

*The Agylytyx team provides a wide range of strategic and analytic services designed to help companies link their strategy with their execution and “put their money where their strategy is.” Whether or not a Agylytyx product like the Agylytyx Generator™ is used, the team’s successful consulting approach has helped influence companies’ strategy and helped ensure their successful execution. The resulting return on investment from these services is usually significant.*

## Strategic Services

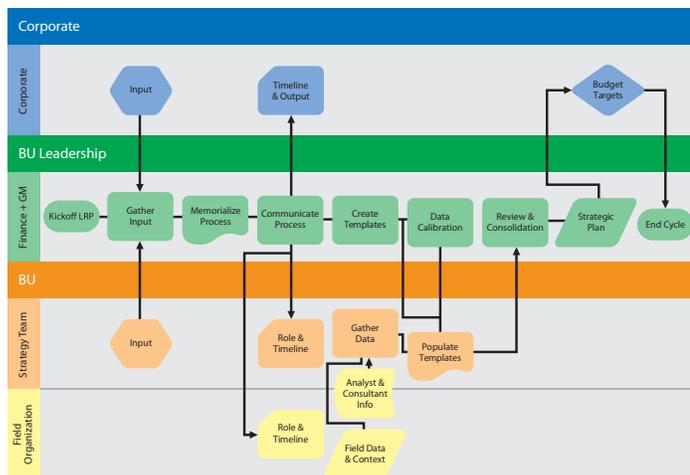
Agylytyx helps companies improve and implement their planning process. Linking the process to corporate strategic goals, automating the planning process, calibrating forecasts, establishing organizational alignment, formalizing templates and agendas, and facilitating meetings are typical services provided by the Agylytyx team.

## Long Range Planning Services

The Agylytyx team has significant executive experience with strategic and long term planning in some of the world’s best companies. The most effective and reliable analytics usually come from a process which encourages timely stakeholder participation. Agylytyx involvement can help ensure that these goals are met.

## Planning Process Design

Most finance teams already have a process for short term planning and budgeting in place. The Agylytyx team focuses exclusively on longer term planning processes, especially in large enterprises where annual budgets are the only real way to assure execution of corporate strategy. Long range planning processes, should be designed to provide a strategic “feedback loop” – mirroring the way the company thinks about strategy in the way data is gathered, and “bounding” the corporate strategy by a



Example planning process design.

view of what is actually possible to achieve. Deliverables in this process usually include identification of roles and responsibilities through a RACI map and/or swimlanes, and a diagram of the long range planning process flow, meeting schedules, template sharing, data deadlines, etc.

## Template Creation

The Agylytyx team creates templates to support the long range planning process. Understanding data required in order to construct analytic output is always the first step in this process, since constituents will usually ask how the requested data is to be used. Deliverables in the process usually include Quantitative templates (e.g. spreadsheets) and Qualitative templates (e.g. presentations) which are simple enough to encourage participation,

		Section One			
Scenario Data		"Base Case" Financial Information			
		2012	2013	2014	2105
		\$	\$ Growth	\$ Growth	\$ Growth
<b>Revenue</b>					
Product Revenues		\$0	\$0 0	\$0 0	\$0 0
Asia					
Europe					
North America		\$0	\$0 0	\$0 0	\$0 0
Support Revenue		\$0	\$0 0	\$0 0	\$0 0
Asia					
Europe					
North America		\$0	\$0 0	\$0 0	\$0 0
Professional Services Revenue		\$0	\$0 0	\$0 0	\$0 0
Asia					
Europe					
North America		\$0	\$0 0	\$0 0	\$0 0
<b>Total Revenue</b>		\$0	\$0 0	\$0 0	\$0 0
Asia					
Europe					
North America		\$0	\$0 0	\$0 0	\$0 0
<b>Cost</b>					
Product Revenues		\$0	\$0 0	\$0 0	\$0 0
Asia					
Europe					
North America		\$0	\$0 0	\$0 0	\$0 0

Example planning template.

but which ask for enough data to populate required analytics. If the Agylytyx team designs the Long Range Planning process also, the templates will be designed and timed specifically to support that process.

## Meeting Moderation/Facilitation

Whether it is an entire meeting or a portion of the meeting, the Agylytyx team is experienced at moderating and presenting in professional environments. Meetings such as Planning Kickoff Meetings, Strategy Sharing Sessions, Portfolio Reviews and OPS

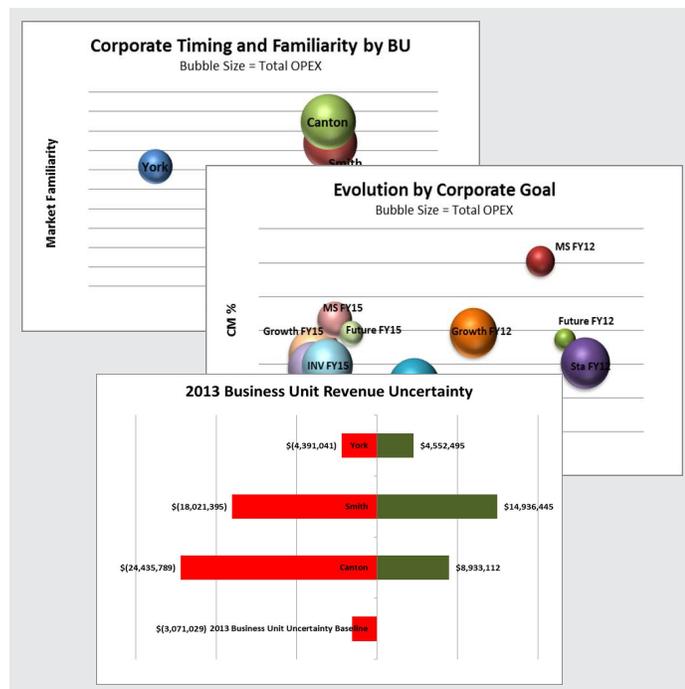
Reviews are examples of key executive forums where a member of the Aglytyx team can serve as a moderator, facilitator, or participant. Working sessions such as calibration meetings are often best facilitated by a neutral third party. Deliverables in these cases usually involve pre-meeting guides and presentations, as well as meeting notes/minutes.

## Analysis Services

The Aglytyx team has consulting and corporate experience with many large enterprises. Portfolio management approaches, data renderings, and business drivers are often industry and situation specific. The knowledge to help apply the right analysis to the right situation can be invaluable. From strategic consulting to analytic renderings, the Aglytyx team provides services designed to maximize immediate business impact.

## Portfolio Management Approaches

The Aglytyx team have applied portfolio management approaches to many different industry types, business models, and company sizes. A master collection of these approaches have been archived for future use. This library forms the backbone of the Constructs available in the Aglytyx Generator™ product. The team specializes in understanding which approaches are most appropriate to use with particular business situations.



Example constructs.



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## Construct Creation

Determining which portfolio management approaches to use is an important accomplishment. Creating the Constructs which support that approach is a task many companies fail to execute. The Aglytyx Generator™ product is designed to automate the process of assembling those Constructs, and to make the process repeatable. The Aglytyx team can use the Construct Builder™ to create and include customized Constructs that are not already in the library.

## Dashboard/Report Design

For companies who choose to purchase the Aglytyx Generator™, the Aglytyx team can use its wealth of system experience to develop Construct approaches in other tools. Significant experience with finance systems, business intelligence systems, enterprise data warehouses, data cubes, etc. make the Aglytyx team well suited to use existing tools to develop dashboards, scorecards, portfolio reports, etc.

## Calibration Techniques

Business constituents don't always answer forecast or complete templates in the same way. This lack of response calibration is one of the key reasons business leaders do not always trust forecast data. Faced with this kind of uncertainty companies often take the course of least resistance, allocating the same budgets to the same business units without risking reallocations. For this reason, a lack of calibration can be one of key reasons companies underperform against their strategic objectives. The Aglytyx team specializes in calibration techniques – providing specific guidance to business unit leaders which will dramatically improve forecast homogeneity. This increase in reliability can lead to an increase in forecast confidence and effective budget reallocations.

## Analytic Support

Large enterprises can generate a lot of tables, charts, and graphs. Successful data mining without a strategic translation product can yield a lot of tables, charts and graphs without real business context. Aglytyx solutions are engineered to address this situation. Using the Aglytyx Generator™ makes this task easier, but the Aglytyx team is a source of reliable business expertise. By applying tactics such as sensitivity analysis, volatility analysis, Monte Carlo simulations, efficient frontier calculations, optimization techniques, scenario modelling and more, the Aglytyx team can help identify key business drivers and assess the implication of strategic choices.