

Best Practice

Service: Consulting
Solution Suite: Business Development
Best Practice: Balanced Scorecards

Overview

AMS deploys solutions based on customized industry and experiential best practice. Our team of executive level consultants will work with your organization to craft the best implementation of any service, solution suite, and correlating best practice. This holistic approach to creating business solutions will render high value ROI, continuity, and embedded value.

Our executive industry practitioners have developed programs for commercial and Government clients worldwide that are designed to help bring the "balanced scorecard" to life through keen listening, sound planning, and efficient implementation.

Scorecarding is a value-based approach that integrates the Critical Success Factors (CSF) and Key Performance Indicators (KPI) necessary to attain an organizations' level of output. Value is recognized in a variety of areas such as employees, environment, product, and finance. Our approach is to first help organizations strategically identify Critical Success Factors based on the strategic vision and mission. Once the framework has been set, the Key Performance Indicators are developed that include financial and non-financial elements.

Through real life expertise, our team is uniquely equipped to help organizations translate the scorecard based on the strategic plan and translate it into actionable thrusts (from strategic plan to strategic thrusts to operational initiatives).

Scorecards have been used in Government organizations for many years, but are just now taking a firm hold in the commercial sector. The AMS team has a dynamic advantage over other firms offering scorecarding guidance. Our teams have both industry and Government experience and can help companies understand the transition from tactical to practical implementation models.

Our programs are driven by a standardized implementation methodology and follow some or all of the following steps:

- Analyze the current performance metrics
- Identify critical success factors via a "house of quality" format
- Align key performance indicators
- Assess organizational readiness and objectives
- Establish competency models
- Build change plan and impact analysis
- Create the implementation plan, timeline, and work packages
- Define ROI and expected cost/value analysis

The above items may be modified once AMS has engaged to identify the companies "true" needs and objectives. However, the ultimate objective is to establish a management system that will produce high performance and sustainable results. AMS has proven this is possible time and time again with success stories from clients in varied industries.

