

GUPTON MARRS INTERNATIONAL

Management Operating
Systems for the 21st Century

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21st Century Problems

Why do bad things happen to good organizations? New business disasters are surfacing on an almost daily basis, revealing serious issues such as:

- Flawed strategies
- Poor customer satisfaction
- Ineffective financial management
- Error-prone operations
- Weak risk and compliance processes
- Inadequate remedial actions

Gupton Marrs International believes the root cause of such problems is that today's management "control systems" have never been properly architected to deal with today's complexity, velocity of change, and unforgiving competitive environment. To address this problem, we have developed 21st century Management Operating System (MOS) solutions that can help stakeholders consistently get from where they are to where they want to go, and assist in "getting back on track" whenever problems occur.

21st Century Solutions

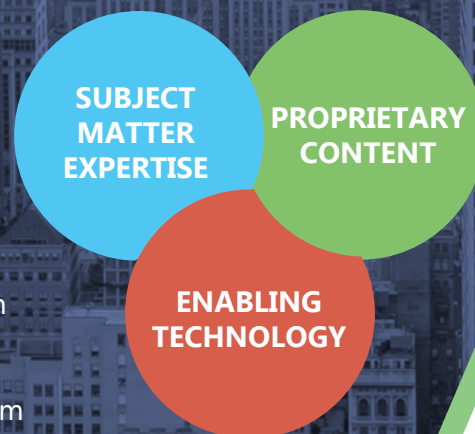
We believe that the only viable solution is to replace currently disconnected, inefficient, and poorly designed approaches with holistic Management Operating Systems (comprised of those tailored governance processes, frameworks, tools, and behaviors needed to systematically Plan, Organize, Lead, and Control each organization). Since our founding in 2001, GMI has been laser-focused on this one issue. Key building blocks in our methodology are illustrated at right.

GMI's Formula for Achieving Results

Clients often ask us if we are a "consulting firm" or a "software firm." In reality, we are a "results firm" focused on working collaboratively with our clients to obtain sustainable business results related to management processes. This requires that we have senior-level consultants who fully understand each client's business environment, and who can assist them with their management-related processes, such as:

- Strategic Alignment
- Governance, Risk, & Compliance (GRC)
- Last Mile of Finance
- Issue & Action Management
- Senior-Level Reporting
- Better Integration with Systems of Record

GMI has been able to rapidly and effectively transform our clients' management processes through a combination of our (a) senior subject matter experts, (b) valuable content, and (c) enabling software platform that has been designed from the ground up to support *Management Operating Systems*. This asset-based consulting model turbocharges our management process transformation work by pre-integrating our extensive proprietary content into our solutions.



In reality, we are a "Results firm"

Solutions Powered By



GMI's Management Operating System (MOS)

GMI offers a unique and compelling approach to transforming management processes that are central to running effective organizations, but are generally performed in very manual and/or siloed ways.

- First, we offer *pre-packaged solutions* in areas where we have observed the greatest need and/or opportunity, based on our client advisory experience.
- Second, we include valuable *solution-specific content* that allows our clients to dramatically accelerate their implementations, enable world-class management practices, and support powerful analysis and reporting.
- Finally, recognizing that management practices vary significantly from organization to organization, we provide all clients with access to our *Application Builder* that allows business users to easily create their own business solutions to quickly meet their needs.

Strategic Alignment

Link Strategy, Planning, Budgeting, and Ongoing Monitoring to help ensure that stakeholders remain on track to deliver sustained results.

Governance, Risk & Compliance (GRC)

Deploy rapidly by leveraging GMI's Content Library linked to flexible assessment and reporting frameworks. Assess once...use many!

Senior-Level Reporting

Streamline and simplify your Board and Management Committee reporting processes and produce high-quality fact-enabled report packages.

Issues & Actions

Increase visibility and accountability with a single source of Issues & Actions that improves tracking, cost control, analysis, and reporting.

Strategic Alignment

Senior-Level Reporting

Issues & Actions

Application Builder

MOS Content

GRC

Last Mile of Finance

MOS Content

Accelerate the implementation of your programs by leveraging GMI's robust frameworks and content from over fifteen years of advising industry leaders.

Last Mile of Finance

Improve quality and timeliness while reducing risk and cost by transforming manual processes that reside outside of your ERP systems.

Application Builder

Allow business users to build technical solutions using the MOS Application Builder's intuitive user- designed forms, workflow, and reporting capabilities.

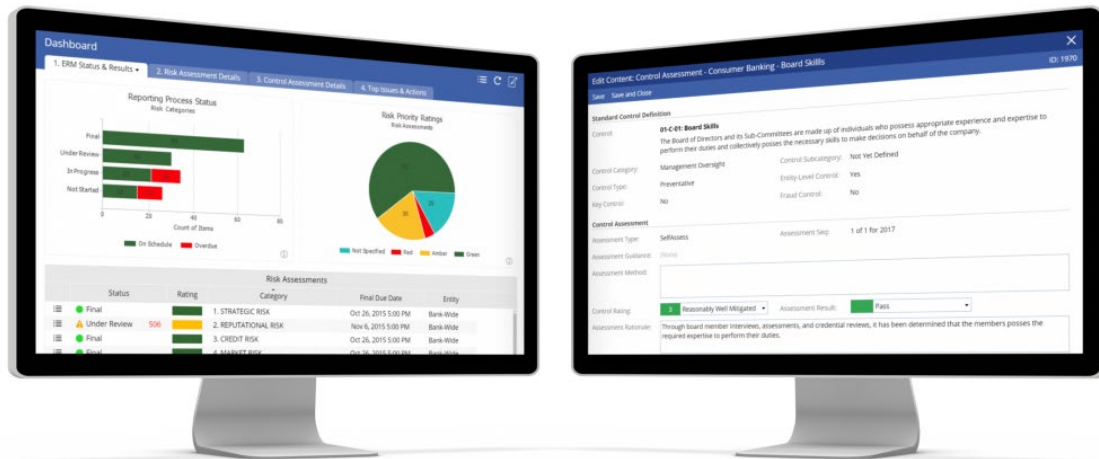
GMI's solutions yield results in days and weeks, not months and years

Cross-Industry Perspectives

GMI advises clients, both large and small, across a broad spectrum of industries worldwide. Our consultants are fully aware of the challenges and opportunities across each of the industry sectors in which we operate. Because of our strong focus only on "management processes," we are often able to introduce our clients to relevant best practices from other industries that can help transform the Management Operating System in their own organization.

- ◆ BANKING & FINANCIAL SERVICES
- ◆ EDUCATION
- ◆ FRANCHISING
- ◆ GOVERNMENT
- ◆ HEALTHCARE
- ◆ MANUFACTURING
- ◆ PROFESSIONAL SERVICES

Solutions Powered By



To find out more about how GMI can help you implement a 21st century Management Operating System, please visit www.guptonmarrs.com.

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