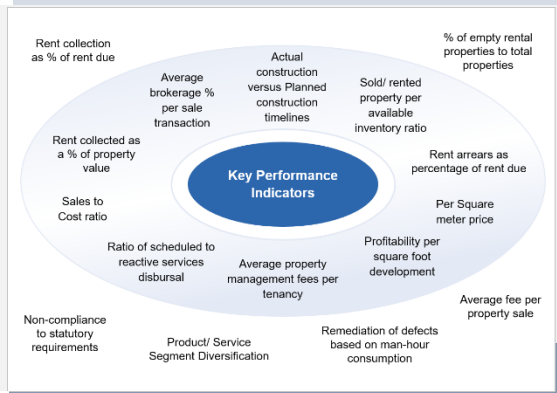


# KPI Framework Development



# KPI Framework Development

In today's **competitive business environment**, it has become critical for organizations to **introspect business performance** based on **specific business goals** and identify focus areas for optimization. Our KPI framework development service enables you to do that by answering some **pressing** questions such as:

- Which are the **critical success factors** for the organization and its various departments?
- How to identify and set **operating and financial KPIs** at corporate and departmental level?
- How to establish a periodic performance monitoring framework in the form of scorecards, MIS, dashboards, etc.?

## Key factors considered while developing the KPI Framework



# Our Approach Towards Developing KPI Framework:



STAGE I

## Identify Critical Success Factors

- Analyze corporate strategy
- Identify critical success factors at corporate and department level through discussions with Management and peer benchmarking



STAGE II

## Develop KPIs and Budgeting Framework

- Identify operating and financial KPIs at corporate-level
- Identify KPIs relevant for various departments
- Set KPI targets at corporate and department level
- Develop budget based on identified KPIs



STAGE III

## Develop Performance Monitoring Framework

- Define data collection and processing framework
- Set-up performance measurement framework in the form of scorecards, MIS, dashboards, etc.
- Establish periodicity of review process



STAGE IV

## Implementation Support

- Review of actual performance against budgets by
  - Handholding Management through initial cycle of performance review and preparing them for periodic assessment; or
  - Providing on-going support in periodic performance review

Approach

# PKC Advisory

Collaborate. Innovate. Deliver