

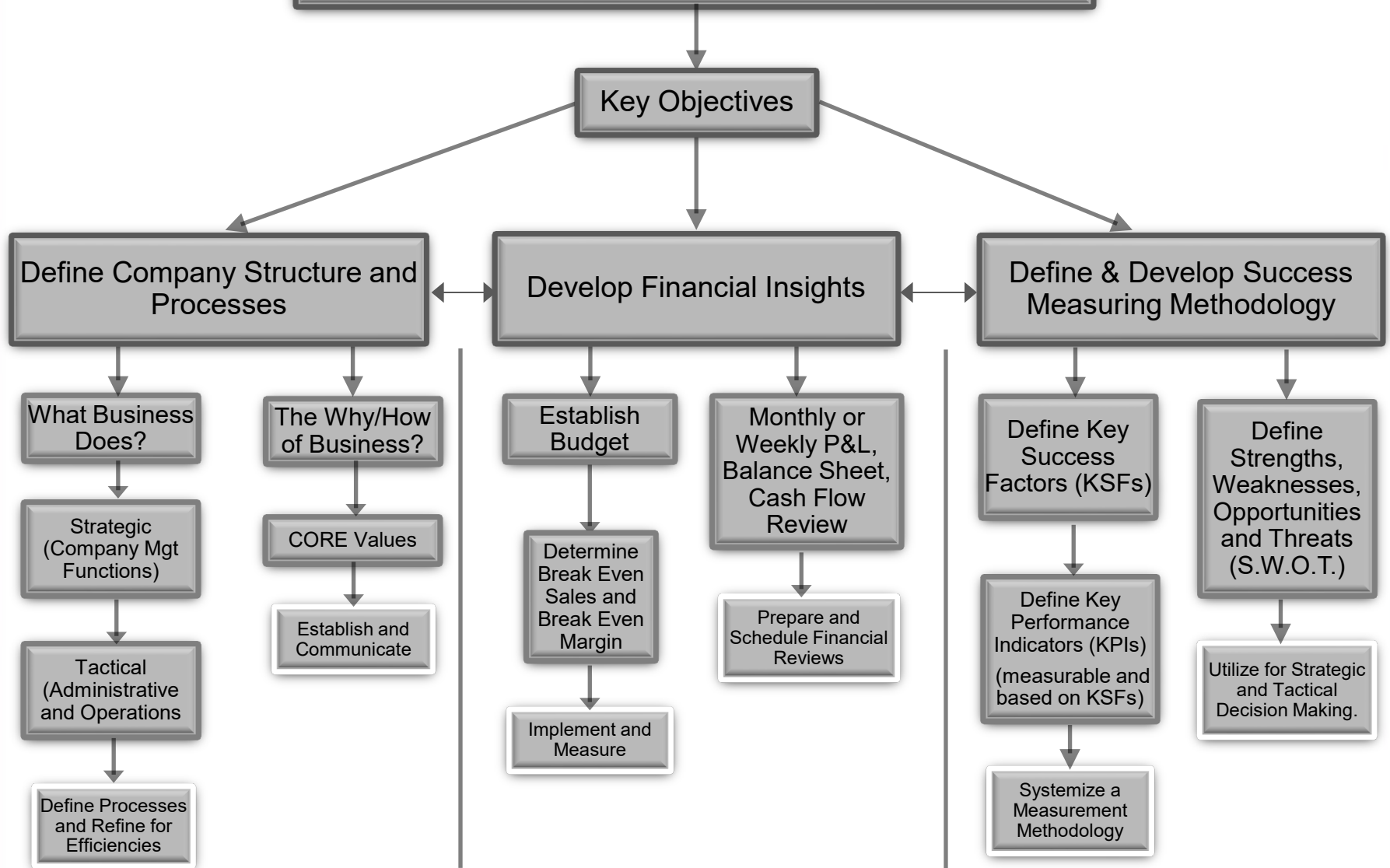
Business Operational Framework

Company Structure and Processes
(Strategic & Tactical)

Financial Insight

Success Methodology
*(Key Success Factors,
KPI, S.W.O.T.)*

Business Operational Framework



Define Company Structure and Processes

What does the Business Do?
(Strategic and Tactical)

Define Current Business Structure

Strategic

Management Functions

(Examples: Strategic Goals, Financial Oversight/Planning, Tax, Accounting, Employee Management)

Tactical

Office Admin Functions

(Examples: Accounts Receivable, Accounts Payable, Human Resources, Payroll)

Tactical

Operations Functions

(Examples: Estimating, Order Fulfillment, Customer Service, Vendor Management)

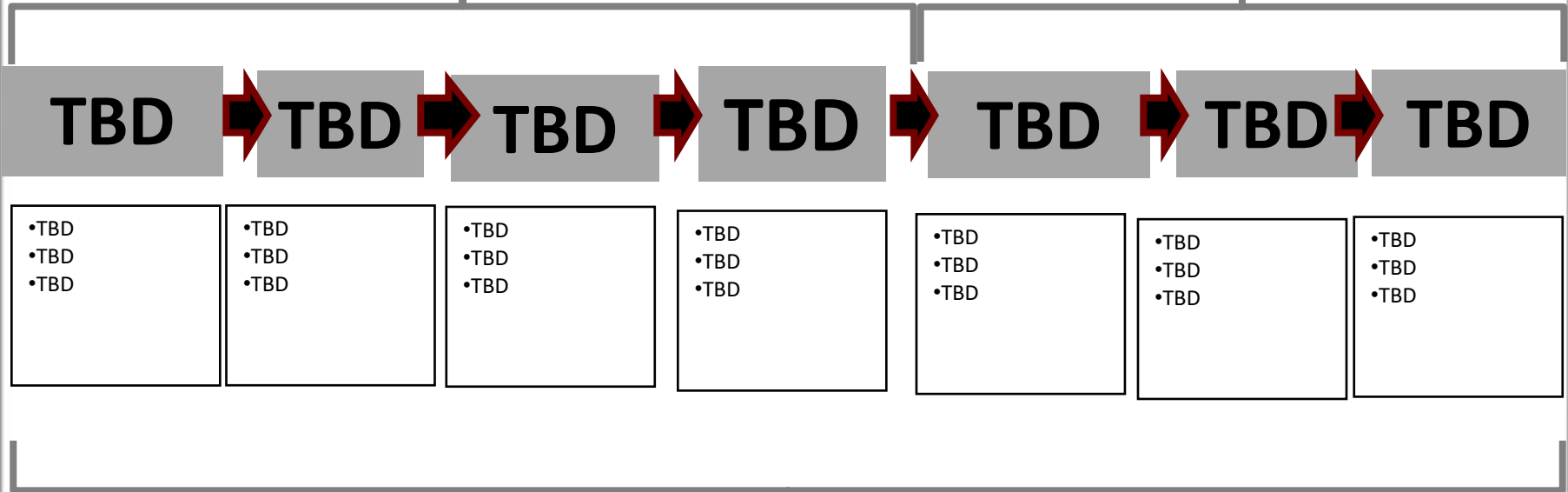
Weekly / Monthly / Annual Business Processes

DEFINE Company Weekly Processes

**EXAMPLE OF DEFINED WEEKLY
PROCESS DETAIL:**

Operations (TBD)

Administration (TBD)



Define Company Structure and Processes

The Why/How of the Business?
(CORE Values)

CORE VALUES (DEFINE)

V.

- TBD based on Company Core Values

A.

- TBD based on Company Core Values

L.

- TBD based on Company Core Values

U.

- TBD based on Company Core Values

E.

- TBD based on Company Core Values

Develop Financial Insights

Budget, Break-Even Analysis, P&L, Balance Sheet, Cash Flow

Define & Develop Success Measuring Methodology

Key Success Factors, Key Performance
Indicators, and S.W.O.T

Define Key Success Factors and KPIs

Key Success Factors

- TBD (based on Core Competencies)
- TBD (based on why customers choose the company)
- TBD (differentiators from the competition)
- TBD (what makes company successful from owner viewpoint)
- TBD (what makes company successful from customer viewpoint)
- TBD (what makes company successful from employee viewpoint)

Key Performance Indicators

- TBD (base on Key Success Factors)
- TBD (base on Key Success Factors)
- TBD (base on Key Success Factors)
- TBD (base on Key Success Factors)
- TBD (base on Key Success Factors)
- *NOTE: All KPIs should be measurable and based on Key Success Factors.*

Define S.W.O.T.

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
TBD	TBD	TBD	TBD
TBD	TBD	TBD	TBD
TBD	TBD	TBD	TBD
TBD	TBD	TBD	TBD
TBD	TBD	TBD	TBD
TBD	TBD	TBD	TBD

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NOTE: Framework to be utilized in Planning,
Daily/Weekly/Monthly Decision Making,
and imparted to Managers/Employees as applicable.

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