



Link Corporate Strategies to Actions and Resources

Investors look for evidence that a company can fulfill its promises—that is, execute its corporate goals and strategies. To provide that proof, you need to align your strategies with operational plans, budgets, and people. Extensity® financial MPC performance management software helps you direct your focus, align resources, and control processes to achieve strategic success.

MPC provides strategic planning capabilities that allow you to take advantage of a simple framework for linking strategic plans to operational plans, performance measures, and people. In the process of linking these elements, you gain an intuitive, visual method of reporting on how the actions of operating units and individuals are contributing to the success of the overall strategic goals. In turn, this process helps you ensure enterprise-wide communication, participation, understanding, and accountability for strategic success.

MPC's strategic planning capabilities help you understand not only the business events and the source of revenue in a given period, but also whether your strategic plan was implemented, to what degree, and how well. MPC helps you monitor key performance indicators and gain insights into why some actions successfully supported key performance indicators and others did not. You can also pinpoint those initiatives that can be eliminated without negatively affecting strategic goals, thus focusing your resources most effectively.

With MPC, you use enterprise-wide collaboration and communication to promote plan participation and accountability.

- **Easy-to-understand cause/effect structure for plan creation**—click-and-drag interface enables creation of strategic plans; enables linkage to budgets, operational plans, individuals, and performance measures
- **Single database with web access**—enables sharing of updated information throughout the enterprise; fosters collaboration around corporate plan, enabling senior executives to define and communicate high-level strategies and provide them to operational managers, who define supporting activities and assign responsibilities to various individuals, improving accountability; promotes consistency, timeliness, and ensures focus and activities stay aligned with corporate goals

- **Linkage of supporting elements**—enables you to link strategies to supporting elements such as text documents, spreadsheets, notes, discussion threads, financial reports, web pages, and other applications, providing insight about assumptions, business environments, etc., that influence effective plans
- **Assigned user privileges**—maintains security around data views and functions, allowing users to see only activities for which they're responsible and decide whether they need to take additional steps to meet their goals for the period

You can choose the planning methodologies that best meet your needs when you use MPC.

- **Support for various planning methodologies**—recognizes that different planning styles are needed for different organizations, thus supporting a wide range of methodologies, including Balanced Scorecard, Six Sigma, and EVA; provides planning templates, enabling faster return on investment
- **Balanced Scorecard Collaborative Certified**—complies with the standards maintained by the Balanced Scorecard Collaborative in improving corporate value; provides an enterprise view of an organization's overall performance by integrating financial measures with other key performance indicators around customer perspectives, internal business processes, and organizational growth, learning, and innovation
- **Flexibility of measures**—allows you to use data that is behind financial measures (e.g., revenue, margin per product) or nonfinancial measures (e.g., customer satisfaction ratings, training hours completed, employee retention) to link with strategies

Through MPC's built-in reporting options, you gain enhanced understanding.

- **View to cause-and-effect linkages**—provides plan overview report showing color-coded cause-and-effect linkages between specific actions and the overall corporate plan; color coding shows closeness to target as a visual percentage of completeness; enables more effective decision-making
- **Cost and revenue reporting**—allows entire team to view total costs and revenues by any combination of department objective, strategy, and supporting activity
- **Performance results report**—enables managers to understand the relationship between supporting strategic activities (show to what degree something was implemented) and outcomes (show whether goals that needed to be achieved were achieved by implementing an activity)
- **Trend report**—allows you to see positive and negative trends from one period to the next
- **Responsibilities report**—allows you to view all tactics that are assigned to an individual and determine how well they are being implemented; enables users to enter notes and discussions, and to attach status or correction plans
- **Impact-on-plan report**—shows hierarchy of other plan elements that have an impact on the success of others' goals being met (cause-and-effect structure)
- **Plan-by-category report**—allows viewers to look at activities grouped into the perspectives defined by the Balanced Scorecard methodology
- **Ad hoc reporting**—enables you to compare actual results against planned results, helping you determine whether the plan is working
- **Drill-down capabilities**—allow you to penetrate beyond summary numbers to transactional details, often in the source system itself
- **Dashboards**—enables senior executives to see a snapshot of key performance indicators in real time

Beyond Strategic Planning

With Extensity MPC, you can move beyond strategic planning to true performance management. MPC not only helps you improve your strategic planning process by directing the focus and actions of your organization, but also enhances the overall efficiency and effectiveness of your business.

You can align resources to support your corporate objectives through financial and operational planning, flexible budgeting, and realistic forecasting; and monitor and control performance with meaningful reporting and analysis that leads to improved decision-making.

MPC is an open, fully integrated financial performance management system that helps you extend your investment in your existing platforms, applications, and systems.

About Extensity

Extensity is *the leading* financial performance management company focusing exclusively on the comprehensive needs of finance professionals. With more than 12,500 customers worldwide, Extensity enables better financial management and decision-making throughout the enterprise in many of the world's most progressive and successful companies.

We leverage the power of trusted, finance-centric data through a comprehensive set of end-to-end solutions from financial applications to performance management. Extensity has over 1,100 employees in 42 offices worldwide.

To Take Action

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