fruiStrategy

Enterprise Strategy Management

Powered by Execution Premium (XPP) Methodology, Balanced Scorecard, OKR, Project Management, Risk Management, Personal Performance, Organizational Performance, Budgeting, Strategy communications & Actions, Strategy Analysis, and Data Integration

Achieve World Class Strategy Management Process

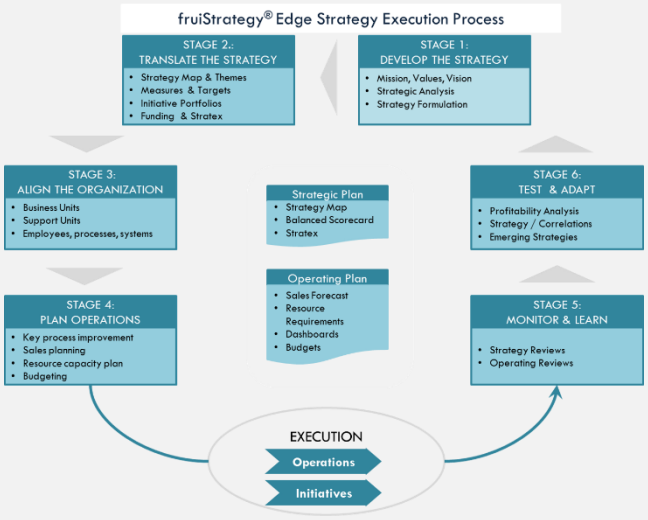
PLAN	TRANSLATE	PERFORM & REPORT	REVIEW & ACT	TRANSFORM

fruiStrategy® empowers you to execute strategy consistently by linking strategy plan to strategy execution and aligning the whole organization actions towards strategic direction. You can establish robust strategy execution process empowered by plug and play modules to achieve overall organizational transformation in a systems driver approach.

It is a comprehensive strategy execution solution built on Dr. Kaplan & Dr. Norton's Execution Premium Methodology and powered by proven best practices in OKR, Project Management, Risk Management, Strategy Planning, People Performance, Budgeting, and Organizational Performance.

fruiStrategy® enables you to integrate all systems to record actual performance of measures, perform strategy review meetings effectively, review cause and effects of strategic outcomes against measures, link business planning, budgeting, and operational planning processes. Managing actions and follow up messages automatically through the system.

HOW IT IS DONE



Step 1 Develop Strategy

Perform strategy analysis, validate strategic choices, and formulate strategy to take the organization from current state to future state

Step 2 Translate Strategy

Translate strategy into strategy maps, balanced scorecard, initiatives, and fund them to executive desired results and key capabilities

Step 3 Align Strategy

Align everything in the organization including corporate units, business units, people, systems, processes, and everything else

Step 4 Plan Operations

Plan operations to achieve key process improvements, integrated demand and supply plans, budget, tactical and operational plans

Step 5 Execution

Execute operations efficiently and effectively, and complete projects successfully to achieve desired results and business growth

Step 6 Monitor & Learn

Monitor the business through effective strategy review to ensure strategy execution, alignments, and efficient operational reviews

Step 7 Test & Adapt

Test the strategic assumptions regularly with the results to achieve strategic outcomes and quickly identify and adopt emerging strategies

fruiStrategy EDGE

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Strategy Execution

Strategy Execution is high priority and key challenge for the CEO with highly competitive and innovative industry dynamics. The challenge is to strike a balance of financial outcomes, customer expectations, internal processes, and business alignment.. The strategy and operational excellence is mandatory to achieve profitability and build competitive advantage. The organization need strategy execution system to become Strategy Focused Organization.

- Strategy Analysis
- Balanced Scorecard
- Enterprise PMO
- Risk & Compliance
- Strategy Reviews
- Performance Dashboards
- Organizational Performance
- Strategy Communication
- People Performance
- Budgeting
- Actions & Follow up
- KPI Reporting

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Strategy planning starts by performing all required strategy analysis. The preparation of analysis gives the leadership team about the clear understanding of market position and competitive ness. Performing proper analysis are very much essential to identify the strategic options and strategic choices. The outcome of strategy planning process is the projections for next 3 to 5 years depending on the industry type. The summary of strategy plan says how the value gap is closed over period of time to achieve desired results. The following are strategy analysis can be performed through fruiStrategy.

Strategy Analysis

- ✓ SWOT Analysis
- ✓ PESTEL Analysis
- ✓ Porter's Five Force Analysis
- ✓ Four Corner Analysis
- ✓ Cause & Effect Analysis
- ✓ Force Field Analysis
- ✓ Tree Diagram Analysis
- ✓ Hoshin Kanri Analysis
- ✓ Value Chain/Business System Analysis
- ✓ Business Model Canvas
- ✓ Strategy Canvas

The overall output of strategy plan will be for three to five years. The value gap with current capabilities can be closed through strategic initiatives or objectives.

S.NO	ORG UNIT CODE	ORG UNIT NAME	YEAR	VERSION	REGION	CURRENCY UNIT	PRODUCT GROUP	UNIT OF MEASURE	Y-5			Y-4			Y-3			Y-2		
									QUANTITY	AVERAGE PRICE	REVENUE AMOUNT	QUANTITY	AVERAGE PRICE	REVENUE AMOUNT	QUANTITY	AVERAGE PRICE	REVENUE AMOUNT	QUANTITY	AVERAGE PRICE	REVENUE AMOUNT
1	G-100-DD-1001	DODLA DAIRY	2021	v1	India	INR	MILK	Litres	500	398,651.2	199,325,600	500	449,701.02	224,850,510	500	406,202.1	203,101,050	500	572,486.21	286,243,105
2	G-100-DD-1001	DODLA DAIRY	2021	v1	India	INR	BEVERAGES	Litres	17,500	5,500	96,250,000	17,500	5,550	97,125,000	17,500	5,600	98,000,000	17,500	5,650	98,875,000
3	G-100-DD-1001	DODLA DAIRY	2021	v1	India	INR	ICE CREAMS	Litres	350	45,750	16,012,500	350	46,578	16,302,300	350	51,785	18,124,750	350	56,874	19,905,900

The strategy map becomes essential part of strategy translation. fruiStrategy helps you define strategy maps for group company, strategic business units, shared services, and any specific department.

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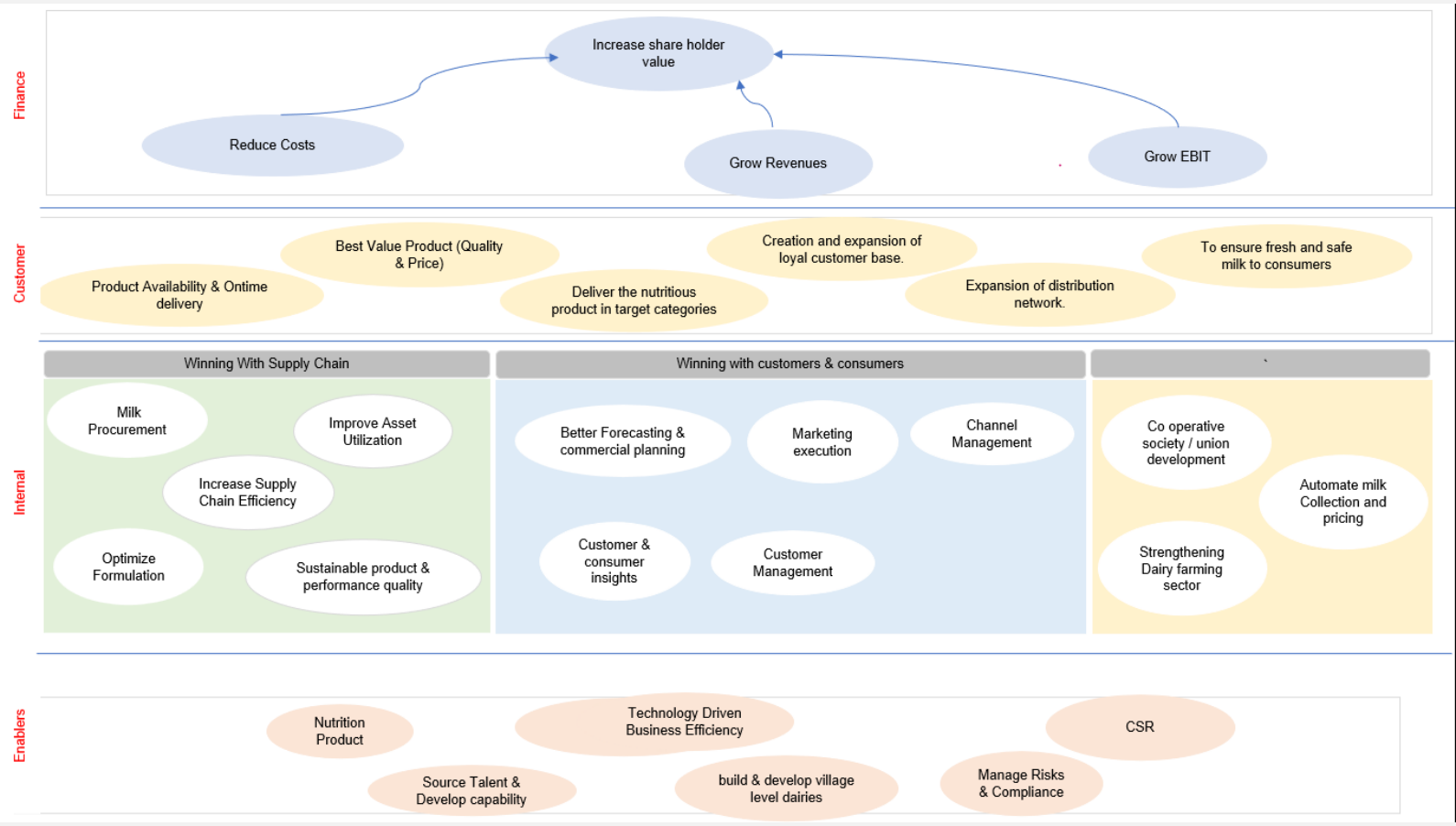
Strategy Translation & Strategy Mapping



A balanced scorecard is a performance metric used in strategic management to identify and improve various internal functions of a business and their resulting external outcomes. The balanced scorecard is built with four perspectives in general financial, customer, internal, and learning & growth.

fruiStrategy helps you build balanced scorecard for based on industry best practices.

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Balanced Scorecard & Initiative Management

FINANCIAL

Objectives	Measures	Target	Actual	Performance	Status
Increase shareholder value: DD-0b-2001	Return on invested capital	2000000	1854782	92.7391	Good
	Total Shareholder Returns	2000000	16584432	829.2216	Good

CUSTOMER

Objectives	Measures	Target	Actual	Performance	Status
Product Availability & Ontime delivery: DD-0b-2005	Transport cost	65000	45000	69.23076923	Average
Best Value Product (Quality & Price): DD-0b-2006	Market Price Index	250	165	66	Average

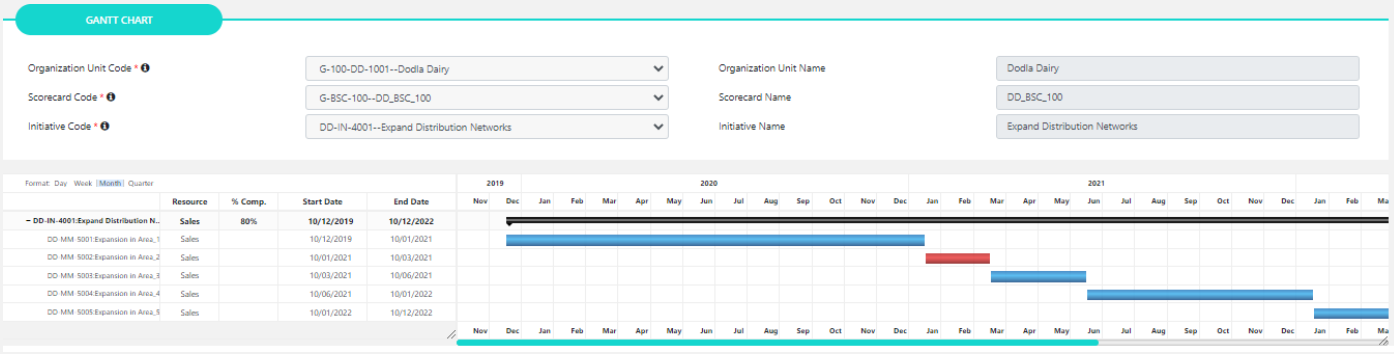
INTERNAL PROCESS

Objectives	Measures	Target	Actual	Performance	Status
Milk Procurement: DD-0b-2009	%SNF Level	8.5	8.2	96.47058824	Good
	% FAT Level	1.5	1	66.66666667	Average

ENABLERS

Objectives	Measures	Target	Actual	Performance	Status
Improve Asset Utiliza DD-0b-2010					
Source Talent & Develop capability: DD-0b-2025	People Cost	15.2	10.8	71.05263158	Average
	Revenue per head	100	96	96	Good
Better Forecasting commercial plannir DD-0b-2014					
Technology Driven Business Efficiency: DD-0b-2028	Incidence	100	78	78	Good
	Change Request	100	96	96	Good
Manage Risks & Compliance: DD-0b-2029	Risk review completed monthly	100	95	95	Good
	Regulatory penalties	100	98	98	Good

Initiatives are identified as part of closing the value gap of the strategy. The objectives and measures are linked to initiatives and their performance will be improved based on strategic initiatives or projects. fruiStrategy supports you to monitor all the initiatives/projects with complete visibility of milestones, deliverables and supports comprehensive PMO office operations.



Empower and Execute Strategy Consistently

Overall organizational performance score help leadership team to see the direction where the organization is driving. A systematic calculation of performance rolled up through weightages gives a perfect way to know the progress of the organization. Managers can compare month on month performance and whole organization can stay aligned.

- Strategy Focused Organization
- People Performance
- Balanced Scorecard Performance
- Overall Organization Performance
- Initiative Performance
- Risk & Compliance Score
- Portfolio Performance
- Program Performance

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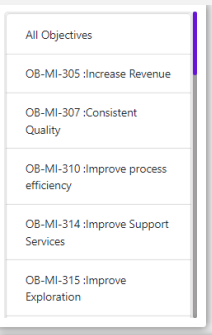
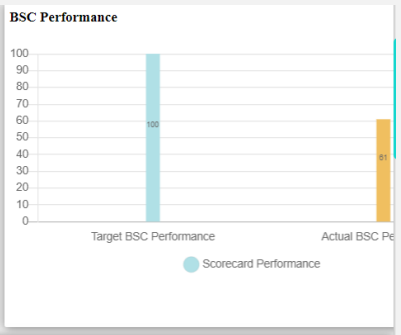
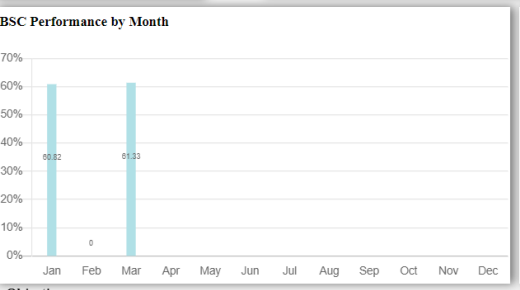
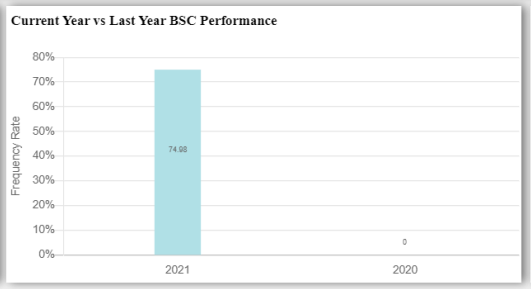
Organizational Performance

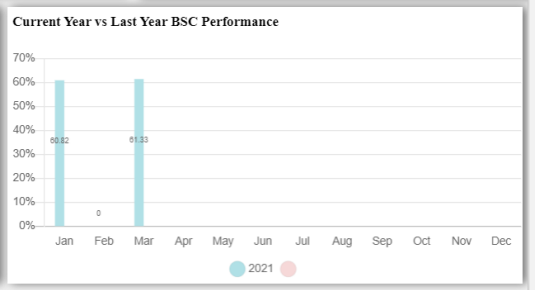


Perspective	Objective Code: Objective Name	Objective Performance	Objective Weight Performance
F101:Financial	OB-MI-305: Increase Revenue	80.55	16.11
C102:Customer	OB-MI-307: Consistent Quality	22.35	11.18
IP103:Internal Process	OB-MI-310: Improve process efficiency		
IP103:Internal Process	OB-MI-314: Improve Support Services	9.10	0.91
IP103:Internal Process	OB-MI-315: Improve Exploration		
IP103:Internal Process	OB-MI-317: Improve Compliance	9.50	0.95

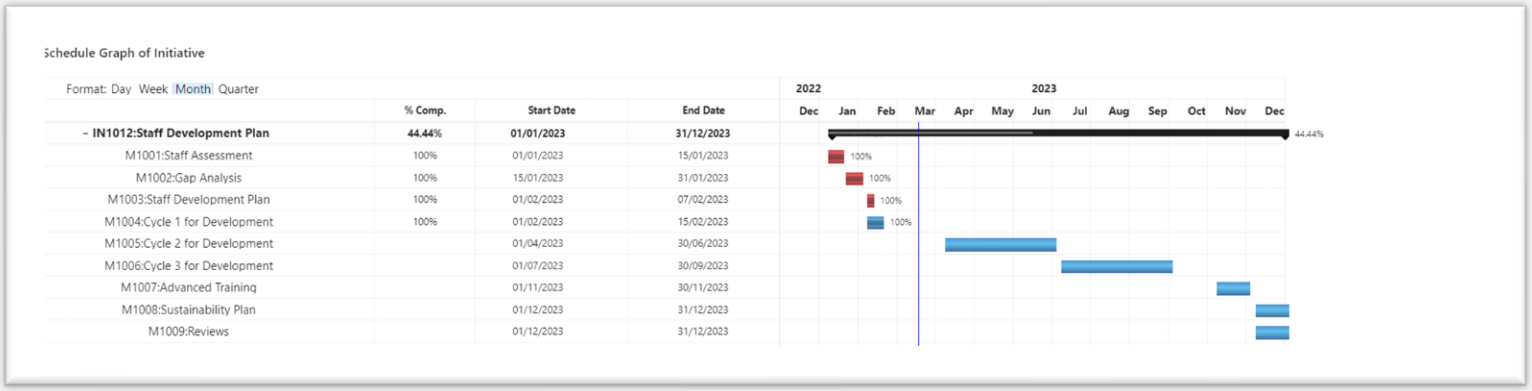


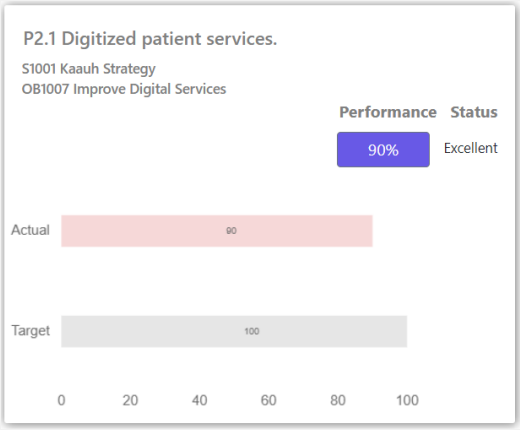


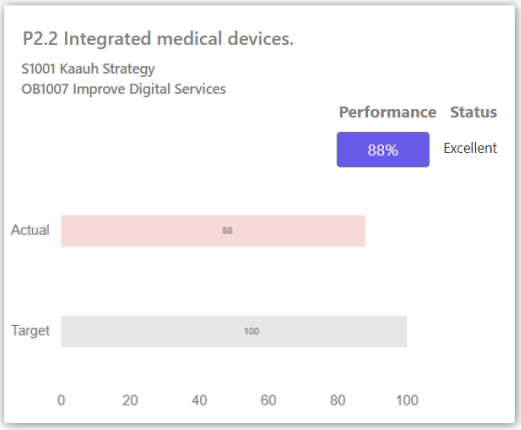


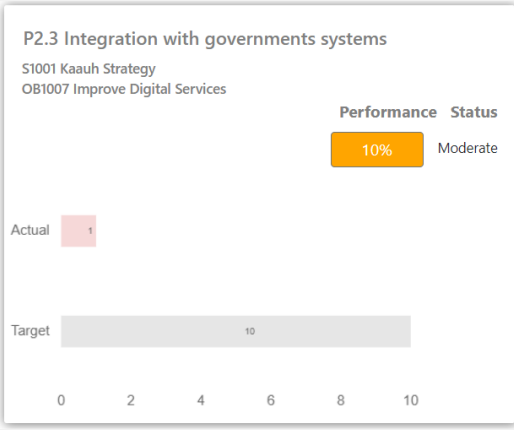


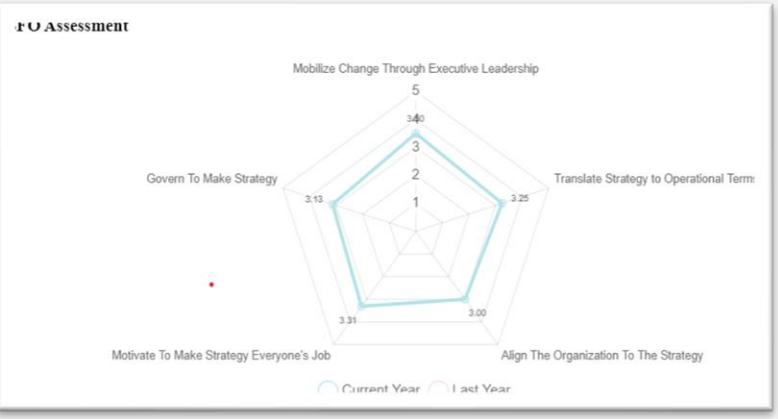
Objectives











fruiStrategy helps you calculate the overall organization performance based on Balanced Scorecard performance and initiatives performance. The people performance aligned to the strategy can be managed through individual scorecards, team performance, and 360-degree reviews.

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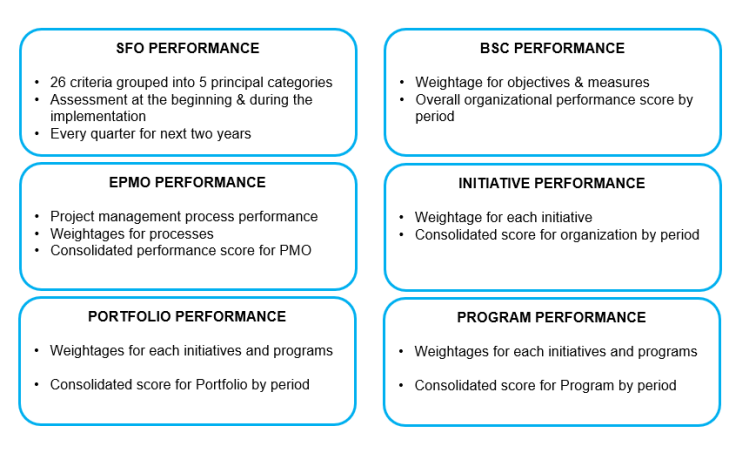
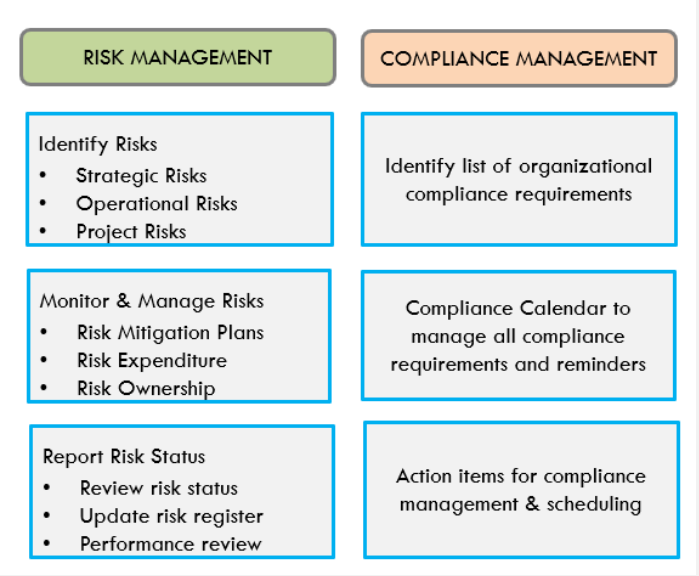
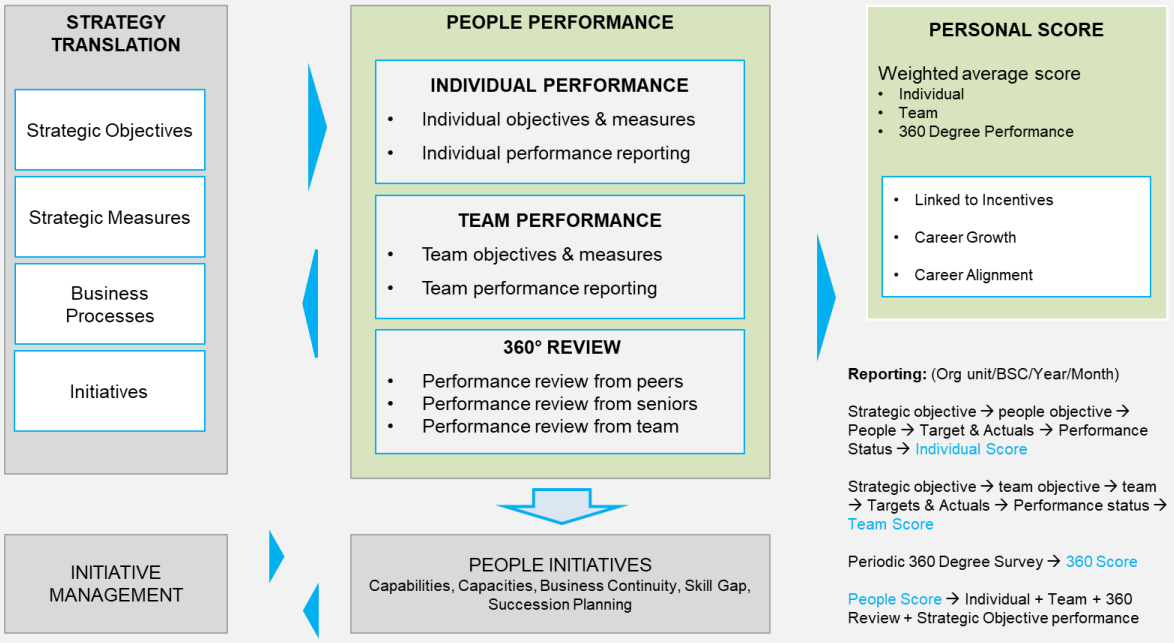
Risk & Compliance Management





Risk and compliances can be managed for all types of risks and compliances by properly managing through alerts and risk mitigation plans.

People Performance



fruiStrategy helps to link top down and bottom up processes to link Strategy to people. The individual performance, team performance, and 360° reviews can be done and weighted average can be taken for people performance

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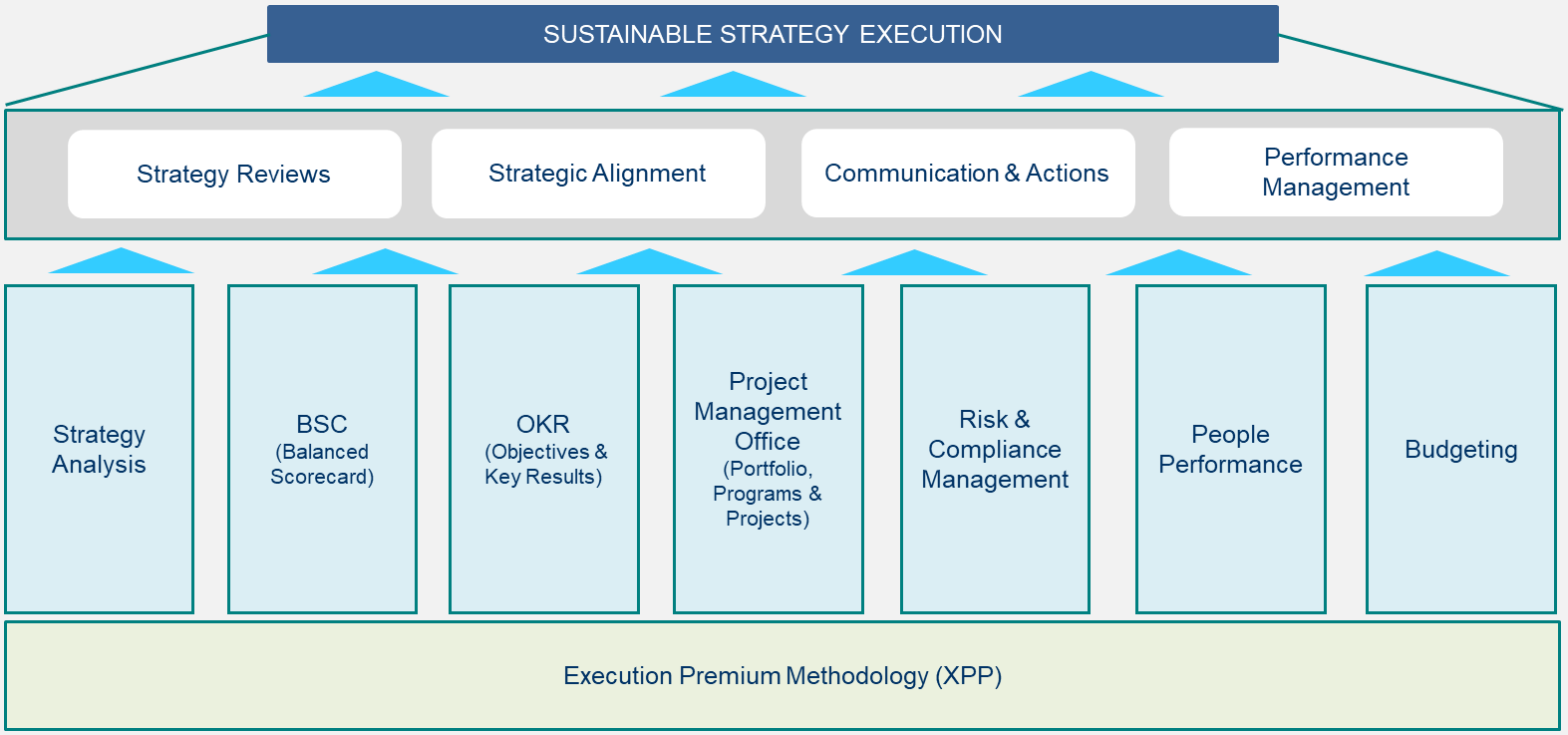
Functional architecture built on Balanced Scorecard Methodology with best practices verticals embedded to achieve sustainable strategy execution capability.



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Data Labs America Inc., is an information technology solutions company helping organizations achieve business excellence and amplify their competitiveness. We innovate and develop products and services with best-in-class industry practitioners and technology architects to solve complex problems in supply chain management, strategy execution, enterprise performance management, enterprise resource planning, and business analytics. Our products support cutting–edge technologies aligned with digital transformation initiatives and are empowered by Artificial Intelligence, process mining, RPA, and Internet-of-Things.

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