



Our approach provides a range of strategic and planning solutions. This can include designing and assisting the setup of the client's core process.



Our extensive experience has given us a sound basis for flexing our approach to suit specific client requirements. We would typically include full work facilitation, assisting teams to align the overall framework with their goals and targets, or perhaps the production of the complete framework through to full roll out.

This generic process can easily be flexed to suit the client's requirements whether the focus is the entire organisation, a subsidiary or perhaps a division.

Whatever the desired strategic planning approach, if the business is serious about sustainable success, strategic planning must become second nature, be fully integrated and be an ongoing process.

strategic planning solutions



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This framework is a generic “end to end” methodology that will take an organisation from the formative vision right through to implementation. It is rigorous, in depth and founded on sound process with clear logic.

Strategy must be a complete framework driving the organisation forward and linking all systems and processes together.

A key objective is to stimulate structured thought and analysis. It is a catalyst for creating a successful and winning future.

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1 Vision

View of the future organisation, its structure, people and the ways it will be regarded by peers as world class. The markets the organisation will shape and operate in. Renowned for innovation and creativity. Ultimately, will be recognised as the pre-eminent sector performer.

2 Stakeholders

Understand who the stakeholders are and their key drivers. Organisational focus to consistently deliver beyond their expectations. Aspire to be the business where existing stakeholders are proud of their association and one which readily attracts new stakeholders. Strong relationship management.

3 Portfolio Analysis

Content of the business today in terms of its assets, profit and cash profiles plus a detailed understanding of underlying operations and systems. Awareness of all key strengths, weaknesses and unique selling propositions. Ability to predict and manage profile shift in line with strategic intent.

4 Strategy Framework

Direction of the organisation with products and services shifting to maintain market leadership. Strategy mapped against realistic time horizons. Consistent ability to beat the competition and regarded as pre-eminent in strategic focus. The catalyst to drive constant structural and cultural change.

5 Risk Profile

Clear insight and understanding of all categories of business risk and the overall profile. What the organisation needs to do to manage and minimise risk utilising the correct selection of risk assessment and management tools. Control of the profile and not reactive to it.

6 Customers & Channels

Profile of who they are today and who they are likely to be tomorrow. Innovative marketing and strong sales channels. Focus on internal as well as external customers with structured “customer relationship management” systems in place. Continuous cultural reinforcement of the customer doctrine.

7 Competitors

Competitor intelligence framework profiling existing competitors and signalling the emergence of new ones. Capability to predict competitor behaviour plus a strong and proactive tactical approach to ensure contract winning. Constant awareness that tomorrow’s competitors may not be today’s.

8 Supply Chain

End to end seamless framework with “on time” and complete product or service delivery together with excellence in quality. Constant tuning of the supply chain in tandem with strategic direction. Leveraged technology and operational systems to optimise delivery. Sustainability must be core.

9 Process & Technology

Processes aligned to strategic needs and an integrated technology platform. Underpinned by defined hardware and software standards with data security a critical element. Functionality totally responsive to clear organisational requirements. Key strategic enabler and not a business constraint.

10 Planning

Fully integrated business and project planning framework providing total linkage to strategic goals. “Critical success factors” fully acknowledged with clear dependencies, resourcing and deliverables. The vital mechanism for delivering the strategy requiring brilliance in execution.

11 Measurement & Reward System

Total measurement framework providing the “management information” backbone. Real-time performance tracking and performance prediction. Key measurement points clearly linked to strategic goals and planning deliverables. Unambiguous links to corporate, team and individual reward system.

12 Communication

Internal and external communication processes working in tandem. Frequent internal articulation of strategic goals and how they are changing with business and tactical needs. Strong control and alignment of data passing to external interest groups. Feedback processes a must.