



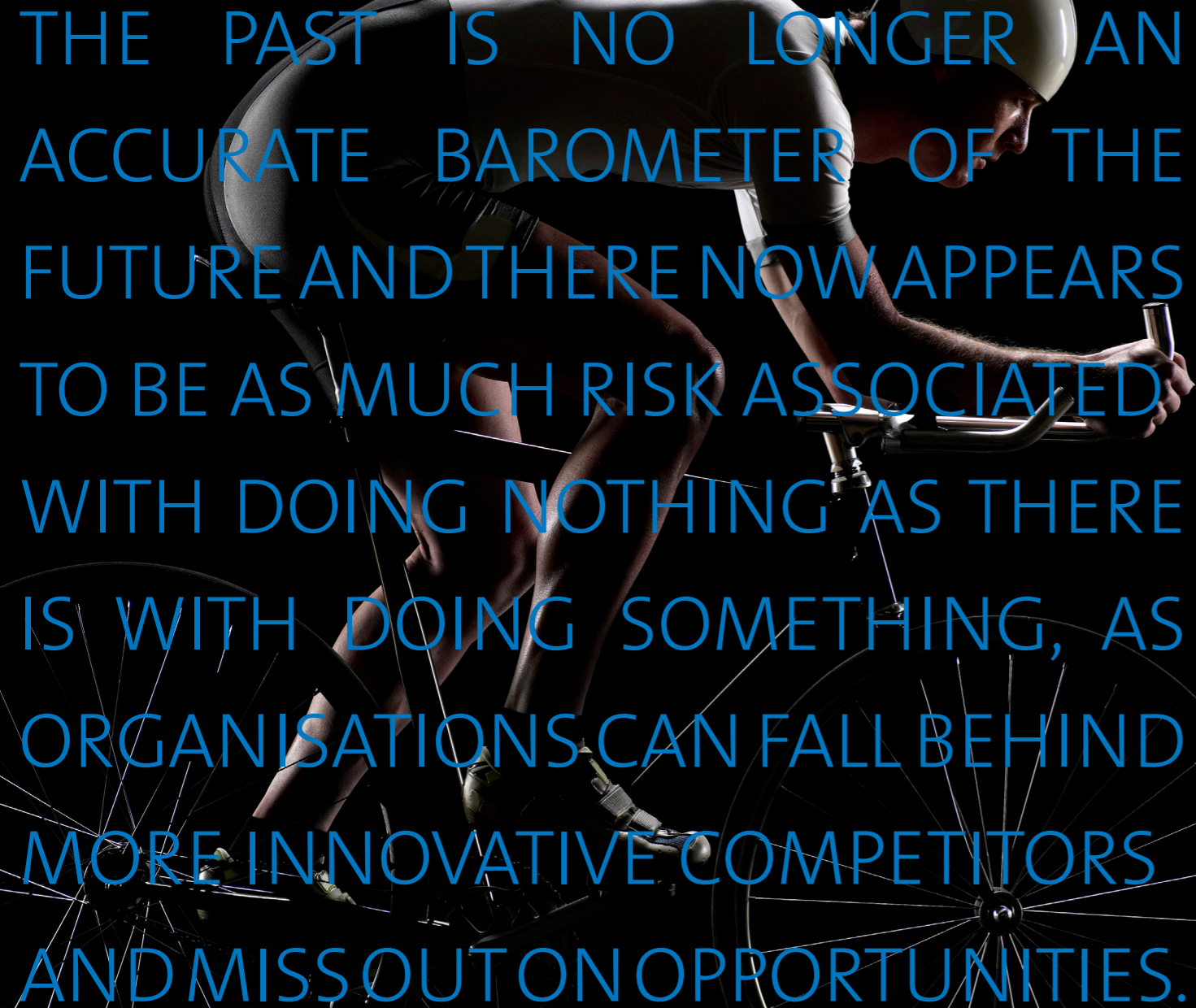
Look beyond your  
**performance**  
and into your  
**future**

Sustaining competitive advantage with agile  
Corporate Performance Management solutions



**Bellis-Jones Hill**

PERFORMANCE MANAGEMENT CONSULTING & SOFTWARE



THE PAST IS NO LONGER AN ACCURATE BAROMETER OF THE FUTURE AND THERE NOW APPEARS TO BE AS MUCH RISK ASSOCIATED WITH DOING NOTHING AS THERE IS WITH DOING SOMETHING, AS ORGANISATIONS CAN FALL BEHIND MORE INNOVATIVE COMPETITORS AND MISS OUT ON OPPORTUNITIES.

## When speed matters

The possibility of a prolonged period of considerable uncertainty is still with us and many organisations and their management will have little or no experience of this unusual situation.

While the time from economic peak to trough is shortening, in general the growth phase that follows is now longer and therefore the benefits of a fast response will be enjoyed for a protracted period.

Organisations with strategic plans in place with the ability to make changes quickly will suffer less in the long run, as a quick response can often head off the need for much larger changes in the future.

To compete more effectively in this new economy, organisations need to make decisions quickly and require robust performance management information that is not only available almost immediately, but can also identify leading performance and risk indicators that are most likely to influence future performance.

# SPEED

*"A manager is responsible for the application and performance of knowledge." Peter Drucker*

# PRECISION

*“One of our key business objectives is to deliver sustainable, profitable growth in RSA. As part of this objective, we launched a programme in Operational Excellence, which covered the implementation of LEAN and Cost to Serve. The tool of choice for our Cost to Serve approach was Prodacapo. It gave us the results we needed on a number of occasions to build a robust business case, and we have built up a solid, professional relationship with Bellis Jones Hill, who provided us with extensive Prodacapo support and expertise.”*

Justin Jacobs, Operational Excellence Consultant, Group Corporate Centre, RSA

Bellis-Jones Hill is a leading Corporate Performance Management solutions provider and creates tailored solutions aimed at addressing particular business issues.

We recognise that the ability to make and implement informed business decisions is one of the key drivers for creating and sustaining competitive advantage, so we work with our clients to create easy and quick access to well integrated management information that can be analysed to assess and manage performance and perhaps more importantly, make fact based decisions quickly. In the recent past, we have worked with RSA, Skandia, Barclays, RBS, Reuters and Experian among others to help them develop meaningful insight and produce a well informed basis for improving performance.

*“According to Gartner, through 2011, organizations that use performance management applications to support a performance-driven culture will outperform their peers by 30%.”*

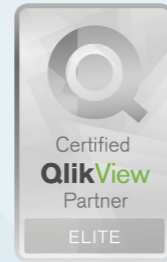
\*Gartner, Inc, 2011 Business Intelligence Summit Presentation, Rebirth – Re-evaluation and Reorganization, N.Chandler, J.Richardson, January 2011

# INSIGHT

## Delivering performance

As the exclusive UK distributor of Prodacapo software, we deliver a range of performance management solutions that help organisations understand what is really driving their success. They include Profitability and Cost Management Solutions to help with profitability modelling and optimisation and Cost to Serve analysis. These solutions are implemented in weeks or months not years and cost thousands rather than hundreds of thousands of pounds.

As an Elite QlikView Partner we can also provide fast and powerful business analysis without the limitations, cost or complexity of traditional BI tools. Capable of pulling together millions of records of data from disparate sources for display in an easy-to-understand visual dashboard, QlikView can be deployed in days and can put information at your fingertips instantly, giving you the information you need to make well-informed decisions quickly.



## Case study: Skandia

Skandia, the leading worldwide provider of long-term savings products, has been working with Prodacapo software and Bellis-Jones Hill since 1999.

In 2007, Skandia required a new commercial charging mechanism for Shared Services. Working with Bellis-Jones Hill Consultants and utilising extensive information on the cost of their services from an existing model, the transition was managed relatively quickly and the new model was operational in less than three months. The Prodacapo software proved to be very flexible during the development process and could be adapted quickly to changing business requirements. Once complete, a pricing tariff was produced for each service and customer combination and the new model is updated monthly to enable profit and loss analysis of the Shared Service organisation.

*“With the help of Bellis-Jones Hill we created an effective solution to support our new business model. Their expertise of costing and performance management was invaluable to the success of the project.”*

Lynzi Harrison, Head Of Business Information, Skandia

*“ Many things difficult to design prove easy to perform” Samuel Johnson*



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