

How CMLgroup benefits you and your organization

CMLgroup's mission is to assist executives to Define, Measure and Manage customized Business Performance Management solutions that align strategy to execution with sustainable performance improvement over time.

CMLgroup solutions help maximize potential within organizations by providing decision-makers with critical visibility into the factors that affect their business, including deriving knowledge that may not have been uncovered before. This access to more tailored information enables the appropriate individuals to make better-informed business decisions at all levels leading to actions that improve customer interactions, lower costs, and ultimately increase revenues while maximizing profits.

We help you to answer these fundamental questions

1. What do you want to happen?
2. What is happening now?
3. Why it is happening?
4. What is likely to happen?
5. Which action will maximize ROI?
6. How effective are the current initiatives?

Answers to this questions lead to solution approaches addressing a wide range of business situations ranging from Finance, Sales, IT Risk Management, Project Management, CRM and many more. Allowing decision makers to move from simply monitoring what is happening in the business, to:

- Comprehending why it is happening
- Identifying the gap between what is happening and what you want to happen
- Identifying the corrective action necessary to achieve your objectives
- Monitoring the results of your actions
- Planning what would you like to happen based on insight from analysis of trends

CMLgroup adds the transparency to your organization's data, by applying the CMLgroup Business Performance framework, transforming data and information into Business Intelligence, defined as "*The delivery of accurate, useful information to the appropriate decision-makers within the necessary timeframe to support effective decision making*".

Services

Business Performance Management (BPM)

As defined by the BPM Standard Group, "*Business Performance Management is a methodology to optimize the execution of business strategy that consists of a set of integrated, closed loop, analytic processes, supported by technology, that address financial as well as operational data. BPM enables a business to **define, measure and manage** its performance against strategic goals. The core financial and operational process of BPM including planning, consolidation and reporting, analysis and the deployment of linked KPI's through the organization*"

CMLgroup BPM Solution assists clients in achieving organizational strategic objectives, promoting focus and alignment within the enterprise, improving communication, and defining an innovative vision through the CMLgroup BPM Framework. Continuous and real-time reviews help businesses discover an efficient use of their resources and intangible assets. Figure 1

BPM key drivers

1. Close the gap between strategy and execution
2. Identify effective performance measures
3. Provide a framework to improve effective communication of business strategies to all stakeholders

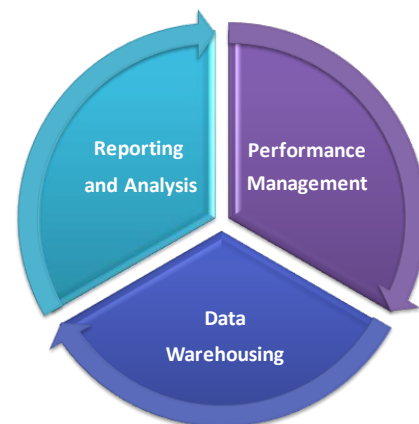


Figure 1. An End-to-end Integrated Offering

Enterprise Project Management (EPM)

Enables organizations to more effectively manage and coordinate work from one-time projects to complex programs across the entire project lifecycle. The added EPM intelligence allows for management of resources effectively, promotes continuous improvement, gets more from existing technology investments, drives real return on investment, and enables you to take the necessary actions in a timely fashion.

Combining the EPM and Project Portfolio Management (PPM) services allows organizations to automate and enforce governance process, support best practice methods, capture all investments within a central repository, objectively and effectively prioritize strategies, evaluate competing investments, optimize budget, align selected investments with business strategies, measure and track portfolio performance, consolidate and analyze projects across the firm's initiatives.

IT Governance, Risk and Control Management (IT GRCM)

CMLgroup IT GRCM solution reduces the time and effort that your business requires to plan, budget, and forecast for IT Risk Management initiatives. Our approach leads to a leaner and more agile business, which can take advantage of the rapidly changing market conditions. Designed to create a seamless experience by providing a powerful, scalable, proven, and affordable IT GRCM solution, making available extensive knowledge into IT GRCM performance, at lower costs and efforts than traditional solutions.

Phases	IT GRCM Requirements	Tools and Processes
Planning	What do you want to happen?	BPM and EPM
Executing	Carrying out your plans.	BPM, EPM and PPM
Monitoring	What is happening now?	BPM - Data Collection and Integration - Data Analysis - Dashboard ↔ Scorecards ↔ KPIs / KRIs ↔ Metrics
Analyzing	Why it is happening?	BPM - Data analysis - Business Intelligence - OLAP cubes - Decomposition Trees - Heat maps – Fractals maps
Forecasting	What is likely to happen in the future?	BPM - Data Analysis - What if Scenario Planning

We utilize the Unified Compliance Framework (UCF) to simplify and centralize your organization's compliance efforts. By using a set of harmonized controls gives you a single point of control over hundreds of complex compliance requirements from around the world, which allows you to assert compliance across multiple authority documents simultaneously.

By applying BPM, methodology to IT GRCM, as shown in Figure 2, allows for real time evaluation of the current risks, threats, compliances, incidents, vendor management, changes in Governance and Risk Posture, while maintaining a balance between Risk Exposure, Risk Mitigation and Risk Assumption. It provides answers to questions such as:

- What is the current Risk Exposure?
- Are we better off or worst of than last month, last quarter, last year?
- How to allocate the IT GRCM budget?
- What is our Risk Exposure trend at this time?
- What are the main vulnerabilities?
- How effective are our controls?
- Who is responsible to manage a particular metric?
- Are we meeting our regulatory compliance now?
- Are our initiatives / projects effectively reducing our risk exposure?

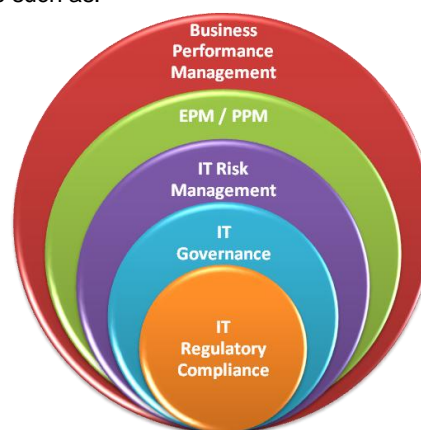


Figure 2. BPM applied to IT GRC Management

Who we work with

AT&T-Bell Labs, A&E Television, Credit Suisse–First Boston, The City University of NY, Donaldson Lufkin & Jenrette, JP Morgan Chase, Lancôme International, Merrill Lynch, Morgan Stanley, National Westminster Bank, NY Health and Hospital Corp, New York Times, Ogilvy & Mather, Pfizer Pharmaceutical, UnitedHealth group.