

shibumi

Value Delivery Framework



Transformation Success Is Hard

70%

of Transformation
Programs fail

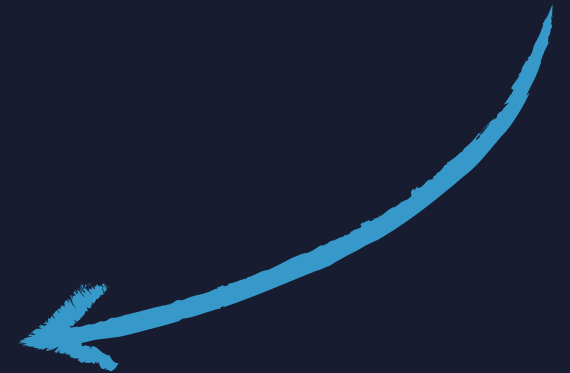
11.4%

of every dollar invested in
transformation is wasted

DUE TO...

- Inaccurate, expensive and out-of-date reporting
- Information Silos – No single view of program investment
- Inability to track program changes and risks

**Making it difficult to
make real-time, value-
focused decisions**



A SAAS PLATFORM FOR
BUSINESS TRANSFORMATION

We Help You Deliver Better Results

Focus on business results by identifying your metrics for success and tracking them through the full program lifecycle

Make better decisions with more timely and accurate data from a single source of truth

Significantly reduce manual effort around multilevel tracking, aggregating, and reporting via Excel, PowerPoint, and emails

Get running faster with a fully configurable platform that aligns with your unique program requirements in weeks, not months

Ensure the right people have the right access with our enterprise-grade security



Our Approach

We start by understanding your focus area(s) and desired outcomes.

Common Focus Areas for Our Customers

FINANCIAL PERFORMANCE

- Revenue growth
- Cost savings
- Gross margin
- Capex & Opex
- Return on investment (ROI)
- Net present value (NPV)
- EBITDA
- Free cash flow

OPERATIONAL PERFORMANCE

- Productivity rate
- Process cycle time
- On-time delivery rate
- Quality rate
- CSAT
- Time-to-market
- Innovation rate

RISK AND COMPLIANCE

- Compliance adherence
- Risk assessment score
- Change mgmt success rate
- Business continuity rate
- Cybersecurity readiness rate
- ESG performance score
- Regulatory compliance rate
- Contract compliance rate

ORGANIZATIONAL APPROACH TO ACHIEVE THE VISION



We've created modules that address common challenges business leaders, EPMOs and program managers face when managing strategic, transformation programs.



Our Approach

You tell us what challenges you need to solve for. We then help you implement the product modules that will move you to your desired future state.

CURRENT STATE	FUTURE STATE	VALUE DRIVER	SHIBUMI MODULES
Misaligned strategic goals lead to execution gaps	Aligning strategic goals with execution leads to better business outcomes	Alignment, Focus	Strategy Management
Inefficient idea tracking and management is hindering innovation potential and benefit pipeline coverage	Better management of new ideas and faster evaluation of their potential impact on the business provide benefit coverage	Growth, Innovation	Idea Intake
Inability to effectively evaluate and prioritize business cases for new initiatives	Confidence in go/no go decisions, resulting in higher ROI and better resource allocation	Speed, Confidence	Business Case Management
Lack of consistent governance practices across the organization	Enhanced risk management, improved compliance, and more effective decision-making	Risk Mitigation	Governance

Our Approach

CURRENT STATE	FUTURE STATE	VALUE DRIVER	SHIBUMI MODULES
Lack of roadmap visibility is impeding resource allocation and communication	Roadmap transparency enables better resource allocation and stakeholder communication	Efficiency, Focus	Roadmaps
Inefficient allocation of resources and difficulty in tracking resource utilization	Value-driven, data-supported resource allocation resulting in reduced costs and higher productivity	Cost Savings, Agility	Resource Management
Poor management of risks, issues, and dependencies, leading to delays and cost overruns	Single source of truth for risks, issues, and dependencies, which mitigate delays and cost overruns	Risk Mitigation	RAID Log
Inability to measure and track the benefits and ROI of programs and projects	Clear measurement and tracking of benefits and ROI, leading to better decision-making and greater accountability	Business Growth, Speed	Benefit Realization

Our Approach

CURRENT STATE	FUTURE STATE	VALUE DRIVER	SHIBUMI MODULES
Reactive decision-making rather than pro-active, driven by lackluster reporting capabilities	Real-time reporting, leading to more effective comms with stakeholders and reliable decision-making	Speed, Efficiency	Reporting
Inability to evaluate and plan for different scenarios and potential outcomes for programs and projects.	Value-driven scenario planning, resulting in better risk mgmt. and greater agility in responding to changes in the business environment.	Growth, Risk Mitigation	Scenario Planning

Our Approach

We work together to define and achieve short-term and long-term outcomes

IGNITE QUICK WINS

Your team has transparency into misaligned priorities and trade-offs. There is clarity on the business value drivers.

A single-source of truth for data around **organizational needle-movers** is in process of being built.

OPTIMIZE BIG WINS

Data-informed decision making is no longer a pipe dream; it's a reality. There is increased accountability tied directly to the most important outcomes.

Benefit clarity and connection to strategy across the portfolio is **driving impactful decisions**.

INGRAIN TRANSFORMATIONAL WINS

Data-informed decision making has evolved to data-driven decision making. The data is robust; we can easily scenario plan, forecast, and predict.

Your **org is moving as fast as the market**



Achieve tangible business benefits with Shibumi

Sample Success Criteria for Shibumi

User Engagement & Adoption

- Monthly Active Users
- User adoption increases
- NPS
- Persona-based utilization
- Feature utilizations
- CSAT scores based on feedback surveys conducted regularly
- Feedback and testimonials from key stakeholders, such as CFOs, VPs of Transformation, and Directors of Program Management.
- Executive buy-in at kick-off calls, all hands, stand-ups, etc.
- User satisfaction surveys at the feature/functionality level

Engagement Management

- Project delivery within specified timelines.
- On-time completion of transformation milestones or phases.
- Adherence to project schedules and deadlines.
- Time to value across different stage-gates & phases.

Platform

- % of projected benefits realized from executed transformations.
- Time taken to achieve identified benefits from start to realization.
- Cost savings attributed to specific transformation initiatives.
- Return on Investment (ROI) for individual projects or the overall engagement.
- # of ideas captured and submitted
- Conversion rate from idea submission to execution.
- Time taken from idea intake to idea execution.
- # of ideas generating quantifiable benefits or cost savings.
- Impact of dashboard usage on decision-making, such as faster data-driven insights or improved operational efficiency.