

[Company Brochure]



Business Performance
Management Solutions

Performance Management
Consulting & Benchmarking



“Like a successful golfer keeps score, successful organizations do as well.
They know how well they and others play, and improve accordingly.”



Company Brochure



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E-Novation™ is an Australian company with its corporate head office located in Sydney, Australia.

We are helping organizations to improve their performance using a combination of research, management consulting and technology.

We develop and implement a world-class business performance management solution – BizWise™.

BizWise™ enables our customers to continuously improve their performance, measured in higher gross margin profitability, return on assets and customer satisfaction.

We service leading organizations such as Allianz®, Coca-Cola®, the Australian Commonwealth Government, and others.

Our solutions and services help our customers to:

- Benchmark their organizational performance in any functional area against competitors and industry metrics, both domestic and global
- Implement advanced business performance management procedures, based on Balanced Scorecard and Six Sigma methodologies

E-Novation™ possesses extensive practical experience in the above areas and our people are publicly recognised for delivering successful outcomes:

- In 2003 one of our directors won the prestigious MIS Innovation Award in the Intranet / Extranet category on behalf of Dairy Farmers / Australian Co-operative Foods for introducing an on-farm performance management portal
- In 2003 one of our directors was professionally recognised for his efforts implementing an end-to-end electronic invoicing and payment solution for a large Australian manufacturer, featuring advanced franchise performance management capabilities

Overview: Business Performance Management 2005 - 2010

Business Performance Management is the process for enabling an integrated system to measure, assess and improve organizations' performance.

Performance is principally measured in distinct units of measure referred to as Key Performance Indicators (KPIs).

Virtually every organization has systems in place to measure financial performance, that is, the flow of money to and originating from an organization.

However, organizational performance is not determined by financial performance alone but is rather reflected in it. Therefore, to really understand and be able to improve performance requires the measurement of non-financial performance – and more importantly, to devise actionable objectives for improvement.

When measuring non-financial performance the challenge is to adopt an integrated performance management system. This is because performance across an organization is interdependent – as are people, processes and technologies any organization uses to deliver value-adding outcomes.

This goes one step further still as performance is also significantly affected by the performance of third parties that are part of the organization's value chain.

E-Novation™ Performance Management Research and Consulting Services

We principally assist clients to ascertain, compare and improve their organizational performance against industry benchmarks.

This comprises of:

- Introducing standard performance and / or productivity metrics that contribute to achieving organizational objectives
- Enable a process of continuous and accurate measurement of performance data in a structured manner
- Provide analytical research for comparing performance data with peer and industry benchmarks



Performance Management Methodologies

Our team possesses relevant skills in a variety of performance management, quality and measurement methodologies.

This includes the Balanced Scorecard and Six Sigma, as well as a large number of research techniques specific to relevant industries.

Performance Management Technology – BizWise™

We develop, implement and support a technology solution that complements our research and consulting services – BizWise™.

BizWise™ enables the efficient and continuous collection, consolidation and reporting of performance information via a web-based portal.

Some of the features of BizWise™ are:

- Integrated security model with digital certificate technology
- Web-based performance management portal for individual users featuring advanced data analytics and graphical reporting
- KPI management module providing integrated geographical, organizational, functional and team hierarchies and associated data mapping
- XML and web services technology for advanced systems integration with other business information systems

BizWise™ was developed using proven Java Enterprise Edition (J2EE) technology.



Digital security provided with BizWise™ is using Verisign PKI and authentication technology services - a United States military-grade public key infrastructure, and security operations centre.

Q&A

Question:

“What is Business Performance Management all about?”

Answer:

It is a systematic process to measure and improve the performance of your organization.

Question:

“How do I measure performance?”

Answer:

A wide range of accepted performance metrics exist specific to industries and organizational functions, down to individual job roles.

From these, a ‘performance network’ (an interdependent structure of metrics) is developed for your organization. The network is aligned to the objectives of your organization.

Question:

“What is BizWise?”

Answer:

We use BizWise™ to automate the continuous collection, consolidation and reporting of performance data.

This improves the speed and hence timeliness of ascertaining performance compared to traditional methods, and provides a continuous rather than ad-hoc approach to managing performance.

Question:

“Are you using standards?”

Answer:

Compliance with standards is very important. Wherever possible we apply standard metrics to measure performance for facilitating peer and industry benchmarking.

Question:

“Can you benchmark my performance against my competitors and industries?”

Answer:

Yes. We have access to a wide range of industry-specific benchmarking information.



Case Studies:

- In 2004, Allianz™ approached E-Novation™ to conduct research to ascertain its operating expenditure performance with other financial services companies.

We delivered a holistic assessment of expenditure performance to Allianz™, covering all major operating expenditure categories.

In a second stage of the initiative BizWise™ will be used to allow Allianz™ to assess its market-based performance dynamically on demand.

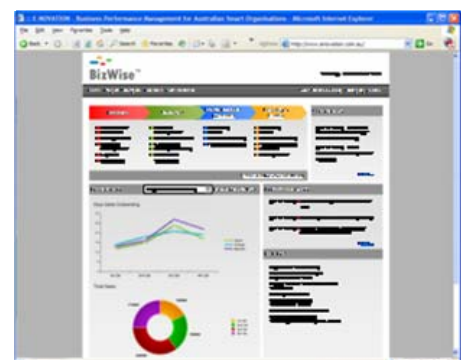
- In early 2004, E-Novation™ started working with an Australian-based manufacturer.

The primary objective was to allow corporate management to ascertain the performance of individual operating divisions in Asia.

This is expected to extend to franchise operators during 2005 for improving the profitability of product sales and distribution partners.

- In early 2005 E-Novation™ was commissioned to benchmark the performance of the CSIRO's corporate departments against reference peers and industries.

This extended to global benchmarks, enabling the CSIRO to define organizational objectives for lowering costs and improving efficiencies.



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The Internet Benchmark Exchange™, BizWise™ and Collaborative Benchmarking™ methods and technological solution design blueprints are subject to a patent (pending) lodged end 2002.

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