

Capabilities Overview

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VP Performance Solutions

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Innovation :: Transformation :: Performance

Proofpoint Systems helps improve organizational and human performance.
Our easy to access cloud-based services give you a highly reliable path to consistently superior results.

Proofpoint's systems are field tested, award winning, and recognized by industry leading authorities as being on the leading edge. Our staff are recognized experts in the field and have proven track records of leadership, management, and advisory expertise.

Our patent pending products are innovative, research-based, and market-proven to deliver ***performance excellence at your fingertips!***

We're tested and deployed around the globe – Africa, Middle East, Asia and in the Americas.

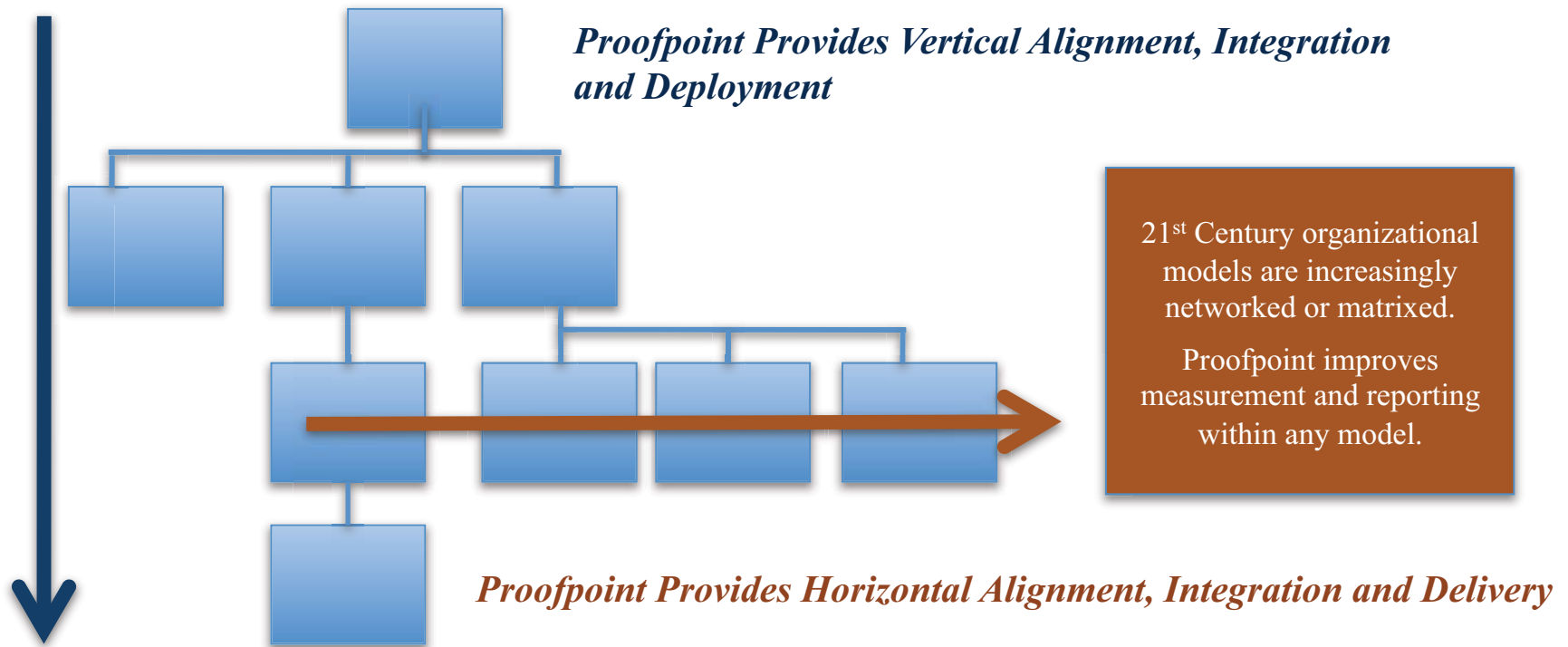
We're breaking new ground that saves you time and money



Our systems are your organization's "electronic medical record"...available anytime to those with a need to know

- Leaders in organizational and workforce performance improvement
- Headquartered in the Silicon Valley with offices in Denver and Washington, DC
- Patent pending suite of performance management applications for the public and private sectors
- Proven in providing comprehensive organizational management solutions that address the full spectrum of capacity development needs
- Strategic advisory practice and strong partner network with extensive experience conducting analyses, developing plans, and training agencies on the processes and tools needed to institutionalize success
- Experts in the implementation of collaborative management systems across geographically dispersed organizations

Technology Solutions	Training Solutions	Advisory Services
Organizational Performance	E-learning	Strategic Planning & Governance
Individual Performance Management	Instructor Led	Technology Design & Support
Performance Analytics	Web-Based	Metrics, Measurement & Analysis
19 Modules Select All or Any	On-line or On-site Delivery That Fits Your Culture	Full Range of Leading Experts Support Compliance and Readiness



Strategic planning, budgeting, and reporting are traditionally developed and executed with the functional silos of organizations. Leaders need a way to see across these silos. Proofpoint provides it.

Visibility- *Leaders, managers, and staff can easily see across their organization and effectively manage with readily available, standardized data. They visualize the link between strategic implications and tactical actions.*

Continuity- *Information is stored, distributed, and shared. As teams mature and members change, an accurate historical record ensures programs and projects continue unabated.*

Sustainability- *The ability to measure and track performance, demonstrate ROI, and maintain focus during change. Supports and simplifies ISO qualification.*

Efficiency- *Standardization of processes, dependable record keeping, and a centralized means for collecting distributed inputs increases efficiency in data management and reporting.*

Results- *Proofpoint helps every team member focus on results.*

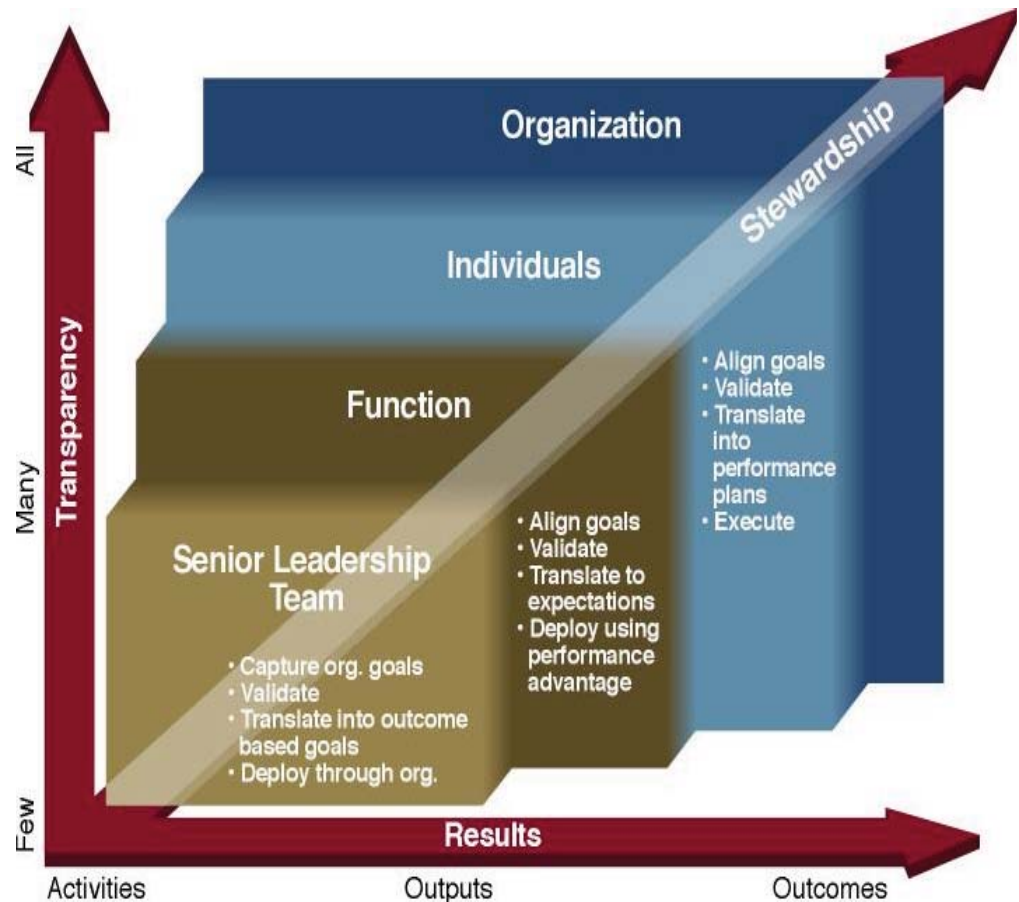


Results: Goals need to be ‘wholes’ – not parts – and focused on mission outcomes.

Stewardship: Goals, objectives, and work plans need to identify and link interdependencies to ensure effective performance and confidence in execution.

Transparency: Performance needs to be visibly measured. Proofpoint increases permission-based transparency – to increase performance.

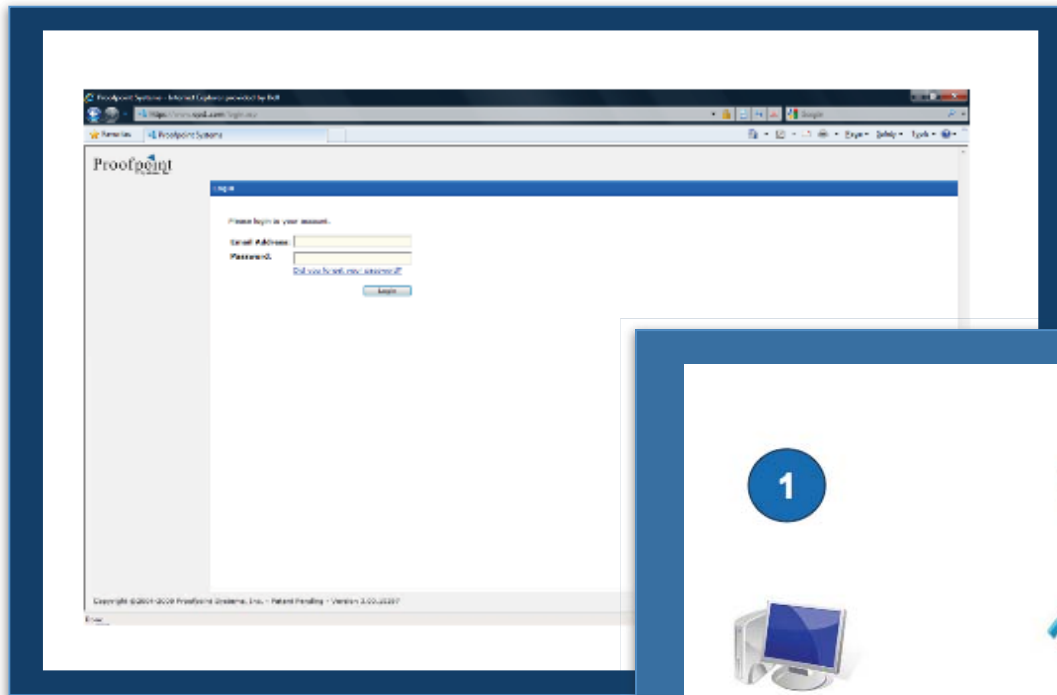
Proofpoint delivers.



- *Oversight and monitoring of progress against established baselines of defined requirements, expectations, and outcomes*
- *Comprehensive best business practices, techniques, and compliance systems for fact-based assessments*
- *Honest and unbiased reporting*
- *Answers to critical questions*
 - *What issues have priority?*
 - *Where are we spending our money?*
 - *Who is supporting our efforts? Are they delivering?*
 - *How well are we integrated?*
 - *How can we assess ongoing efforts and new projects?*
 - *And many others!*
- *A path to self-sustainment*
- *Auto-reminders to keep projects on track*



We provide the systems,
practices and expertise



To access Proofpoint, just login.

Our systems are robust and reliable.

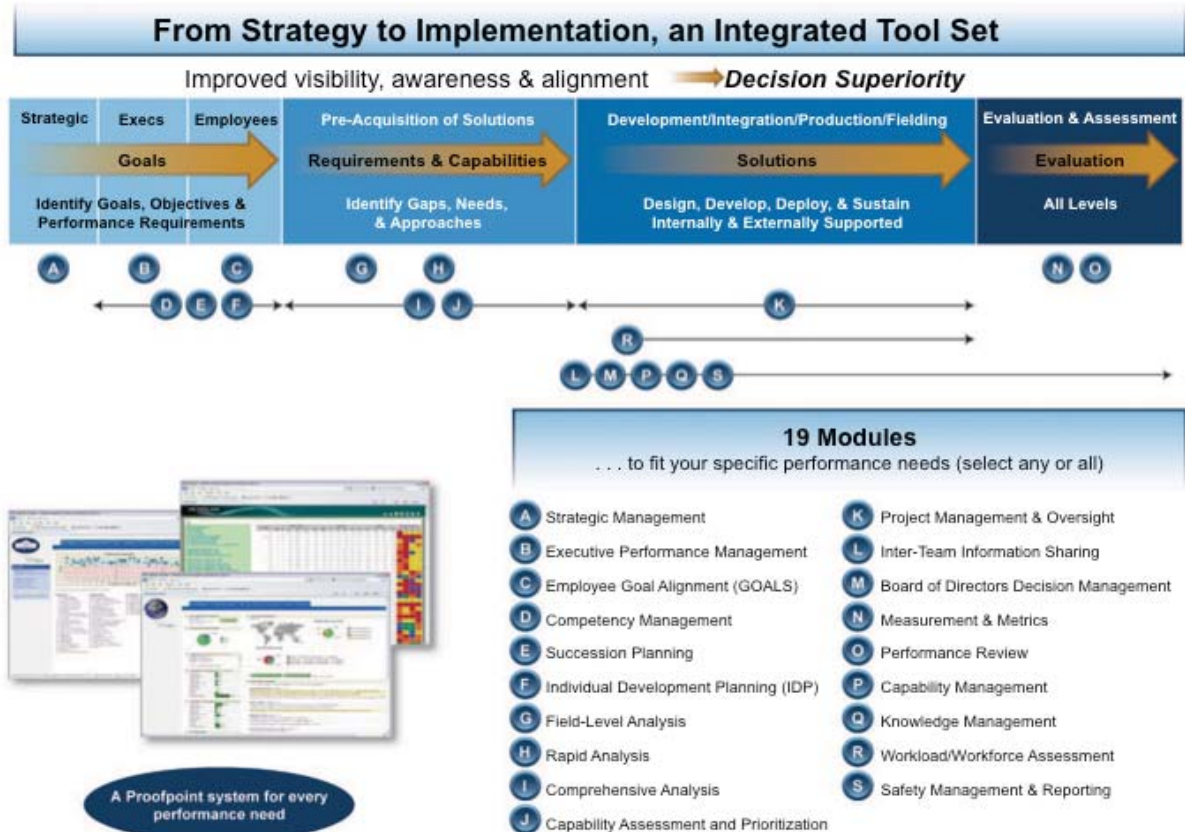
Only 3 systems requirements to get started.



We provide leaders with a full suite of performance tools – from strategy and organization design to deployment and assessment.

Wherever your organization is on the maturity spectrum, Proofpoint has a tool to help advance performance.

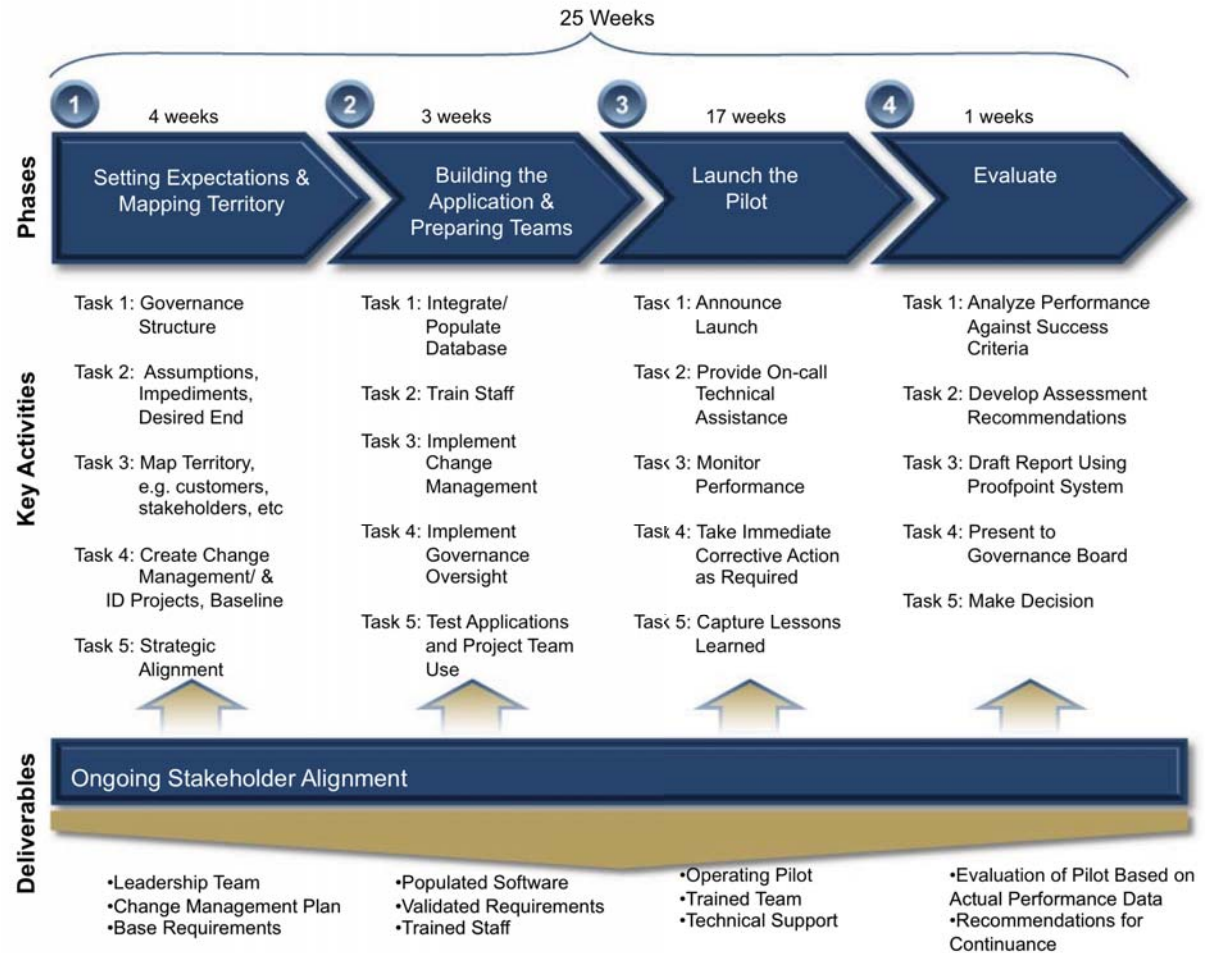
Every module is fully integratable—allowing you to build as you grow your Proofpoint advantage.



Challenge	<p>Requirement for a comprehensive and systematic capability to:</p> <ul style="list-style-type: none"> • Establish strategic goals and assign to ‘Lines of Business’ • Deploy and interlink goals to specific projects • Monitor, assess, and evaluate on-going performance • Identify emerging new best practices; Streamline reporting and evaluation
Root Cause	<p>[Client]’s new approach toward ‘lines of business’ has necessitated additional information to be gathered, tracked and shared within a distributed team environment. Current systems do not support matrixed operations or provide meaningful data to complex projects. There is no current capability to address these new requirements within a integrated management framework.</p>
Solutions	<ol style="list-style-type: none"> 1) Proofpoint strategic management system (to document and deploy strategic goals to identified lines of business and assign and link specific requirements to individuals and teams) 2) Proofpoint project management system (to monitor and track performance– quality, cost schedule; to assess organizational health and relationship management satisfaction consistent with [Client] and [Client Team] Strategic Plans) 3) Proofpoint inter-team info exchange system (to support idea exchange)

Our Advisory Support Staff will:

- ✓ Build the leadership team
- ✓ Validate the goals and strategy
- ✓ Configure the software
- ✓ Train the staff
- ✓ Facilitate and support the implementation
- ✓ Provide on-going support to ensure successful deployment, utilization and effectiveness



- Served as lead advisor to establish the United States Navy's Human Performance Center. Deployed first analysis system.
- Deployed a senior executive performance management system to organizations within the Department of Defense (DoD)
- Supported human capital review of the 128,000-person acquisition workforce within DoD
- Deployed a global maritime security assessment system to identify critical capability gaps and solutions in support of the Departments of Defense, Homeland Security, and 15 other agencies
- Conducted a global workload/workforce assessment in support of the Defense Security Cooperation Agency's \$58B enterprise
- Recognized as *Best New Software Product (Finalist)*, American Business Awards (2006-2008)
- Awarded *Outstanding Performance Intervention*, International Society for Performance Improvement, 2005

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