

# Aligning Management Intelligence Gathering with Decision-making

## Challenges:

- Intelligence gathering happens before or after meetings in isolation from the decision-making process.
- Intelligence is not standardized. Not connected.

## Solution: informPlatform

Your management gets real-time alignment of decision-making with focused intelligence.

“Through Industry Intelligence Inc., our senior managers receive all this information at the same time, and can make their decisions accordingly. It helps us to make better decisions, knowing more and more what is going on around us.”



## informPlatform

Making strategic management decisions as a group with intelligent information

During senior management meetings access to informPlatform and Data Centers is available to the entire management team. Everyone is on the same platform at the same time. Decision-making is done in real time aligned with the intelligence.

- Intelligence is aligned with decision-making.
- Informed real-time decision-making is a reality.
- Information is standardized. Access to intelligence is simultaneous.

# ALIGNING MANAGEMENT INTELLIGENCE

G A T H E R I N G   W I T H   D E C I S I O N - M A K I N G

CASE

1

**Use during management meetings speeds decision-making.** Once the management team at this company saw the efficiency gained when every team member had access to the same information both before and during the meetings, they made an instantaneous decision to get the entire team on the service. The team was so convinced of the efficiency of total alignment that members who were in other divisions were also included as well.

**Company:** One of the largest international forest products companies

**Operation:** 30,000+ employees, worldwide

**Best Practice:** Align senior team, even those representing non-industry divisions, with a single source of industry information.

Initial: 3 senior managers accessed informPlatform

Current: CEO plus entire 17-member senior management team accessed this service before, during, and after management meetings to facilitate intelligence gathering and decision-making process.

CASE

2

**CEO empowers management team with full information access.** The incoming CEO of this company immediately signed himself onto the service, and before long made the decision to extend the service to his entire management team. When the entire company gets all the same information at the same time, decision making is expedited.

**Company:** \$1.0-plus billion integrated forest products company

**Operation:** 4,000+ employees, 15 facilities

**Best Practice:** Align the senior management team with a single source of industry intelligence

Initial: Only division managers had access to service

Current: CEO plus 9-member senior team use the service

CASE

3

**EVPs expand information access 10-fold to include VPs and Division Managers.**

Once the EVPs realized the value that came from having their management team aligned on a single intelligence platform, they quickly expanded the service to all VPs and later to all division managers. When information is standardized and access is simultaneous, real-time decision making becomes a reality.

**Company:** Large international supplier to the paper industry

**Operation:** 6,000 employees worldwide

**Best Practice:** Align decision makers at all levels, from EVPs down to division managers

Initial: Service was scattered throughout company at various decision-making levels.

Current: Service expanded 10-fold to include every decision maker from top SVPs to VPs to division level managers.