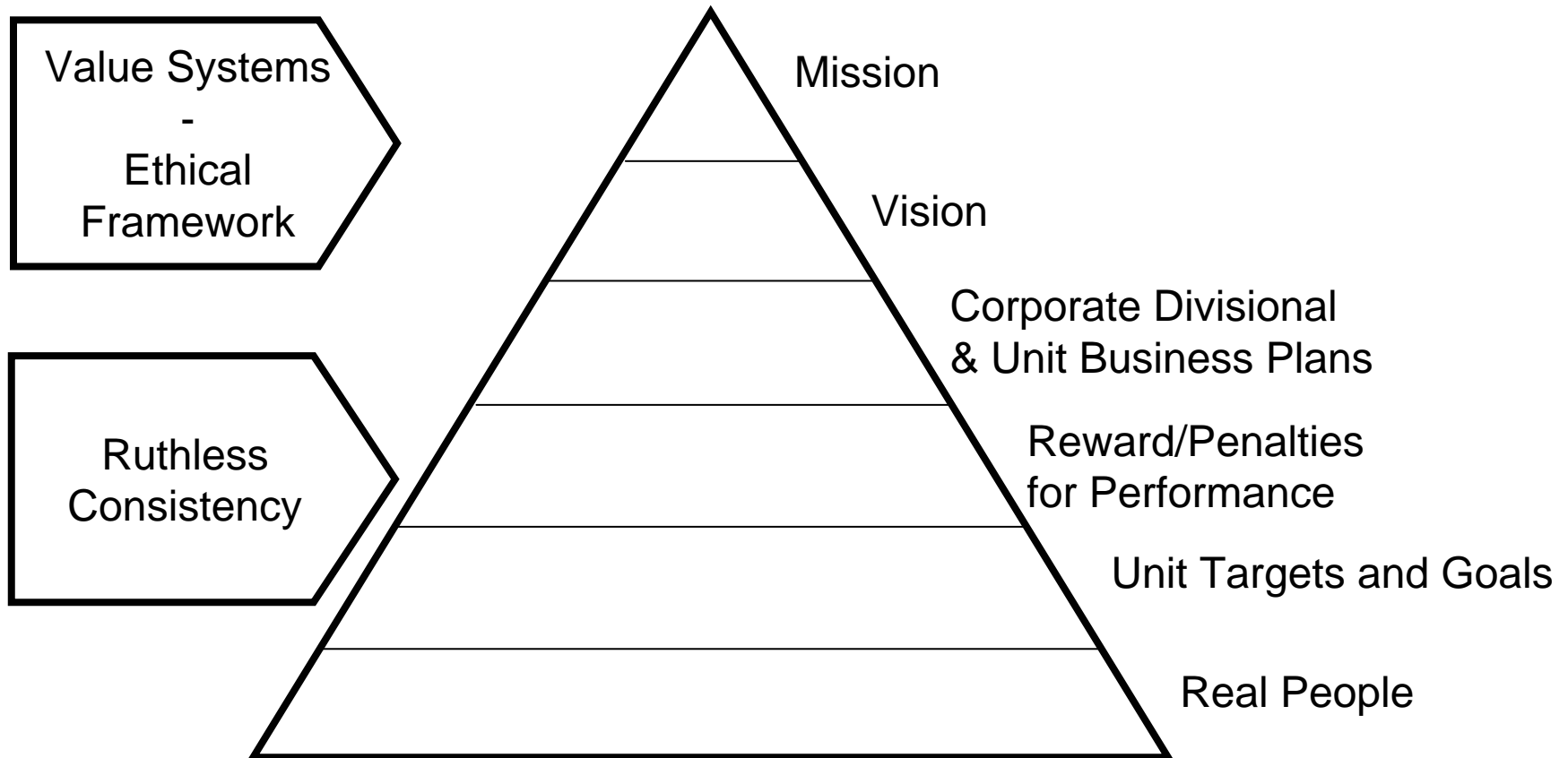


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How it all fits together

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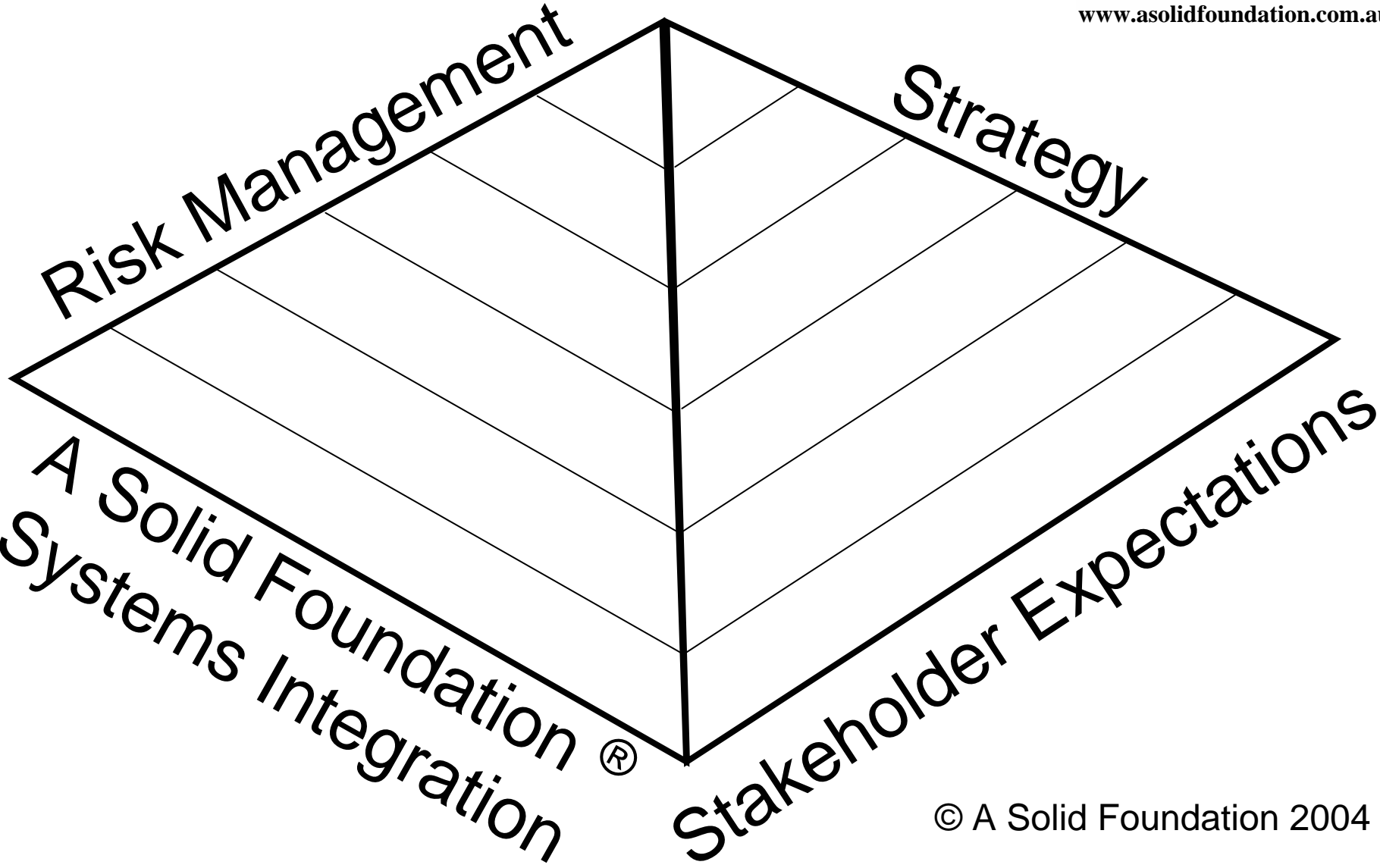


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# The Top Pieces Fit Together

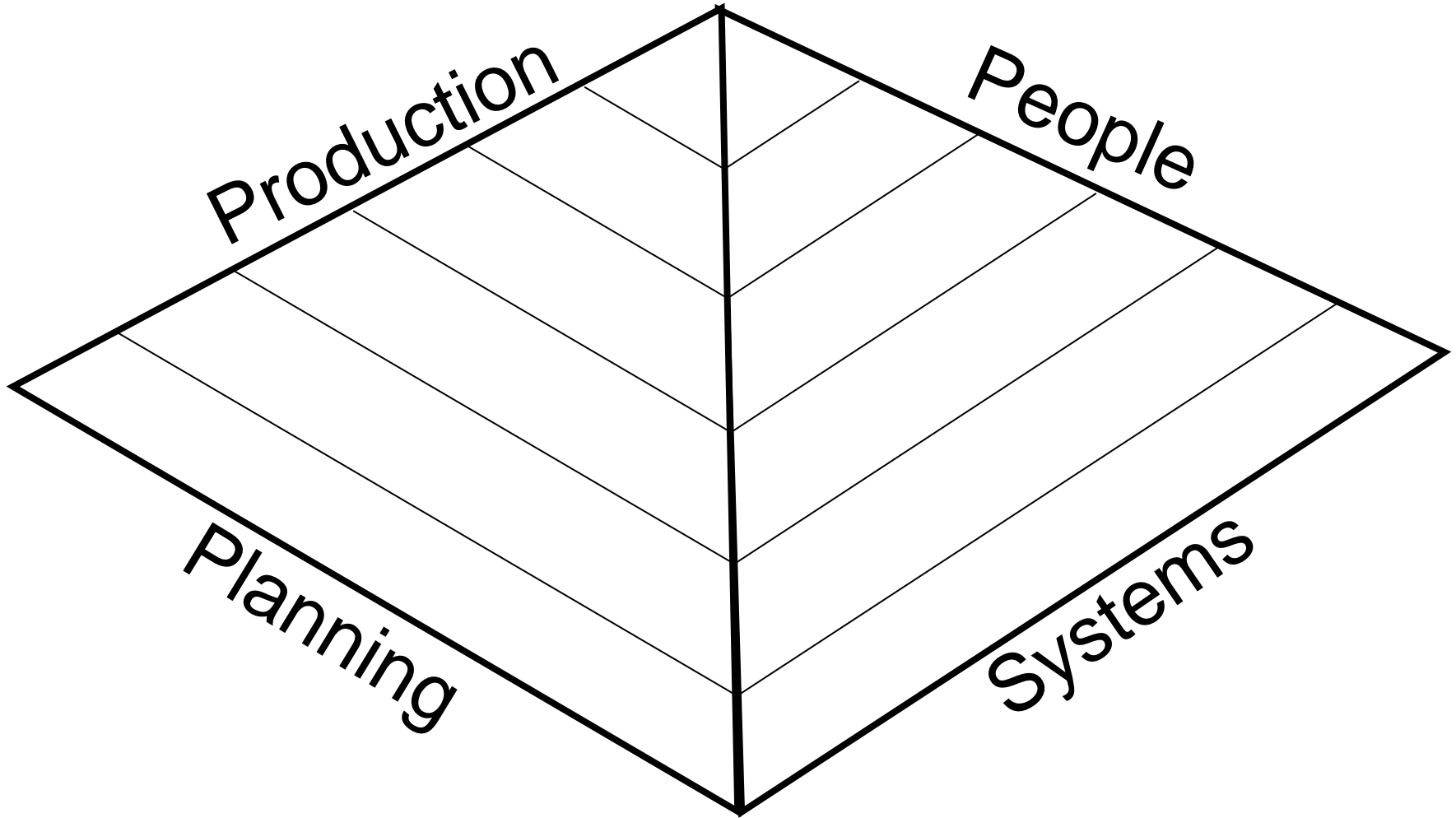


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# The Bottom Pieces Fit Together





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# Business Planning User Outline

A guide to better business planning  
One step to establishing  
A Solid Foundation<sup>®</sup>

# Business Planning Cycle

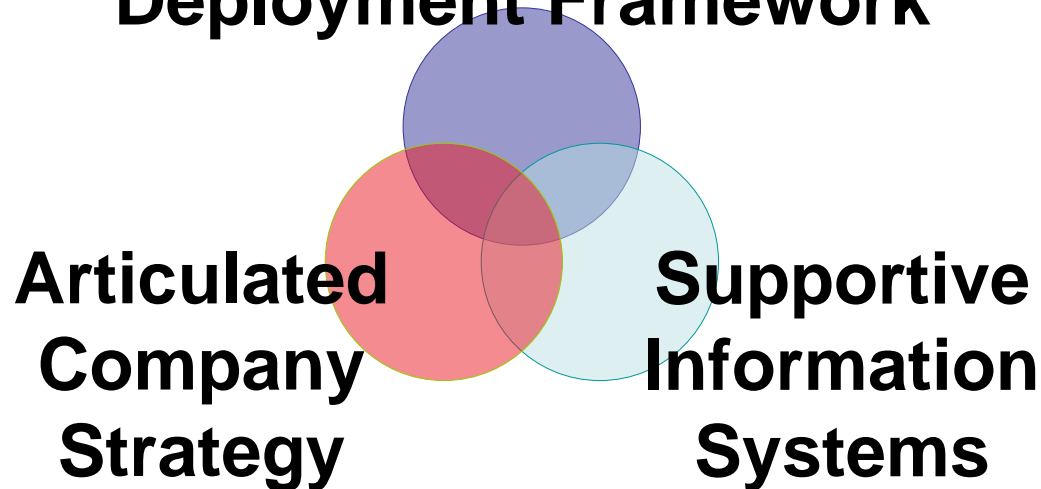


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# The Information Enabled Company Challenge

## Transformation Deployment Framework

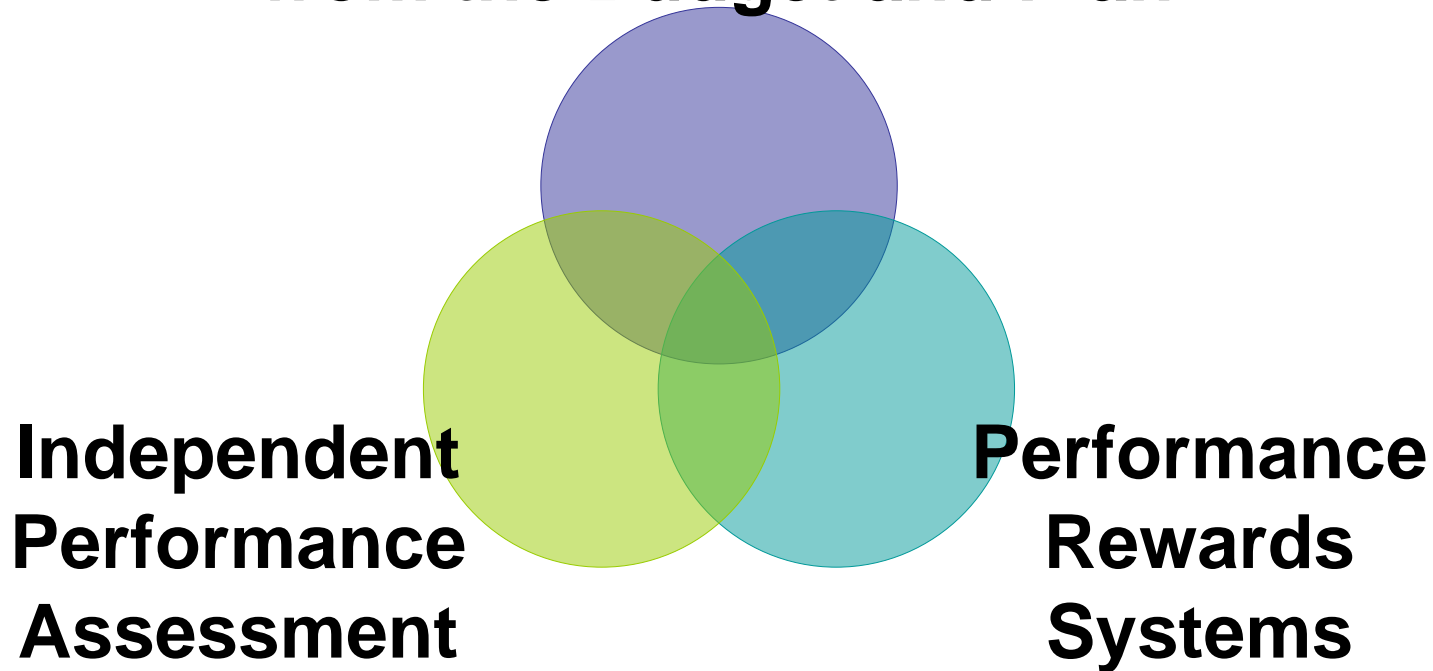


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Understand this  
interrelationship

# From Planning to Performance

## Real Targets from the Budget and Plan

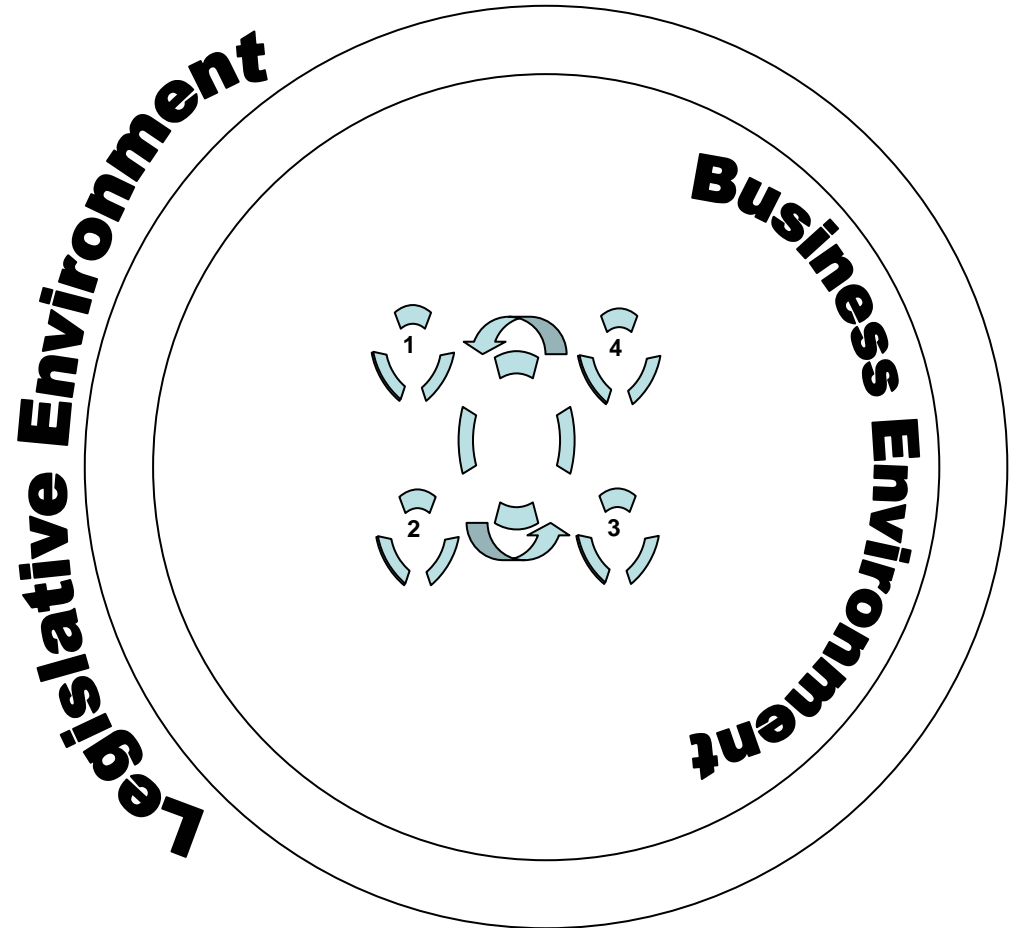


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A self reinforcing  
structure

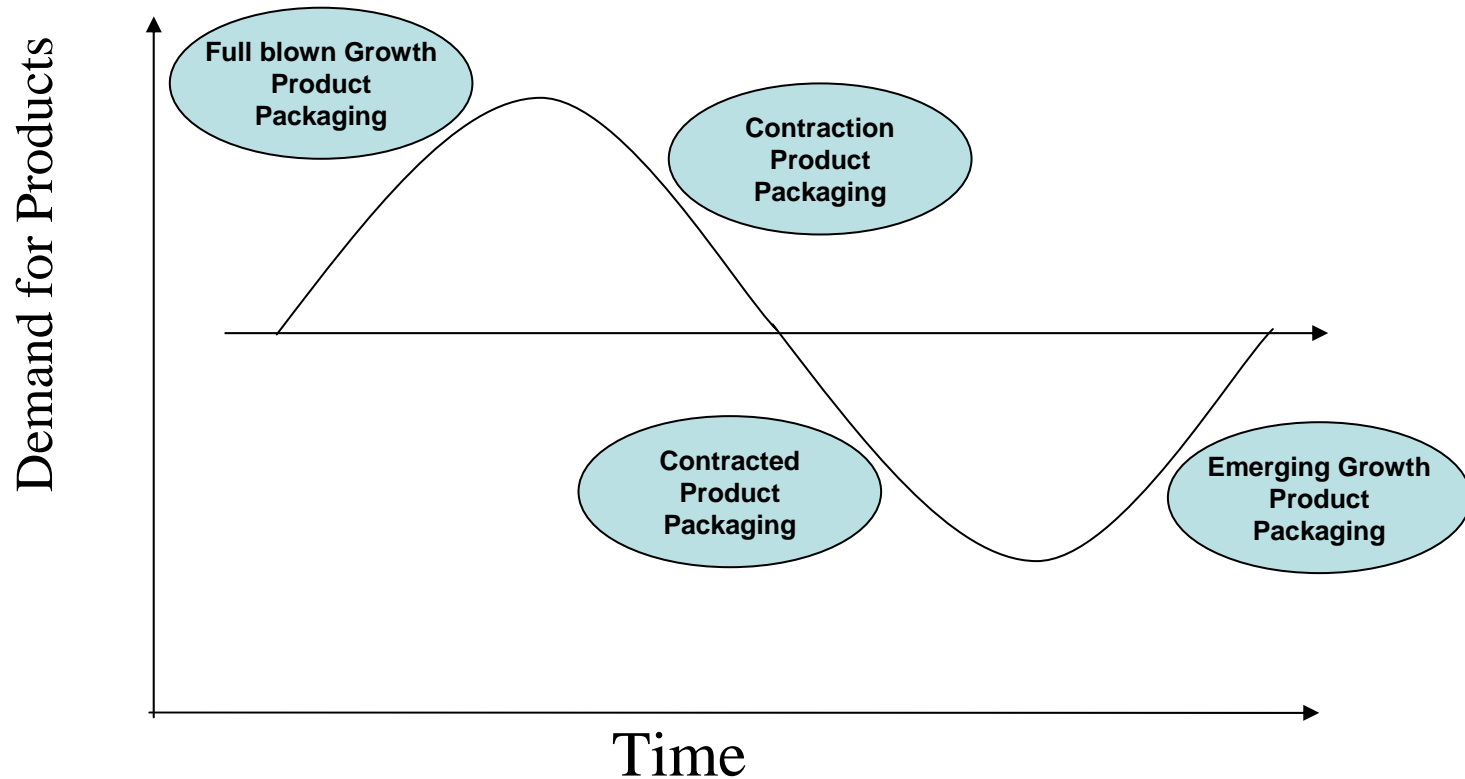
# Business Planning Environment

- The business planning cycle fits within a broader legislative environment and a business environment
- Testing the impact and interaction between these three elements is a short but useful exercise in documenting impacts, both positive and negative on each business and each customer





# Business Cycle for Customers



- Every customer has a different need depending on the particular position of his business or divisions in the business cycle
- Plotting each one and understanding their existing and future needs is important in being able to respond proactively

# Additional Information



- A Solid Foundation<sup>®</sup> presentations can be downloaded from the [www.asolidfoundation.com.au](http://www.asolidfoundation.com.au) internet site

A Solid Foundation<sup>®</sup> would of course also be happy to help you with your transition to new achievements