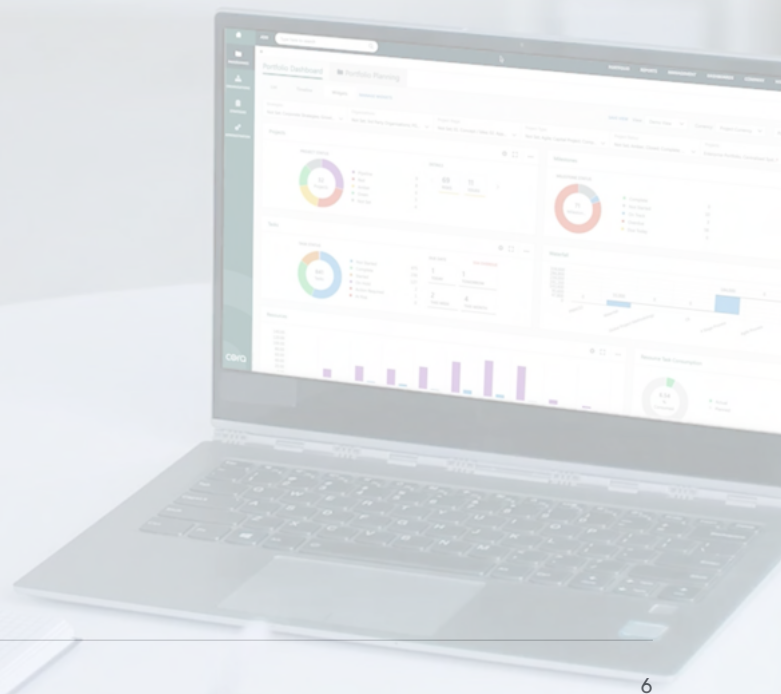
What Stage Are You at on Your Journey With Cora?

A. Are you considering a Cora implementation?

If you're considering partnering with Cora, our Business Value Principals will conduct discovery workshops. We'll help determine your issues, pains and goals, leading to a cast-iron business case: mapping your processes; and developing the costs, risks and potential value of changing to a future state with a Cora implementation.

B. Are you an existing Cora client?

If you're an existing client, our Business Value Principals will engage at the transition to your Client Delivery team to ensure the metrics discussed in your business case are tracked during and post-implementation, answering the question: "Are you receiving the value proposed during the selection process?" Maybe you want to expand your business processes or you're ready to deploy "the next stage" of your journey with Cora. We'll help you get to your destination.



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