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Business Insight



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INVESTOR IN PEOPLE

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DO YOU WANT TO ACHIEVE IMPROVED GROWTH AND STRENGTHEN AREAS OF WEAK PERFORMANCE?

If the answer is yes then we can help. Peplows' Business In-Sight is a tool developed by the strategic services team at Peplows in response to growing demand from clients to support their business development.

With increasing competition and a harsher environment, business owners and managers more than ever need to plan for a successful future. It is vital that you understand what the real drivers of your business are, and how these factors are performing.

The idea comes from the well-known adage: "you get what you measure"

ie if people within the organisation are aware of the goals and understand the criteria their performance will be measured against, then performance in these areas will improve.

In many cases, the real factors driving performance are non-financial. However, few business managers have the time or resources to collect and analyse every piece of information that needs to be monitored.

HOW DOES IT WORK?

Before getting down to the measuring, it is necessary to identify the critical drivers of success.

In a **FREE**, two hour facilitated discussion, specialists at Peplows will help you to identify what really drives success within your business: where you want to be; what risks you face; and what stands in your way. From this, we will help you to determine the critical drivers that you need to measure to get the performance you want.

The second stage of the Business In-Sight process is an on-going monthly monitoring system which will be established to enable easy capture of the data and graphic presentation of the results, including comparison to targets. It is only through monitoring, and acting upon, the outputs from this spreadsheet that performance will be improved. The software enables the data to be emailed straight to us, quickly and easily.

Following this, rather than just leaving you to it, we will follow up, to keep a check on developments and help you to make adjustments, if necessary.

WHAT ARE THE BENEFITS?

Business In-Sight will benefit almost all businesses because the critical information required for business success is not readily to hand.

Understanding the factors that have the greatest impact on performance can improve decision-making and help you to reach your goals.

Providing feedback to employees, through monthly Business In-Sight reporting, can improve motivation and provide focus.

Quarterly progress meetings with your usual contact Partner or a member of the Business In-Sight team will enable us to channel our breadth and depth of experience and knowledge to meet the specific needs of your business.

With our help, you will know exactly how each critical element of your business is performing and the changes necessary to achieve success.

For further information contact **Mike Young on 01626 208802 or email michaely@peplows.co.uk.**

