GLOBAL STRATEGY EXECUTION SUMMIT

1st Virtual Edition, 9th December 2023

Enterprise Strategy Management

Solution driven approach

We are happy sponsors of conference

datalabs INDIA
EMPOWER DATA | ACCELERATE PERFORMANCE

fruiStrategy

fruiStrategy

Shaik Abdul Khadar
CEO
Data Labs India Solutions Pvt. Ltd
Hyderabad, INDIA
sak@datalabsindia.com
+917799798333

EXPERIENCE

- Strategy Execution
- Business Process Management
- Business Planning & Budgeting
- Enterprise Resource Planning
- Supply Chain Execution Systems
- Enterprise Performance Management
- Project Management

- Middle East, Africa, India
- 31 Years

INDUSTRIES

- Agri Food
- Mining
- Automotive
- FMCG
- Manufacturing
- Logistics

CERTIFICATIONS

- BSC Certified Graduate
- PMP
- CPIM
- LSSBB
- EPM (IBM PA)
- ERP

AGENDA

fruiStrategy

Strategy Execution Overview

Systems Driven Approach

- Strategy Analysis
- Balanced Scorecard
- PMO
- People Performance
- Risk & Compliance
- Alignment
- Budgeting
- OKR

Organizational Performance >> ESG, OHI, SFO Assessments

Strategy Reviews & Actions

CEO Strategy Transformation Tool

fruiStrategy

PLAN

Strategy Analysis
- SWOT, PESTEL
- Porter Five Force Analysis
- Four Corner Analysis
- Cause and Effect Analysis
- Force Field Analysis
- Scanning Analysis
- Tree Diagram
- Value Chain/Business System
- Business Model Canvas
- McKinsey 7S model
- Hoshin Kanri
- Many more

Value Gap Analysis
- Strategy Projections
- Value Gap
- Value Gap Closure

Strategy Indicators
- Indicators
- Link to Execution
- Test Hypothesis & Monitor

Align with Best Models
- Zone-To-Win, Playing-To-Win
- Others

Perform strategy analysis, arrive at strategic projections and value gap analysis. Link plan to execution.

TRANSLATE

Balanced Scorecard
- Perspectives, Objectives, Themes
- Measures and Targets
- Initiatives
- Strategy Map

OKR
- Goals and Objectives
- Key Results
- Initiatives

KPIs & Value Drivers

People performance
- Individual and Team
- 360° Review

Alignment
- Corporate – SBU, IT, HR
- Alignment Index and Plan

PMO (Portfolios & Programs)

Risk (Risks & Compliances)

Budget
- Opex, Capex, & Stratex
- Financial Statements
- Cash Flow Model

Digital Transformation

Translate strategy into objectives, measures and initiatives to close the gap and align all organization & resources and provide budget

PERFORM & REPORT

Objective & Measure Reporting
- Report Measures
- Automate all KPI data
- Process Alignment

Project Management
- Project progress reporting
- Gantt chart
- Scope, Schedule, Cost Reporting

Performance Reporting
- OKR Reporting
- Program & Portfolio performance
- People & Team Performance
- Risk & Compliance Actions
- Strategy Indicators progress
- Budget Performance

Integration
- ERP, LoB, PM, EPM
- Control Systems & Others

Progress Reporting
- Strategy Execution
- Projects, People, Processes
- Organizational Performance

Business Process Excellence

Perform operations & projects well and report progress. Risk, compliances, people performances are reported. Link execution & plan.

REVIEW & ACT

Strategy Review Meeting
- Meeting invitations
- Strategy Reviews
- Recommended Actions
- Objectives & Measures
- Initiatives
- Risks
- People
- Systems & Processes
- Review meeting actions

Operational Reviews
- Align process improvements
- KPI reporting

Actions and communications
- Meeting actions
- General actions and chat
- Automatic reminders
- ESG Actions
- Budget Actions
- Action closure

Performance Evaluation
- Board & Group Company
- SBU & Department
- ESG/OHI/SFO scores

Conduct strategy reviews and manage the progress. Identify critical actions and monitor. Single version of truth & actions matter.

TRANSFORM

ESG Index
- Environmental, Social, Governance

Strategy Focused Organization
- SFO readiness assessment
- SFO score & trend

Organizational Health Index (OHI)

BSC Performance
- SBU & Departments score
- Corporate unit score
- Corporate score

Initiative/Project Performance
- Initiative weightages
- Overall initiative score

Portfolio & Program Performance
- Portfolio & Program score
- EPMO score

People Performance Index
- Individual & Team
- 360° Review

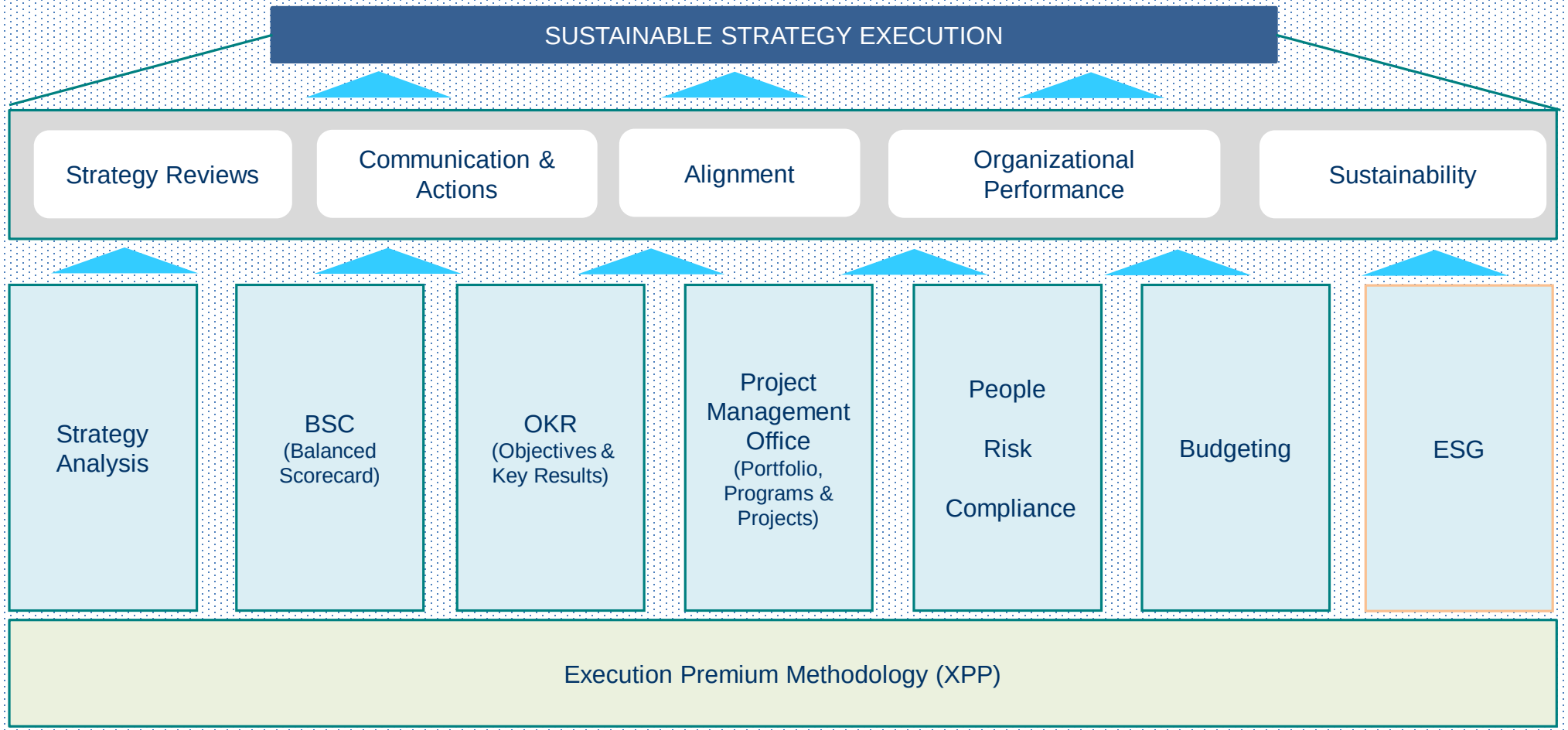
Strategy Refresh & Emerging Strategies

Automatic reporting of organizational performance and strategic direction with trend. Close loop with plan and execution.

Why fruiStrategy?

- Methodology Agnostic Solution for Strategy Planning & Execution
- Easy Integration with any ERP /Systems (API | RPA | Excel | Mobility | Cloud)
- Comprehensive Solution and continuous best practice updates
- Commitment and Customer Service Guarantee from Data Labs India

fruiStrategy® An integrated Strategic Management concept



Link Strategy Plan to Strategy Execution

Perform strategy analysis ➔ Arrive at strategic projections ➔ Value gap analysis ➔ ➔ . Link plan to execution.

Strategy Analysis

SWOT, PESTEL
Porter Five Force Analysis
Four Corner Analysis
Cause and Effect Analysis
Force Field Analysis
Scanning Analysis
Tree Diagram
Value Chain/Business System
Business Model Canvas
McKinsey 7S model
Hoshin Kanri & Many More

Value Gap Analysis

Strategic Projections
Value Gap Assessment
Value Gap Closure
Strategy Indicators

Gap Closure Progress

Objective Performance
Measure Performance
Initiative Performance
Gap Closure Assessment

Execution Premium (XPP) – Balanced Scorecard Approach

fruiStrategy

STAGE 1: DEVELOP THE STRATEGY

- Mission, Values, Vision
- Strategic Analysis
- Strategy Formulation

STAGE 2.: TRANSLATE THE STRATEGY

- Strategy Map & Themes
- Measures & Targets
- Initiative Portfolios
- Funding & Stratex

STAGE 3: ALIGN THE ORGANIZATION

- Business Units
- Support Units
- Employees, processes, systems

STAGE 4: PLAN OPERATIONS

- Key process improvement
- Sales planning
- Resource capacity plan
- Budgeting

Strategic Plan

- Strategy Map
- Balanced Scorecard
- Stratex

Operating Plan

- Sales Forecast
- Resource Requirements
- Dashboards
- Budgets

STAGE 5: MONITOR & LEARN

- Strategy Reviews
- Operating Reviews

STAGE 6: TEST & ADAPT

- Profitability Analysis
- Strategy / Correlations
- Emerging Strategies

CEO Strategy Transformation Tool

fruiStrategy

PMO → PORTFOLIOS & PROGRAMS

- Portfolio & Program Governance (Identification, prioritization, delivery & results)
- PMO support processes
- Organizational Project Management Performance

STRATEGY OBJECTIVES & GOALS

- Strategy Analysis
- Strategy Plan
- Objectives & Goals
- Business Planning
- Portfolios & Programs scope
- Strategy Reviews

STRATEGIC INITIATIVES

- BSC Projects
- OKR Projects
- HOSHIN KANRI Projects

INITIATIVE MANAGEMENT

- Activities & Milestones
- Deliverables
- Benefit Realization
- Initiative Performance Reporting
- Gantt Charts & Dashboards
- Link Programs & Portfolios

BENEFITS

- Achieve Strategy Execution
- Realize value with Cause & Effect
- Close Value Gap for Strategy
- Establish best practices of PMO
- Cumulative learning

fruiStrategy *helps you to align PMO processes to ensure alignment of Portfolios, Programs, and Projects to Strategy*

ALL ORGANIZATIONAL PROJECTS

- Capex Projects
- Operational Excellence Projects
- Risk & Compliance Projects
- R&D and Innovation Projects
- ESG, IT, and Other Projects
- Client Projects

INITIATIVE MANAGEMENT
ALIGNED TO STRATEGY

fruiStrategy, *help you align every project to the strategy and empower you for complete alignment*

CEO Strategy Transformation Tool

fruiStrategy

PEOPLE PERFORMANCE
ALIGNED TO STRATEGY

INTEGRATIONS
ERP & Success Factors

STRATEGY
- Strategic Objectives
- Strategic Measures
- Business Processes
- Initiatives

(BSC | OKR | Hoshin Kanri)

PEOPLE PERFORMANCE
- Individual Objectives & Measures
- Individual Performance Reporting
- Team Objectives & Measures
- Team Performance Reporting
- 360° Review Setup
- 360° Review Scores

PERSONAL SCORE

Weighted average score

Individual + Team + 360° Review

Monthly/Yearly

KEY OUT COMES
- ✓ Incentives & Variable Pay
- ✓ Individual Development Plan
- ✓ Career Growth
- ✓ Succession Planning
- ✓ Career Alignment
- ✓ Performance Scorecards
- ✓ Competency Matrix
- ✓ Nine-Box Diagram

INITIATIVE MANAGEMENT & PMO

PEOPLE INITIATIVES
Capabilities, Capacities, Business Continuity, Skill Gap, Succession Planning

fruiStrategy, *help you align people to the strategy and empower you for complete alignment*

OFFICE OF STRATEGY MANAGEMENT

fruiStrategy

ROLES OF OSM

- Architect
- Process Owner
- Integrator

PROCESSES OF OSM

Core Processes	Desired Processes	Integrative Processes
Scorecard Management	Strategy Planning	Planning/Budgeting
Organization Alignment	Strategy Communication	Workforce Alignment
Strategy Reviews	Initiative Management	Best Practice Sharing

BUSINESS PROCESSES: STRATEGIC ALIGNMENT

fruiStrategy

Operational Excellence CoE

- OE Program Management
- Project Management & Delivery

STRATEGY TRANSLATION

- Strategic Objectives
- Strategic Measures
- Initiatives

BUSINESS PROCESSES

- High level process flow charts
- Process description documentation
- Time & motion study
- Reporting templates
- Process indicators
- Maturity level of process
- Automations
- Performance Gap

Achieve Objective/ Measure Targets

Achieve Business Process Excellence

OPERATIONAL EXCELLENCE PROJECTS

INITIATIVE/PROJECT MANAGEMENT

Launching OE initiative

1. Matrix of strategic objective versus business processes
2. Assess maturity level for each process
3. Prioritize based on importance, ease of optimization, and risk
4. Define program for optimization for set of process and define phases
5. Chose appropriate methodology to achieve operational excellence

- Lean Six Sigma
- Business Process Reengineering
- Business Process Optimization
- Automation through ERP
- Eliminating processes through automations
- And others

Reporting: (Org unit/BSC/Year/Month)

Strategic objective → Business process → OPEX Projects → Close performance gap
Process → Performance indicators → Plan versus Actuals → Objectives served → Impact on Strategy

CEO Strategy Transformation Tool

fruiStrategy

STRATEGY PLANNING

OPEX
- Org unit, Department, CC/FC/PC, WBS
- Activity Forms, support schedules
- Driver based plan

CAPEX
- Org unit, Department, CC/FC/PC, WBS

STRATEX

CASH FLOW MODEL

FINANCIAL REPORTING

BUSINESS PLANNING & BUDGETING
ALIGNED TO STRATEGY

PROJECTED FINANCIAL STATEMENTS
- P&L
- Balance Sheet
- Cash Flow Statement

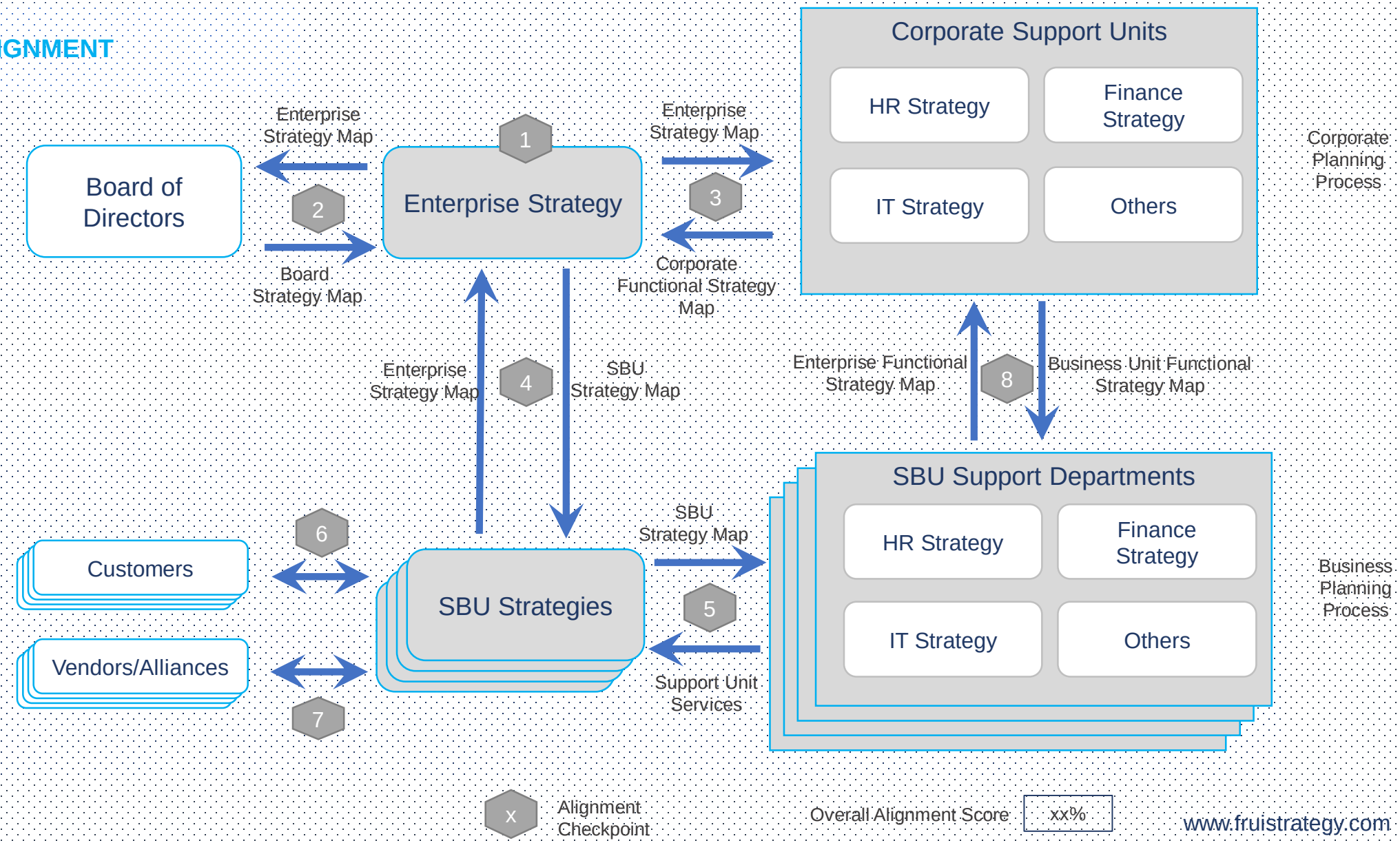
INITIATIVE MANAGEMENT

Capex Projects

CEO Strategy Transformation Tool

fruiStrategy

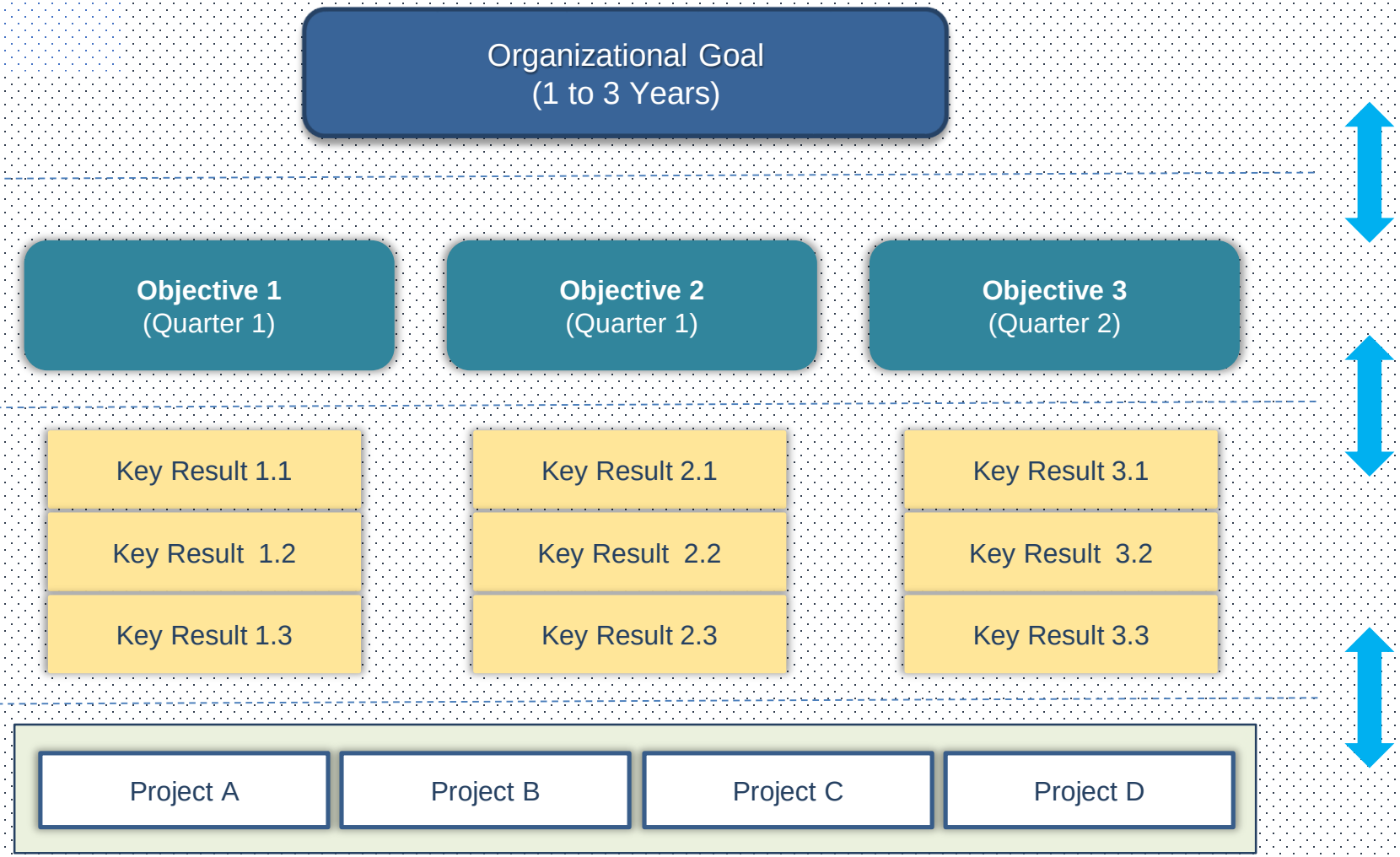
ORGANIZATIONAL ALIGNMENT



OBJECTIVES & KEY RESULTS

fruiStrategy *is a comprehensive tool to automate strategy transformation through OKR methodology.*

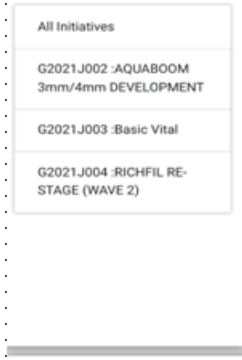
fruiStrategy *empowers you to define and manage Organizational Goals, Objectives, Key Results, initiatives, OKR performance reporting, OKR reviews, initiative reviews, overall organizational performance.*

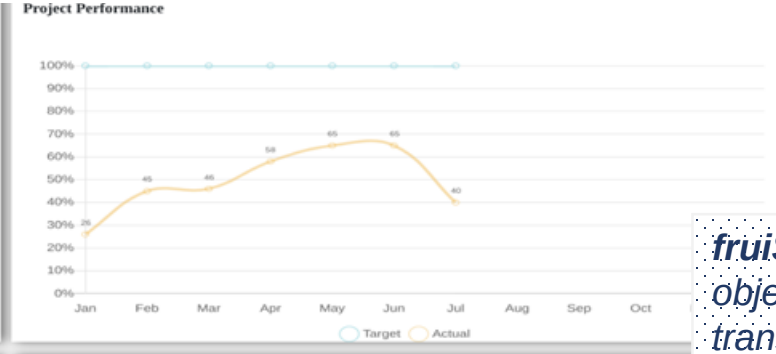


CEO Strategy Transformation Tool

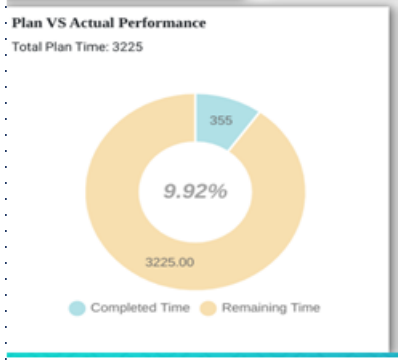
Monitor Organizational Performance on the go….

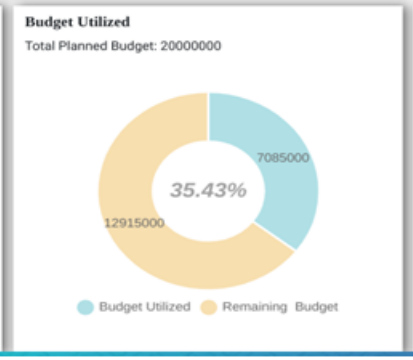
fruiStrategy

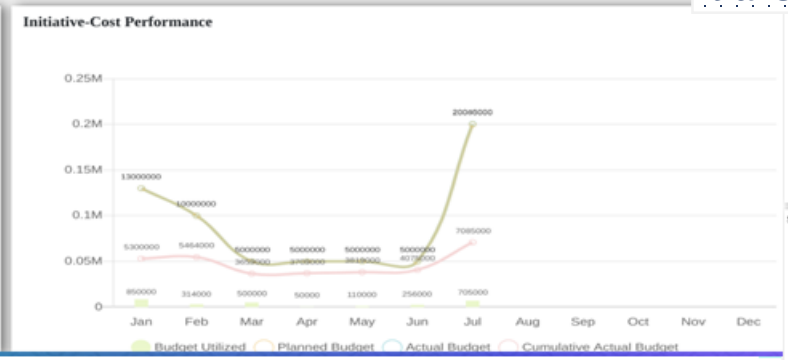


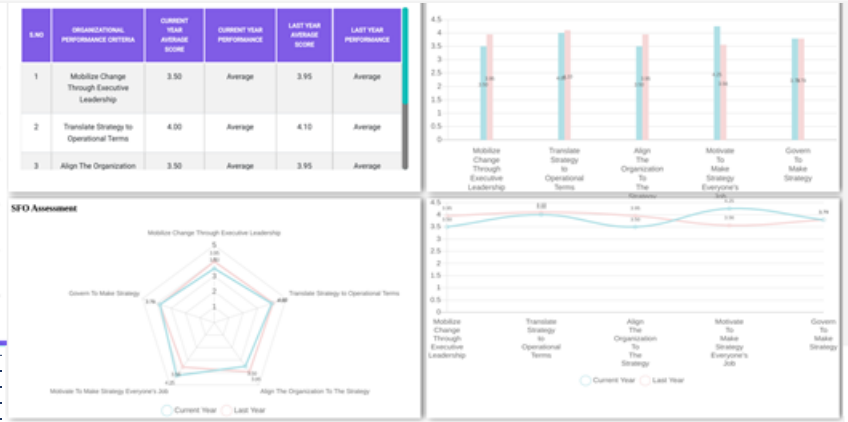


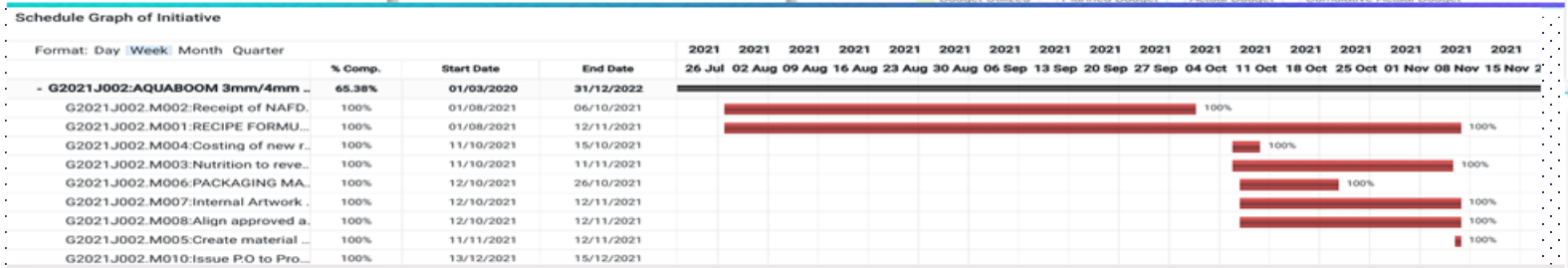
fruiStrategy *help you to visualize performance of objectives, measures, initiatives, people, risks, transformation, and everything easily and on the go*

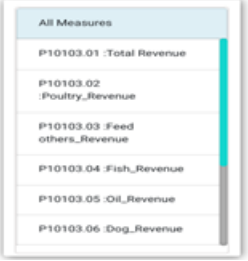






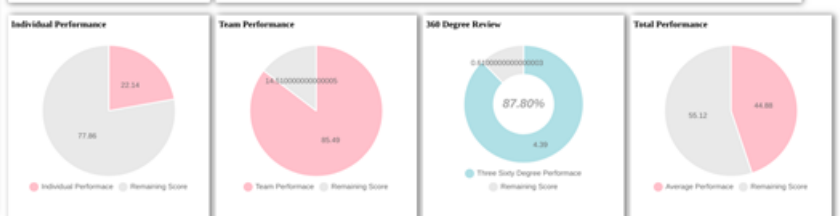






Measures

MEASURE	OBJECTIVE	TARGET	ACTUAL	PERFORMANCE	STATUS
P10103.01:Total Revenue	Grow Revenues	4816903908	4492293631	93.26	Good
P10103.02:Poultry_Revenue	Grow Revenues	3193133321	2407746046	75.4	Moderate
P10103.03:Feed others_Revenue	Grow Revenues	29237408	19764700	67.6	Poor
P10103.04:Fish_Revenue	Grow Revenues	481604985	408243210	84.77	Good
P10103.05:Oil_Revenue	Grow Revenues	715514412	298802590	41.76	Poor



RISK & COMPLIANCE MANAGEMENT

ALIGNED TO STRATEGY

Risk	Compliance
Identify Risks	Compliance Register
Risk Actions	Compliance Schedule
Risk Reporting	Compliance Reminders

ORGANIZATIONAL PERFORMANCE
ALIGNED TO STRATEGY

ESG ASSESSMENT	BUSINESS PROCESS PERFORMANCE	BSC PERFORMANCE
OHI ASSESSMENT	EPMO PERFORMANCE	INITIATIVE PERFORMANCE
SFO ASSESSMENT	PORTFOLIO PERFORMANCE	PROGRAM PERFORMANCE

DIGITAL TRANSFORMATION: ALIGNED TO STRATEGY

fruiStrategy

STRATEGY TRANSLATION

- Strategic Objectives
- Strategic Measures
- Business Processes
- Initiatives
- Risk & Compliances
- People

SYSTEMS LANDSCAPE

- Business innovation
- Business applications
- IT infrastructure
- Security
- IT People
- Business Continuity
- Disaster Recovery

IT ALIGNMENT

- Excess capacity
- Unused capacity
- Aligned capacity
- Capacity gap
- Planned capacity increase

INITIATIVE MANAGEMENT

ICT PROJECTS

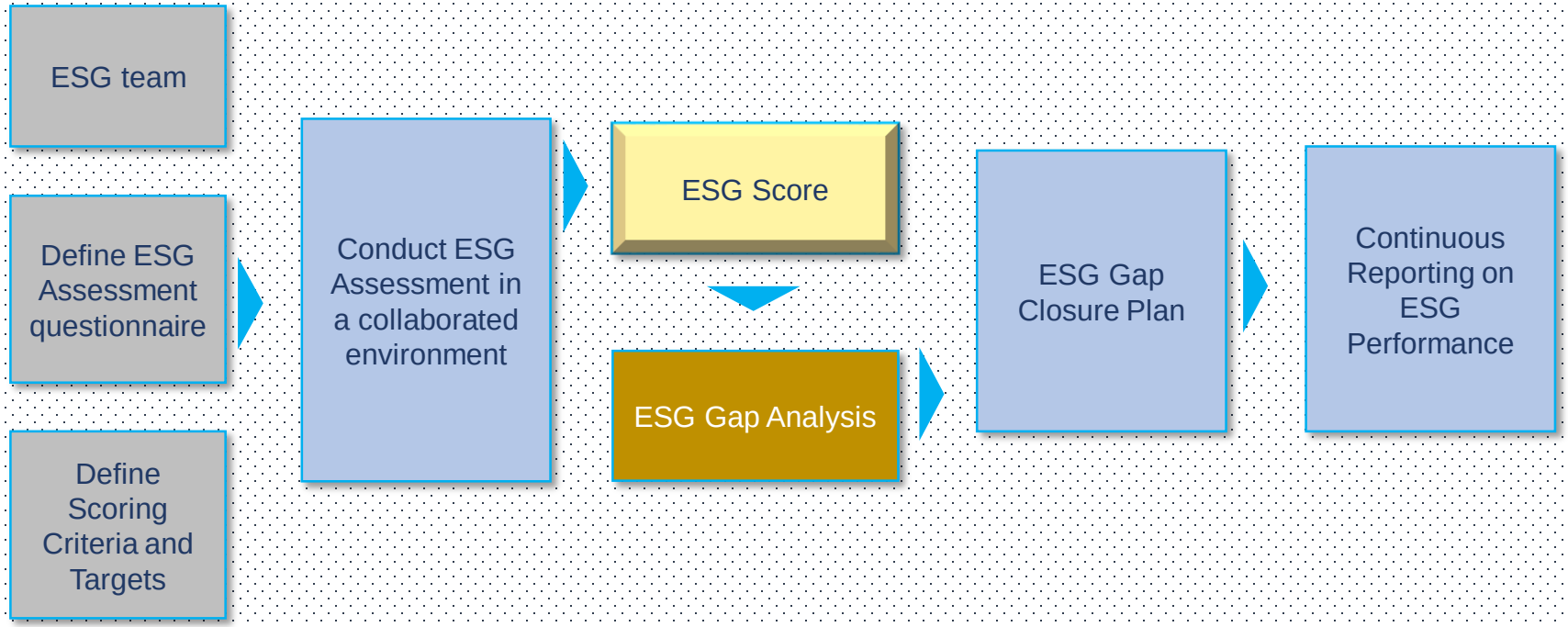
ENTERPRISE SYSTEMS PROJECTS

Digital Transformation Program

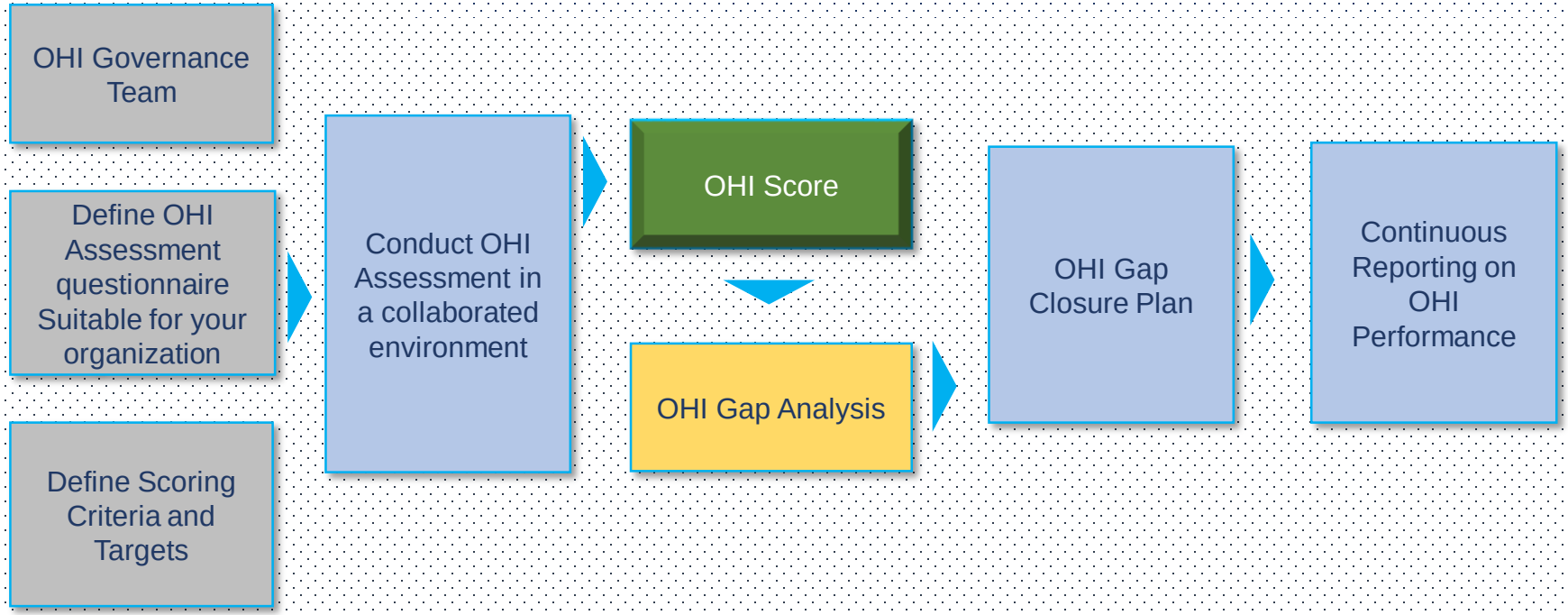
Reporting: (Org unit/BSC/Year/Month)

- Digital transformation
- Technology strategy (3 to 5 years)
- Enterprise solutions
- Business breakthrough

Environment, Social, & Governance (ESG) Assessment Aligned to Strategy



Organizational Health Index (OHI) Assessment Aligned to Strategy



Strategy Focused Organization (SFO) Assessment Aligned to Strategy

Office of Strategy Management (OSM)

Select Strategy Team to assess SFO readiness

Conduct SFO Assessment in a collaborated environment

SFO Score

SFO Gap Analysis

SFO Gap Closure Plan

Continuous Reporting on SFO Performance

OPERATIONAL PLANS
ALIGNED TO STRATEGY

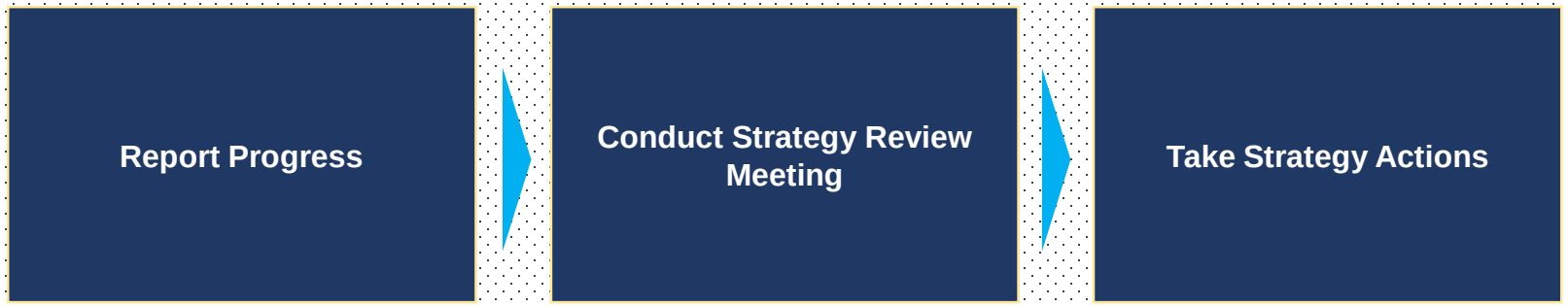
Define operational plans by individuals and departments

Communicate plans & Execute tasks and actions

Reminders & notifications to ensure nothing gets slipped

Achieve action plans aligned to strategy

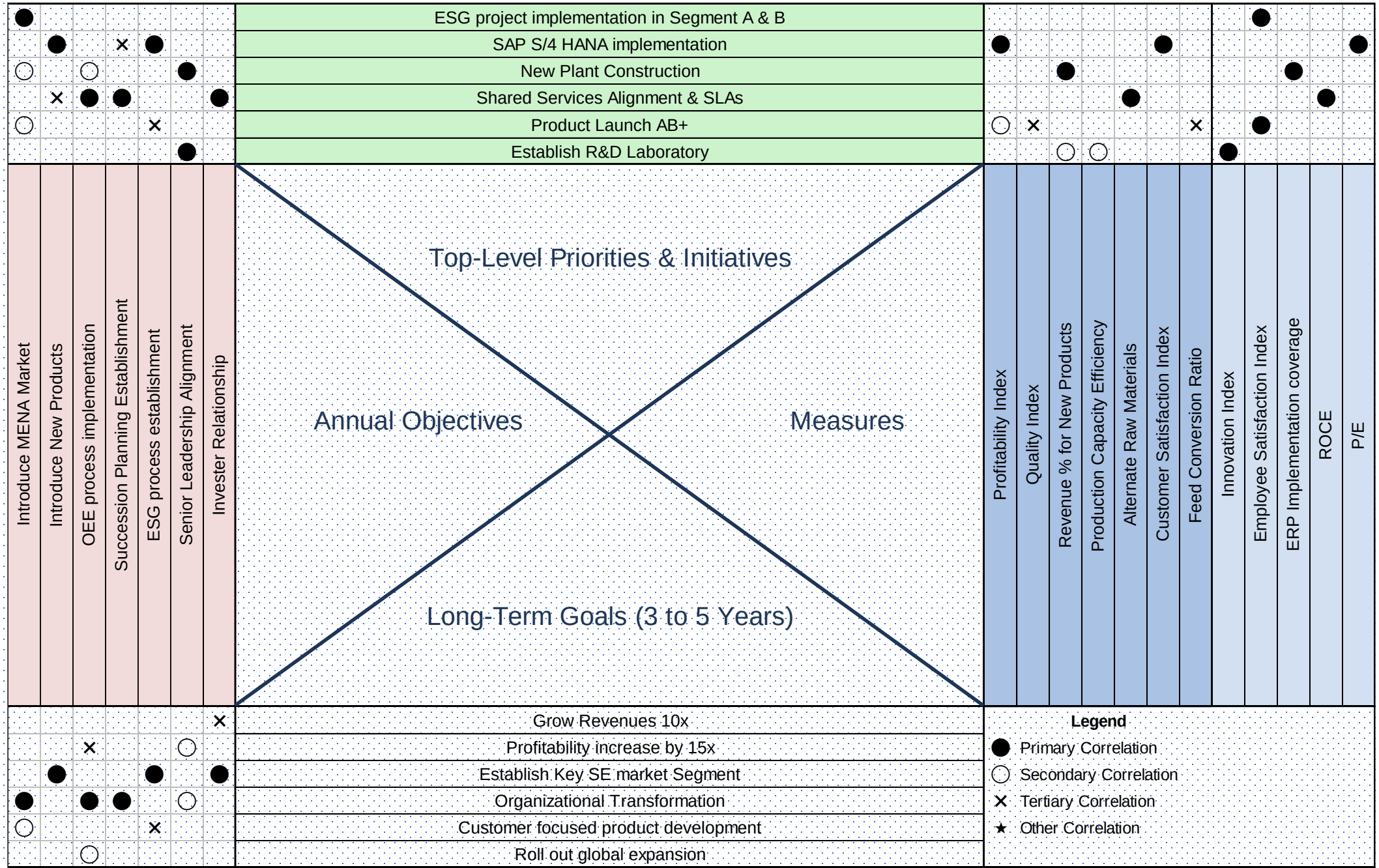
STRATEGY REVIEWS
KEY TO STRATEGY EXECUTION



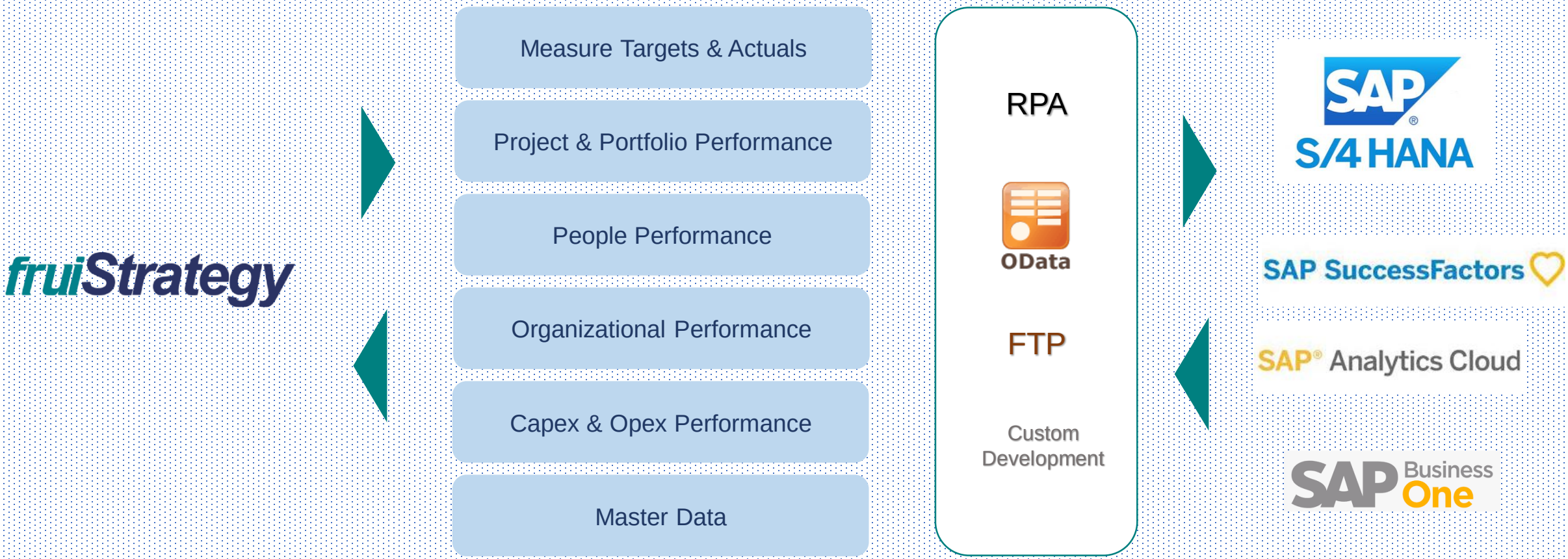
- ✓ ***fruiStrategy*** *help all stake holders to report the performance easily, along with the analysis and recommended actions in a collaborated way along with necessary systems integration.*
- ✓ ***fruiStrategy*** *help leadership team to conduct effective strategy reviews with clearly defined agenda and performance review mechanism.*
- ✓ ***fruiStrategy*** *help you to manage action items by registering as tokens, sending emails, reminders and help you to monitor until they get completed*

Hoshin Kanri Matrix

fruition feed

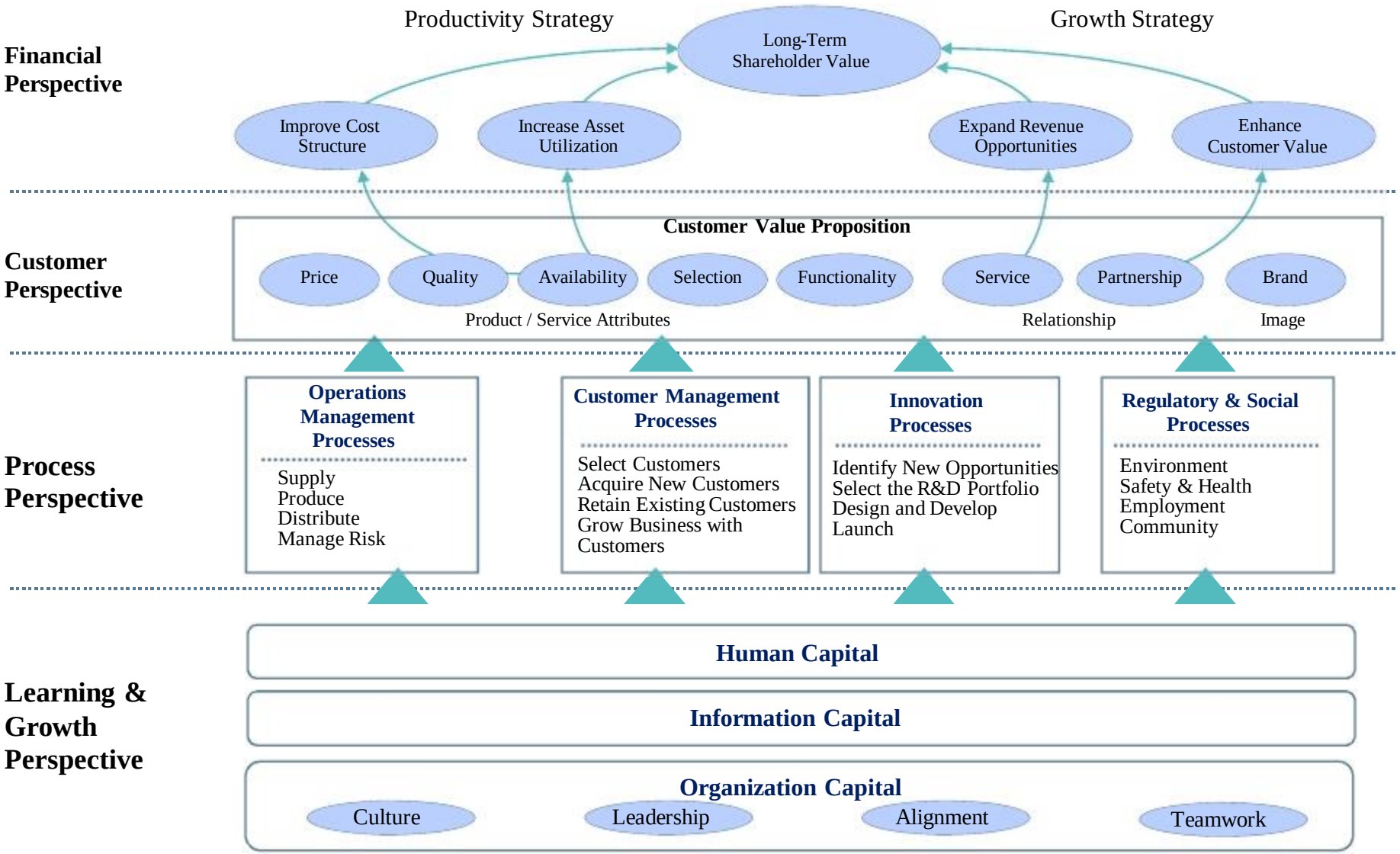


fruiStrategy integration with SAP Solutions



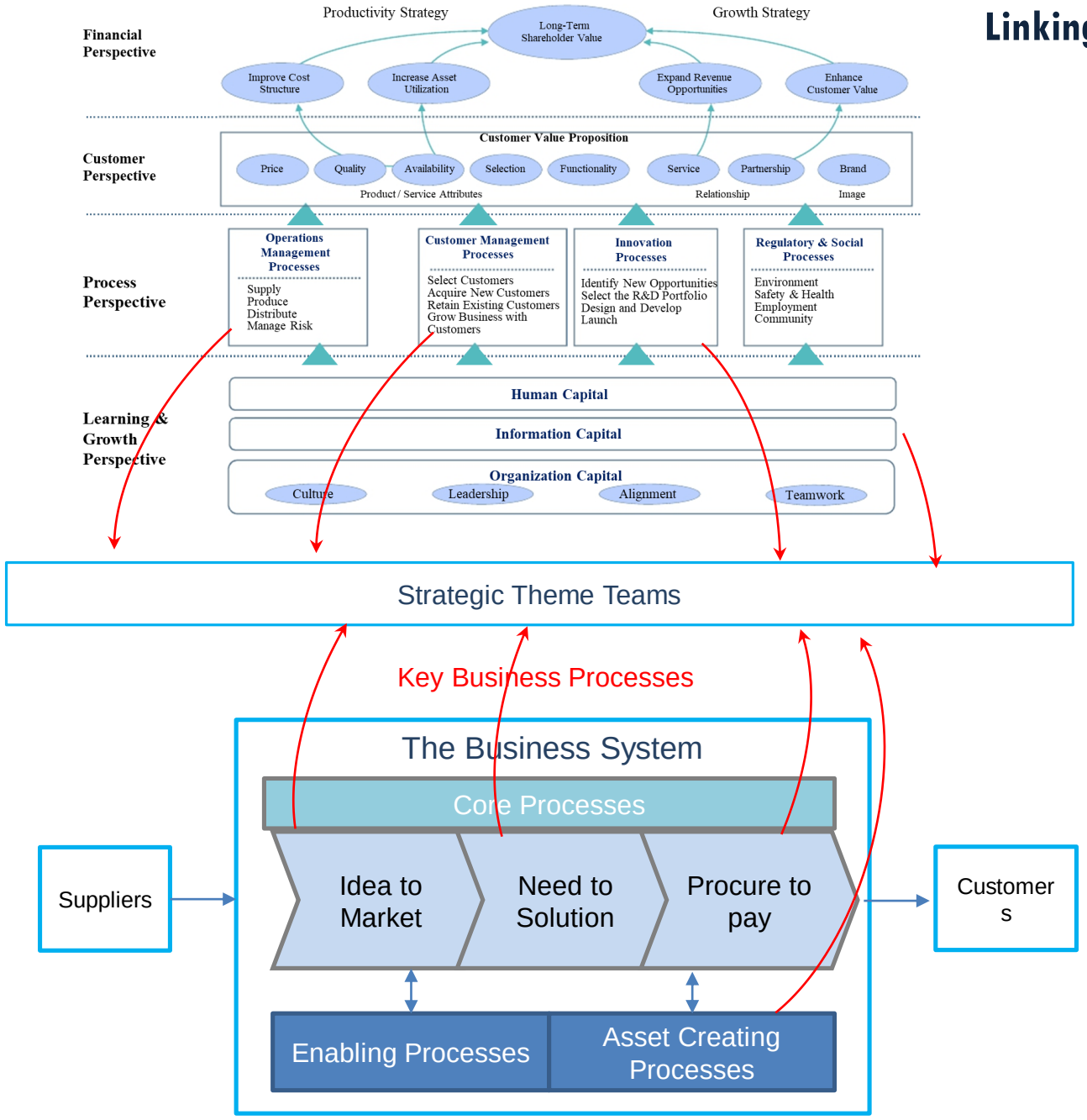
Linking Strategy to Operations

fruiStrategy



Linking Strategy to Operations

fruiStrategy



Strategic themes/objectives provide a top-down framework to guide the governance process

- Theme teams
- Objectives, Measures, targets
- Resources
- Reviews
- Change management process

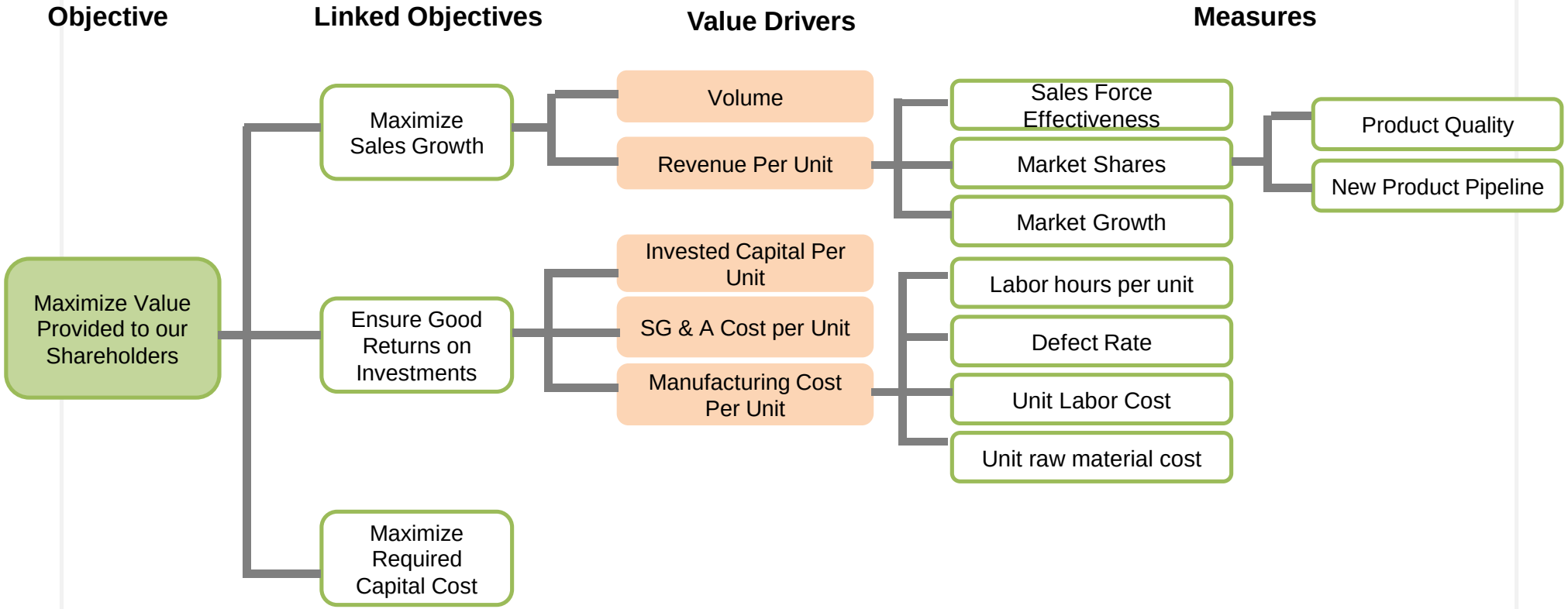
Key Processes provide a bottom-up framework to execute strategy at the operational level

- Change teams
- Analytics
- KPIs
- Results and deliverables
- Business process optimization priorities

Integrating framework: Strategy themes, objectives linked to key processes, provide a unifying framework for management system.

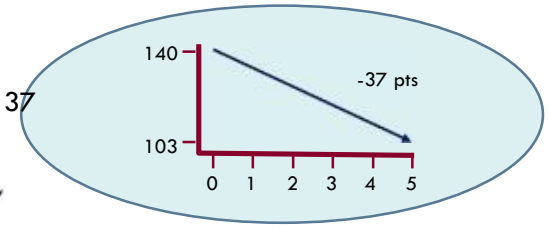
Value Tree Decomposition
(Linking Objectives to Measures)

fruiStrategy



Value Gap Analysis

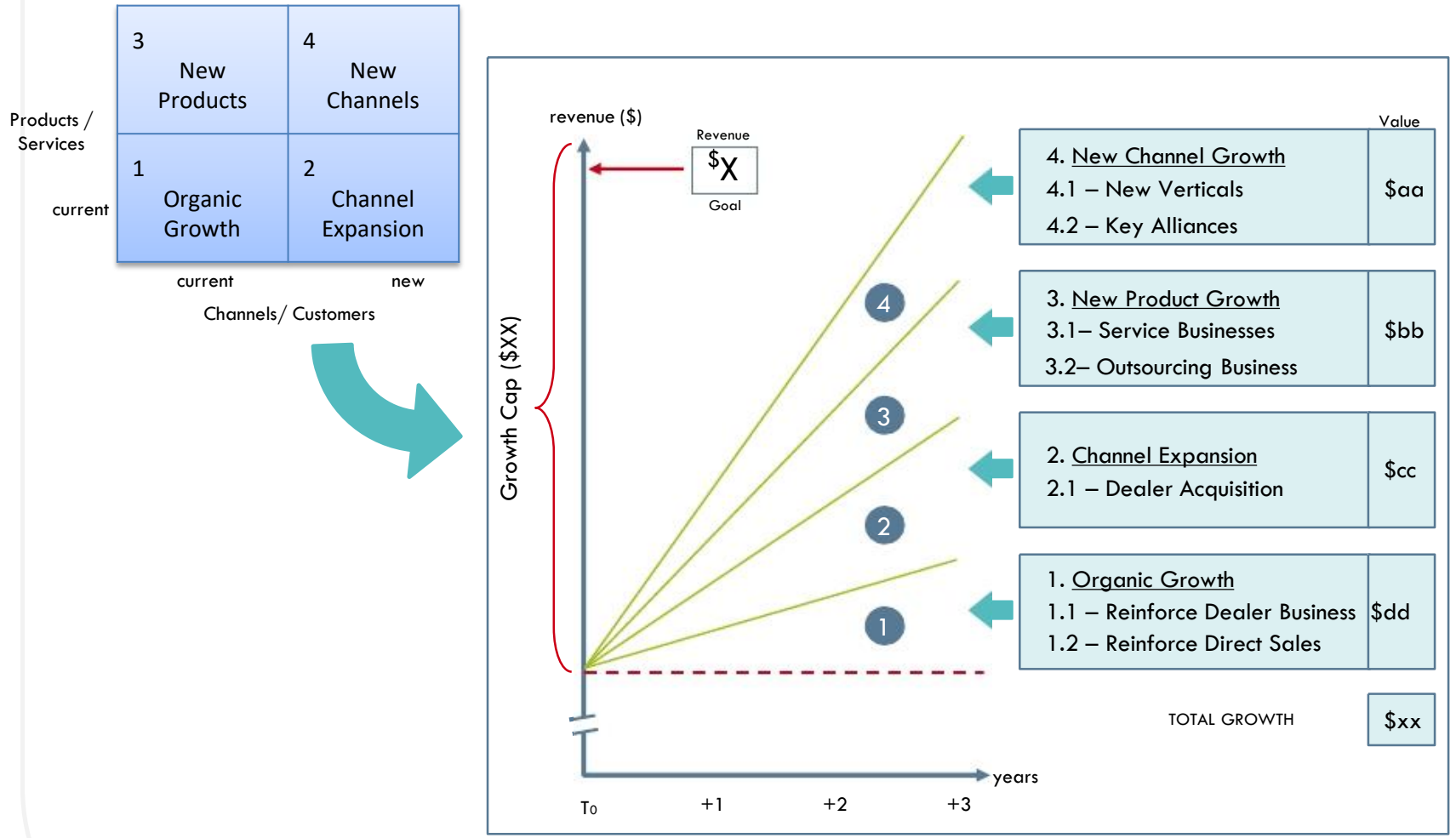
The corporate goal was to reduce the combined ratio by 37 points in five years



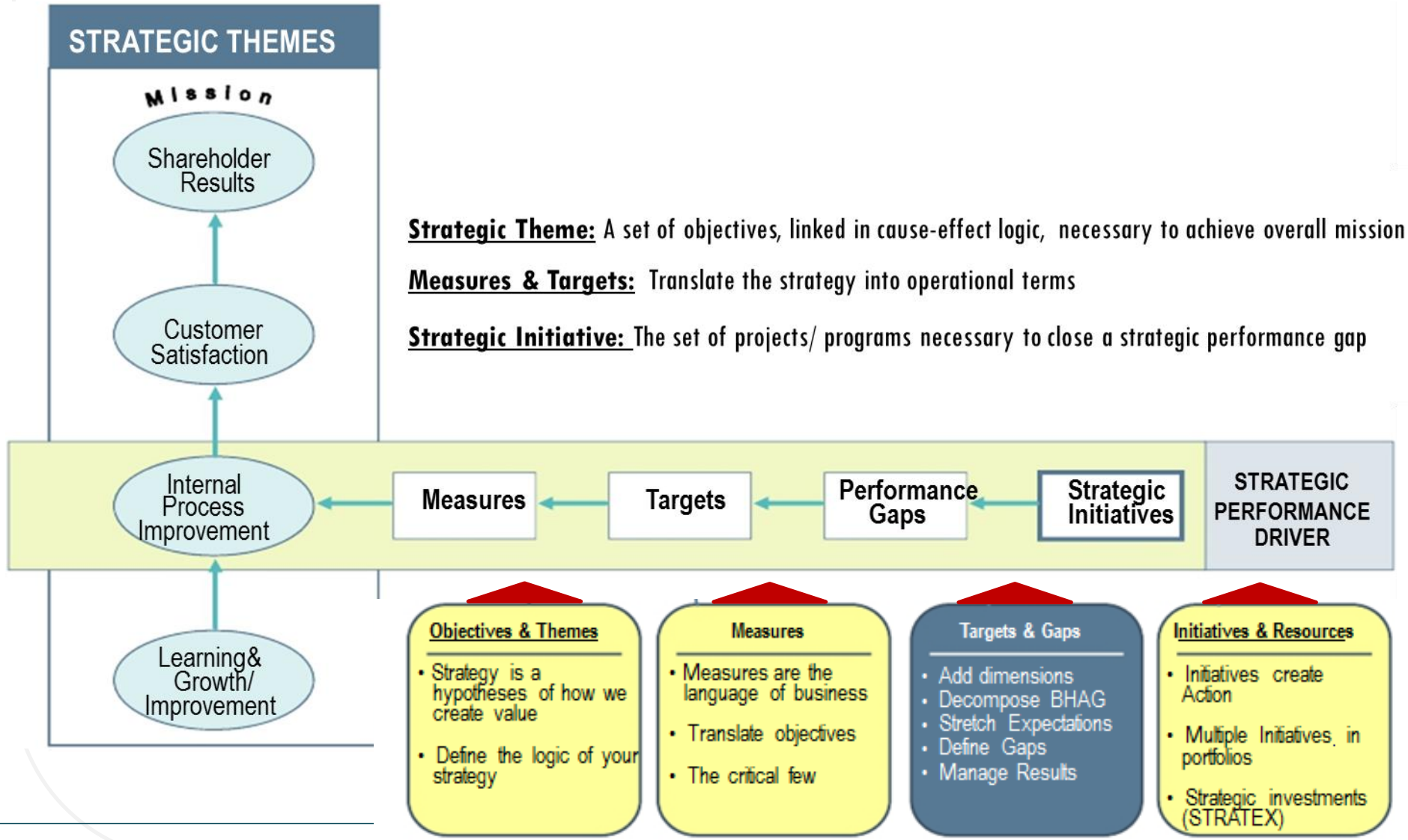
Strategic Themes

	Operational Effectiveness	Customer Management		Innovation	
	Improve agency's productivity	Focus on target markets	Align underwriting and claims	Upgrade underwriting	
YEAR					TOTAL
1					
2	-11	-6			-17
3			-4	-2	-6
4			-4	-5	-9
5			-2	-3	-5
TOTAL	-11 pts	-6 pts	-10 pts	-10 pts	-37 pts

Value Gap Analysis



Translate the Strategy



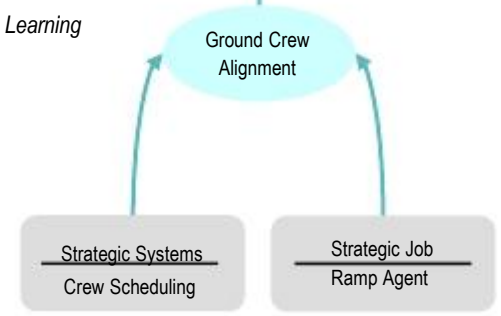
Strategic Theme: A set of objectives, linked in cause-effect logic, necessary to achieve overall mission

Measures & Targets: Translate the strategy into operational terms

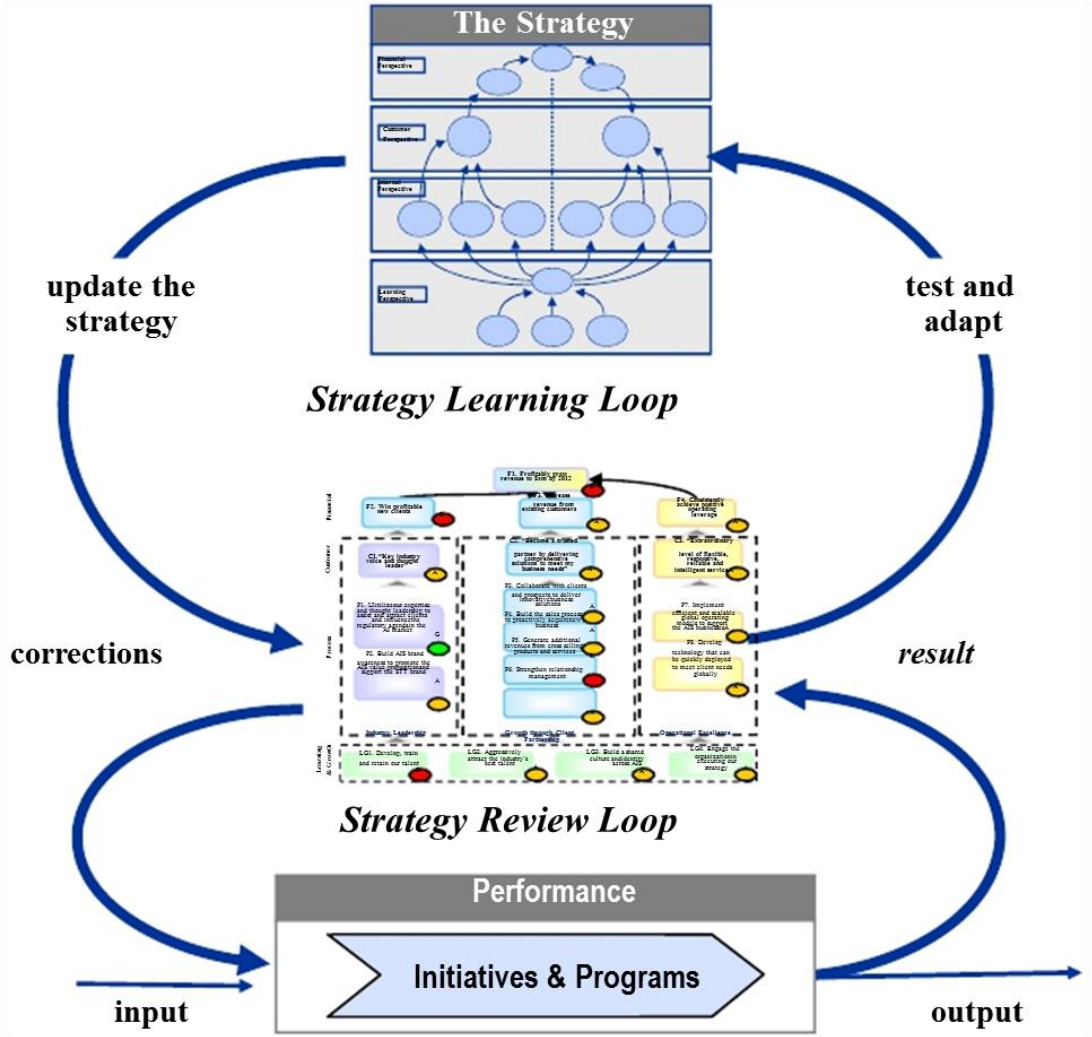
Strategic Initiative: The set of projects/ programs necessary to close a strategic performance gap

Balanced Scorecard Sample

fruiStrategy

Strategy Map		Balanced Scorecard		Portfolio
Theme: Operating Efficiency	**Objectives**	**Measurement**	**Target**	**Initiative**
Financial 	Profitability Grow revenues Fewer planes	Market Value Seat Revenue Plane Lease Cost	30% CAGR 20% CAGR 5% CAGR	
Customer 	Flight is on-time Lowest prices Attract and retain more customers	FAAOn-Time Rating Customer Ranking # Repeat Customers # Customers	#1 #1 70% Grow 12% CAGR	Frequent Flyer Program
Internal 	Fast ground turnaround	On Ground Time On-Time Departure	40 Minutes 90%	On Ground Cycle Time Optimization
Learning 	Ground crew aligned with strategy Develop the necessary skills Develop the support system	% Ground Crew Stockholders StrategicAwareness Strategic Job Readiness Info SystemAvailability	100% 100% Yr 1 - 0% Yr 3 - 90% Yr 5 - 100% 100%	ESOP Ground Crew Training Crew Scheduling System Roll out Communications Program

Strategy Testing and Adapting Meetings



Strategy Testing and Adapting Meetings (Annual)

- Are the data consistent with our strategic hypotheses?
- Has the environment changed in a fundamental way?
- Have new strategic options emerged?

Strategy Review Meetings (Monthly)

- Why did we miss the target?
- What correcting actions should we consider?
- Are initiatives on schedule?
- Do you need more resources?
- Would an multi-functional task force help?

fruiStrategy

- Link corporate strategy to projects, programs, and portfolio management
- Prioritize and invest in projects aligned to the strategy
- Strategic PMO: Structure to manage performance of projects, programs, and portfolios
- Integrate PMO to Strategy & Operations

Strategic and Operational Processes Within an Organization

About Data Labs India

Data Labs India 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 and Internet-of-Things.

PRODUCTS

fruiSCE Supply Chain Excellence Systems
MES | WMS | TMS | GTM | SCP | SC | CT | SCO

fruiStrategy Enterprise Strategy Management
BSC | PMO | Strategy Analysis | People Performance | Risk | OKR | Budgeting

fruiSCE Enterprise Resource Planning
Accounting | Purchase | Sales | Manufacturing | Inventory | HR | Marketing

fruiHMS Hospital Management
EMR | CRM | Pharmacy | Purchasing & Inventory | Sales | Accounting

SERVICES

SAP Practice
SAP S/4 HANA ERP | SAP BPC | Group Reporting | Analytics Cloud

Microsoft & EPM Practice
Microsoft Dynamics 365 F&O | BC | IBM Planning Analytics | Oracle Hyperion

Advisory Services
Strategy Transformation | Supply Chain Excellence

Technology Services
Artificial Intelligence | Machine Learning | IIoT | Process Mining

INDIA | USA | UAE | KSA

PRODUCTS & SERVICES PORTFOLIO

PRODUCTS

fruiSCE

Enterprise Resource Planning
- Purchasing & Inventory
- Sales & Distribution
- Marketing & CRM
- Manufacturing & Quality
- Accounting & Human Resources
- Projects, Facilities, & e-Commerce

fruiSCE® Manufacturing 4.0
- Manufacturing Management
- Quality Management
- Maintenance & Asset Management
- Energy Management
- Planning (MPS/MRP/Scheduling)
- Machine & PCS Integrations

fruiSCE® Logistics & Global Trade
- Transportation & Fleet Management
- 3PL Operations
- Asset Maintenance
- Finance & Statutory
- Global Trade Management
- Operations Management

fruiSCE® Supply Chain Planning
- AI/ML Driven Forecasting
- Demand & Capacity Planning
- Sales & Operations Planning
- Resource Planning
- MPS, MRP, & Scheduling
- Historic Data Management

fruiStrategy

Enterprise Strategy Management
- Strategy Analysis
- Balanced Scorecard (BSC)
- Objectives & Key Results (OKR)
- People Performance
- Enterprise PMO
- Budgeting & Planning
- Risk & Compliance
- Alignment
- Organizational Performance
- ESG Assessment
- OHI Assessment
- Performance Dashboards

fruiSCE® Business Networks
- Multi-Level Order Fulfilment
- Multi-Tier Inventory Management
- Demand Sensing & Response
- Supply Chain Visibility
- ESG & Supply Chain Risk
- Close Loop Supply Chain

fruiSCE® Warehouse Management
- Putaway & Picking Strategies
- Barcode & RFID Empowered
- Mobility
- Warehouse Performance
- End-to-End Operations Management

fruiSCE® Supplier Connect
- Supplier Registrations
- RFP, RFQ, & PO
- Purchase Management
- ASN & Inbound Logistics
- Performance Evaluation

fruiSCE® Control Tower
- Visibility of Inventory & Orders
- Capacity Planning
- Collaboration
- AI/ML driven Notifications & Alerts
- Supply Chain Performance

www.fruisce.com

www.fruistrategy.com

IMPLEMENTATION ADVISORY SERVICES

SAP S/4 HANA
ERP | Group Reporting | BPC | SAC | Integrations

IBM ORACLE Microsoft
Planning Analytics EPM Cloud Dynamics 365 F&O, BC

Consulting
Strategy Transformation | Supply Chain Excellence
Enterprise Integrations | Project Management

TECHNOLOGY

Artificial Intelligence & ML	Process Mining	Robotic Process Automation	IIoT & Integrations	Java Spring Boot | Angular | Python | MongoDB | Flutter

CONTACT→ Shaik Abdul Khadar sak@datalabsindia.com +91 7799798333

Datalabs India Solutions Private Limited, Hyderabad

Offices: USA | UAE | INDIA | KSA
www.datalabsindia.com

HOW CAN WE HELP YOU?

fruiStrategy

SUSTAINABLE STRATEGY EXECUTION

Strategy Management Consulting

- Strategy Analysis & Scenario Planning
- Strategy Execution Initiative
- Change Management
- Translating Strategy to Strategy Map & BSC
- Establish Strategy & Operational Reviews
- Measure Definition & KPI Optimization
- Business Process Alignment & Optimization
- Organizational Alignment
- Training

fruiStrategy Solution Implementation

- Configuration of fruiStrategy Solution
- Integration of methodologies BSC, OKR, TOC
- Automate PMO processes
- Automate Strategy reviews
- Automate Strategy communication
- Performance Dashboards
- Align with Business Process optimization initiatives
- Align with Planning processes
- Personal Scorecard Introduction

Remote OSM (Office of Strategy Management)

- Senior Strategy Consultant to monitor the strategy execution process
- Perform measure data and data flows validations
- Coordinate strategy execution tasks
- Manage periodic activities, content preparation, action items, and follow ups through automation or through support executive
- Onboard the new users and knowledge transfer

fruiStrategy

THANK YOU….