

Outcome Management

Moving from Triple Constraint to Value Generation





Cost vs. Value?

Beginning a project

Reactive Behavior



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Tie to Strategy?

Market changes

Agenda

- Value of Outcome Management
- How can you get there



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Why Value Based Management

- Value is organizational common denominator

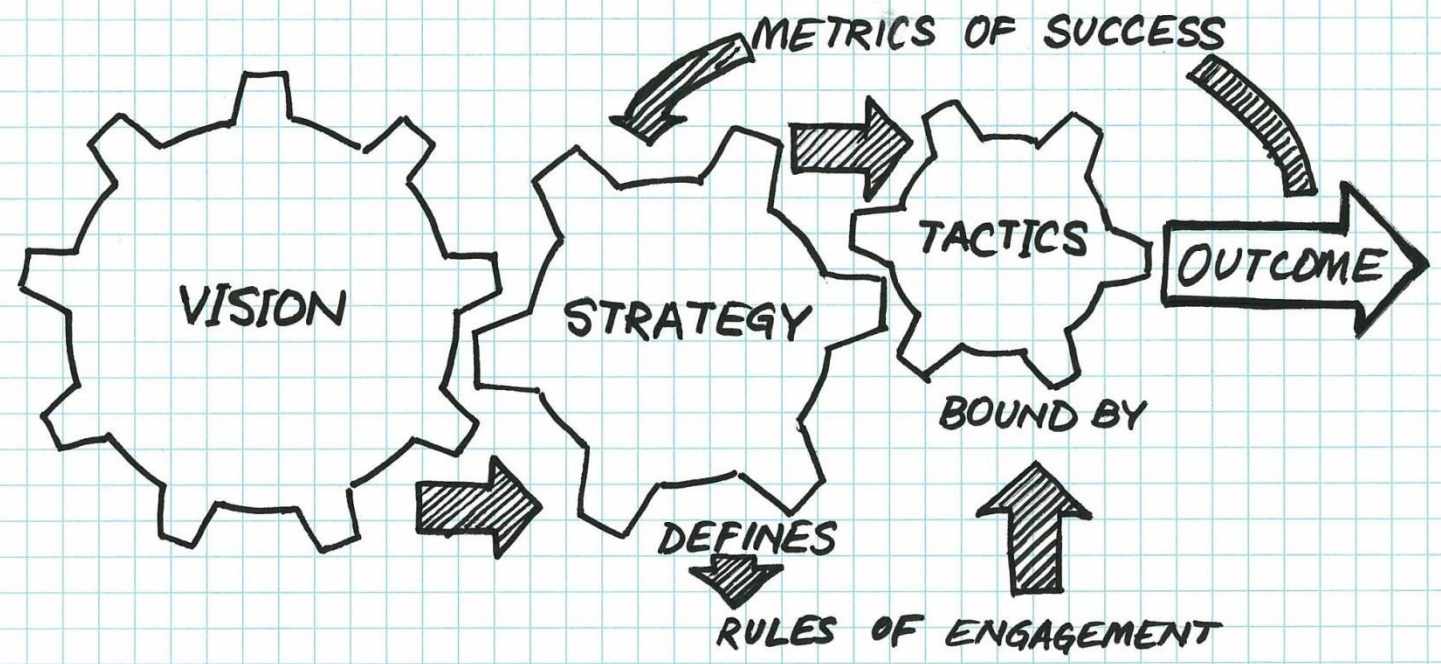


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Why Value Based Management

- Value is organizational common denominator
- **Realizing strategic vision**



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Why Value Based Management

- Value is organizational common denominator
- Realizing Strategic vision
- **Strategic Mode**



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Why Value Based Management

- Value is organizational common denominator
- Realizing Strategic vision
- Strategic Mode
- **Maximizing Organizational Impact**



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How to Move the Needle

- **Ask Different Questions**



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How to Move the Needle

- Ask Different Questions
- **Alignment**



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How to Move the Needle

- Questions to Ask
- Alignment
- **Adoption**



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How to Move the Needle

- Questions to Ask
- Alignment
- Adoption
- **Metrics**



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How to Move the Needle

- Questions to Ask
- Alignment
- Adoption
- Metrics
- **Accountability**



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Peritius Strategic Outcome Charter

Strategic Objective	
Position Payroll for global growth	
Problem Statements	Desired Outcomes
<ol style="list-style-type: none">1. The current payroll system doesn't support different currencies.2. We are not optimizing the markets for exchange rates.3. Payroll is heavily saddled with manual processes4. Our payroll staff is 15% larger than the industry standard	<ol style="list-style-type: none">1. Efficient payroll process that supports a global resource model.2. Payroll system that addresses global currencies and optimizes exchange rates
Success Measures	
<ol style="list-style-type: none">1. Reduction in manual process and 10% reduction of payroll staff.2. 5% increase in cost savings through exchange rate optimization3. Repeatable process to support payroll as new global offices are opened	



Questions?



Contact Information

Laura Dribin, CEO/Founder
Peritius Consulting, Inc.

ldribin@peritius.com

(w) 312.605.8405

(c) 847.612.7901