



“If you can't measure it,
you can't manage it.”
Peter Drucker

A Balanced Scorecard is a performance management tool that consolidates all company information and supports strategy implementation and execution. The main advantage of the Balanced Scorecard is that it incorporates both financial and non-financial drivers, which guarantees a more accurate measurement and representation of an organization's value propositions.

By aligning objectives, reinforcement and accomplishment of the defined strategy are ensured and allows an organization to focus on its core business activities.

BSC Quidgest®, effectiveness and efficiency in strategy operationalization

What distinguishes BSC Quidgest from other solutions is its flexibility and that it can be tailored according to the company's target setting. The tool links Objectives, Measures, Targets and Initiatives, and provides real-time access to company data, measures business performance and shows progress towards business objectives.

The Balanced Scorecard stimulates engagement and active participation of employees in target setting and management. Depending on the user access level, users can add comments, ideas and attach documents.

Furthermore, it allows creating reports, analysis and alerts, which facilitates understanding metrics and key performance indicators that reflect how well a business process is being performed.

Thanks to its high flexibility, the system can integrate with the latest technologies and interact with other solutions, such as ERP and CRM systems providing the BSC instantly with data.

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Benefits

Complete Balanced Scorecard solution

- Based on the Balanced Scorecard methodology;
- Supports creation of strategy maps;
- Definition and supervision of projects, activities and initiatives;
- Monitoring and control of results

Flexible and intuitive solution

- Autonomy in the construction and reconfiguration of strategy maps (vision, mission, values, critical success factors, strategy, etc.);
- Easy creation of strategy maps, using drag and drop;
- Multiplicity of strategy maps;
- Free definition of objectives and indicators;
- Free definition of number and names of each strategy map's perspectives;
- Free definition of the order of each strategy map's perspectives;
- Easy data introduction due to direct menu entry, accessible to all defined users;
- Easy exploration and information drill-down;
- Flexibility of weighting allocation in all levels of the strategy map;
- Flexible definition of periods (hourly, daily, weekly, monthly, quarterly, bi-annual, annual);
- Management of projects, initiatives and activities;

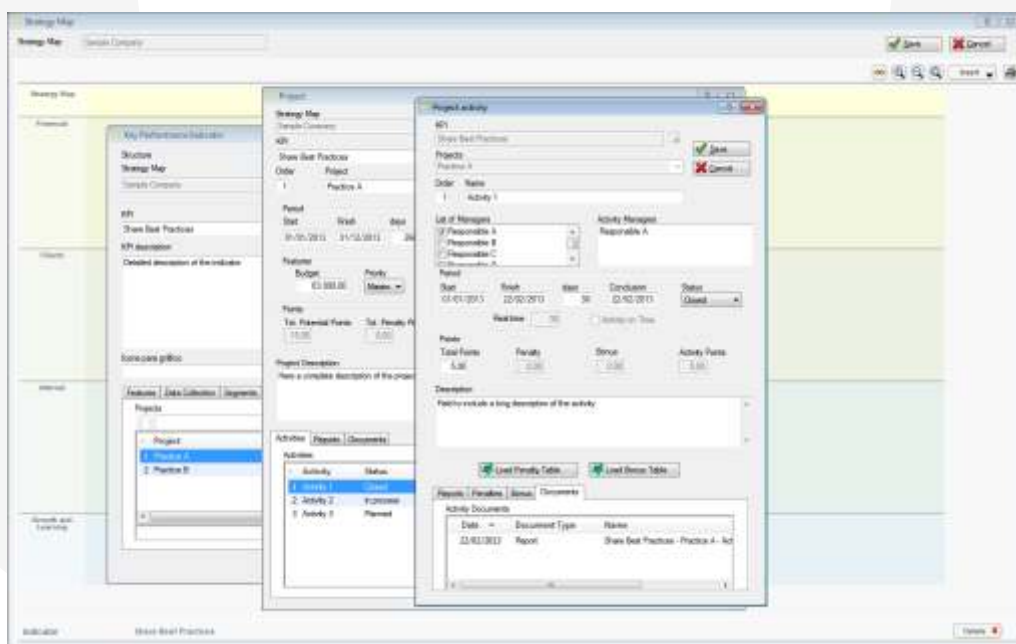
- Appealing and intuitive interfaces;
- Support to PDCA Quality cycle;
- Process identification and monitoring;
- Flexibility on the definition of critical success factors.

Effective Balanced Scorecard solution

- Real-time information, planning, monitoring and control;
- Definition of responsibilities;
- Alert and notification system;
- Easy visualization of results through:
 - Histograms;
 - Tree diagram scorecards;
 - List scorecards;
 - Dashboard scorecards.

Shared and safe information

- Allows engagement of employees in the business strategy;
- Enables to create and consult reports;
- Allows adding comments, ideas and documents;
- Different access and authorization levels as well as the use of passwords ensure data security;
- Client-server and Web



Project management

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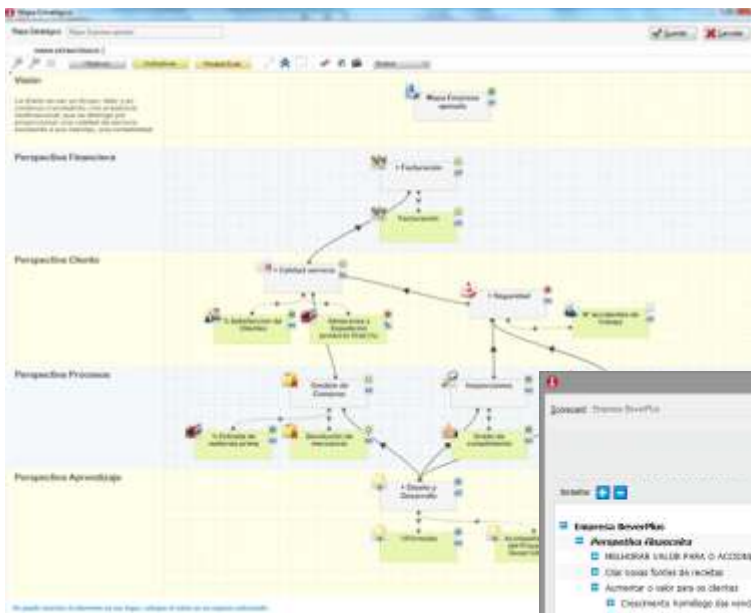
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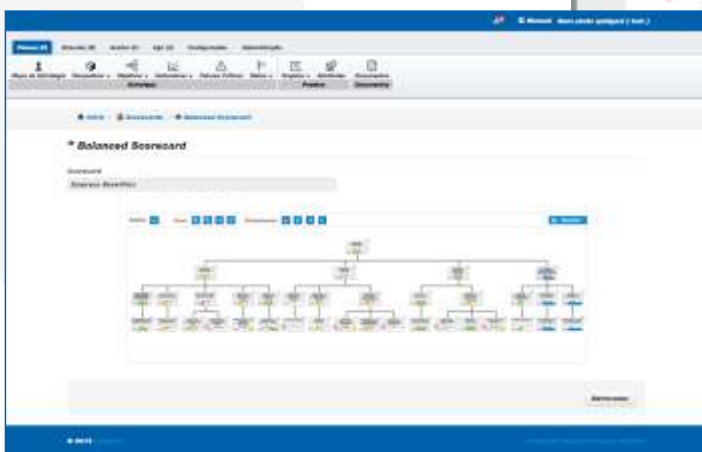
← Strategy map

List scorecards ▾

| Metric | Atualiza | Metas |
|-----------------------------------|----------------|------------------|
| Empresaria BeverPlus | 47.82 pts | (34.91 pts) |
| Atividade financeira | 63.88 pts | (50.08 pts) |
| REVENHA UNID. PARA O ACCESORIO | 88.88 pts | (80.08 pts) |
| Clas. total de receitas | 38.41 pts | (80.08 pts) |
| Aumentar o valor para os clientes | 18.42 pts | (80.08 pts) |
| Decremento empenho de vendas | 9.86 % | (20.08 %) |
| Volume de vendas mensal | 14433.80 k Eur | (22000.00 k Eur) |
| Sumo de Prato tropical | 380.00 k Eur | (800.00 k Eur) |
| Sumo de Reiz | 1492.76 k Eur | (2100.00 k Eur) |
| Sumo de Mochila | 9800.00 k Eur | (8000.00 k Eur) |
| Sumo de Fitas | 3025.00 k Eur | (8000.00 k Eur) |
| Sumo de Fitas | 3025.00 k Eur | (8000.00 k Eur) |
| Sumo de Fitas | 1482.50 k Eur | (2100.00 k Eur) |
| Sumo de Fitas | 84.38 pts | (100.00 pts) |
| Sumo de Fitas | 68.33 pts | (100.00 pts) |
| Sumo de Fitas | 23.33 pts | (100.00 pts) |
| Sumo de Fitas | 0.86 pts | (10.00 pts) |
| Sumo de Fitas | 24.89 pts | (100.00 pts) |
| Sumo de Fitas | 28.39 pts | (100.00 pts) |
| Sumo de Fitas | 87.79 pts | (100.00 pts) |
| Sumo de Fitas | 76.53 pts | (100.00 pts) |
| Sumo de Fitas | 33.89 pts | (100.00 pts) |
| Sumo de Fitas | 87.71 pts | (100.00 pts) |



← Histogram



← Tree diagram scorecards

CASE STUDY

Technical Secretariat of the Presidency of El Salvador

The Technical Secretariat of the Presidency of El Salvador chose Quidgest to implement a strategic management tool that allows monitoring and evaluation of its Five Year Development Plan. In addition, the solution will enable the Government to control and assess accomplishments as a result of the donations made by the Millennium Corporate Challenge.

Thanks to the implementation of the strategic management solution, the Technical Secretariat of the Presidency of El Salvador is able to monitor the

country's five-year development plan, Millennium Corporate Challenge's indicators and centralize all data and results from each department.

According to the Technical Secretariat, the strategic management tool developed by Quidgest is fundamental for the Government of El Salvador, as it provides useful information to facilitate decision-making, facilitates coordination at the highest level, allows automation of information processing and contributes to process improvement.

What our client says about us:

“Thanks to the implementation of a Strategic Management system and provision of consultancy services, TSP has an increased knowledge of available information regarding MCC indicators and processes to improve analysis.”

Roberto Rojas Rodríguez, Coordinator for External Cooperation of TSP

“The work of the consultant was fundamental during the implementation of the project and, thanks to her commitment and involvement in a situational analysis of El Salvador and development of the solution, it was possible to proceed with the project at the Technical Secretariat and 16 government institutions. Therefore, we are very happy with the overall performance and contribution to the solution implementation.”

Jeimy Campos, responsible for monitoring MCC indicators at TSP

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Co-financed





