

SUCCESS STORY

Define strategic plans and assess growth opportunities in the defence sector



CUSTOMER BENEFITS

30

revenue streams' strategy documentation assessed against compliance matrix

1

standardised framework to report the Business unit's strategic plans

40%

strategic plan compliance improvement on priority revenue streams

CHALLENGES

An **industry-leading systems provider** for defence, civil and security projects wanted to define a standard framework to formalise its strategic plans and develop a methodology to assess growth opportunities.

The aim was to **facilitate the prioritisation of business development activities** and projects at the company level to improve the alignment of resources and investments.

SOLUTIONS

Define a methodology and framework for Business Unit's Strategic Plans, and growth opportunities:

- Analyse existing strategy and frameworks in use to assess growth and identify priorities
- Review local and corporate reporting requirements
- Formalise, test and validate a standard methodology and framework for strategic plans, and growth opportunities assessment

Support the Business Units in implementing the new methodology and framework:

- Develop a compliance matrix to assess gaps between current documents and the framework
- Aligned with the executive leadership team on implementation priorities
- Support Business Units in formalising their strategic plans and present them to the executive leadership team

KEY DELIVERABLES



Strategic Plan framework



Compliance matrix



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