

VERAX INTERNATIONAL LTD

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INFORMATION



ORGANISATIONAL TRANSITIONS *REAL-TIME*

*THE MOST EXCITING DEVELOPMENT IN
PERFORMANCE INFORMATION SYSTEMS FOR DECADES*

THE SOLUTION FOR TRUE BUSINESS PERFORMANCE MANAGEMENT.

As it happens - when it happens

OTI REAL-TIME tells you:

- **WHAT IS HAPPENING.**
- **WHY IT IS HAPPENING.**
- **WHERE IT IS HAPPENING.**
- **WHAT TO DO ABOUT IT.**
- **WHAT WILL HAPPEN AS A RESULT.**

... ALL THE TIME, ANYTIME.

Unlike many other business performance systems OTI *Real-Time* examines the heart of the business and predicts the consequences of what is happening.

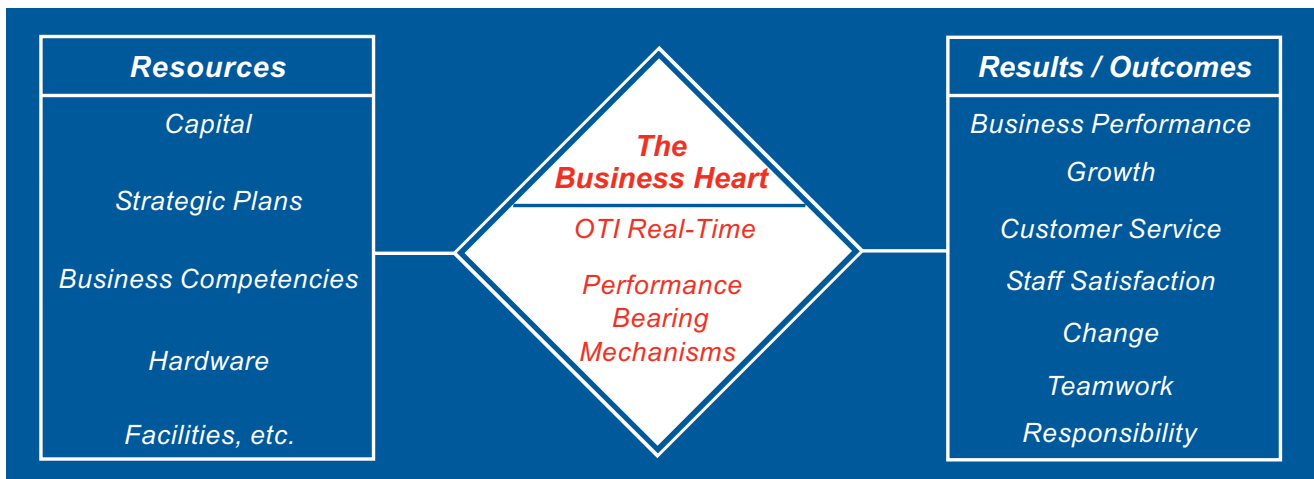
Organisations are living, dynamic organisms. Regularly keeping your finger on the pulse keeps you on top of performance.

The Organisational X-Ray

OTI *Real-Time* acts as a diagnostic x-ray of the organisations vital organs while they are working. It tells you what is working well and what needs fixing.

But this is an X-Ray with a difference. It is both a wide-angle lens encompassing the entire organisation, but it can also zoom in on any facet to show precisely why any particular element is creating the results you see (positive or negative).

OTI *Real-Time* is more than just your finger on the pulse.



The Dynamics of Performance

OTI *Real-Time* dynamically and continuously clarifies the inside story of your organisation's performance by analysing the **16 factors** (Performance Bearing Mechanisms) that our research shows as the **fundamental drivers of your business performance**.

It continuously **benchmarks** your organisation against others.

It analyses specifically how each **Performance Bearing Mechanism** (alone or with others) impacts **current business performance, quality, growth, customer service, staff retention** and a **host of other outcomes**.

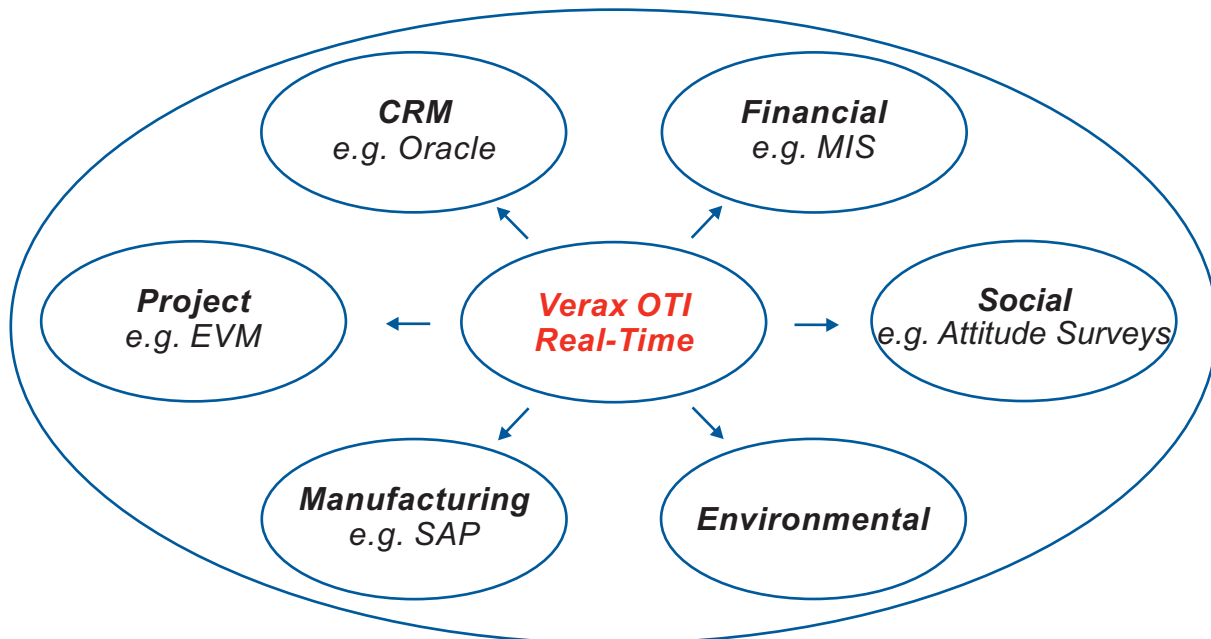
Performance and Change

We know that throwing money at problems does not work, neither does setting unrealistic targets. Just cutting out resources is not the answer. We have to do something different.

In a recent survey 80% of respondents said their organisations had experienced three or more major changes in the last 3 years. They also said that change was difficult to implement well because the right information was not available at the right time, in the right place and in the right (understandable) format.

Currently, managers try to figure out what has happened, through financial data (MIS), production figures, sales returns, staff surveys etc.

But these only measure the outputs of the business and do not explain **why** or **how** these results occur.



In the meantime there is the continuing challenge of maintaining business performance.

Change is dynamic. A small change in one part of the organisation may have ripple effects elsewhere. Change happens in real-time.

OTI *Real-Time* gives you the information you need to manage change in real-time. It identifies and analyses the causes, so that they can be fixed before the consequences become too problematic.

Your Future - Predictions

Not content with just historical analysis, OTI *Real-Time* enables the executive team to define and quantify what the organisation needs in order to thrive in its market place (the Desired State).

OTI *Real-Time* then makes **recommendations** for bridging the gap between the Desired State and what is currently happening (Actual).

This system predicts the consequences of continuing as you are. By monitoring the trends of the changes made (intentional or unintentional, e.g. a new appointment, a systems tweak etc.) it predicts consequent future trends.

Flexible Control

The specificity of the causal analysis enables managers throughout the organisation to make appropriate change while minimising reliance on external experts.

Whether you use OTI *Real-Time* for:-

- Improving Business Performance
- Implementing major projects
- Changing the Culture
- Mergers & Acquisitions
- Managing Change
- Satisfying Customers and Staff

the information, continuously provided by and made available to all, generates commitment, enthusiasm and appropriate involvement in the changes you need to create the organisation you want.



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