

## Continuous Performance Improvement

Nearly every organization faces the need to make substantial operational improvements while balancing mounting pressure to maximize resources. Improvement strategies often revolve around continuous process improvement (CPI). Regardless of the CPI approach, three elements are needs for any system to be successful:

### Information + Methods + Enabling Technologies

While nearly every approach has effective information and methods, most lack a sustainable enabling technology. This means critical data and important results get lost over time. By getting all project information in one place, organizational leaders can:

- Reduce redundancy and the suboptimization of projects
- Increase cross-project awareness, information sharing, and collaboration
- Track progress
- Improve the use of quality resources (people, time, money)

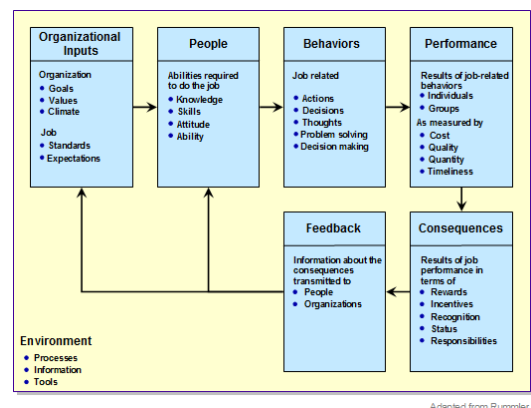
## EXPANDING THE VIEW FROM PROCESS TO PERFORMANCE

Performance issues are rarely one-dimensional. Barriers can exist anywhere in the system.

Proofpoint's analysis suite provides an accurate, unbiased means of identifying *all* barriers.

The Proofpoint solution offers a complete approach for solving organizational performance issues – from project setup, to risk identification and mitigation, to data collection and analysis.

From rapid assessments to comprehensive analysis, the results of each Proofpoint project is a set of prioritized - and weighted - recommendations to help optimize change management investments.



## IMPLEMENTING A PERFORMANCE IMPROVEMENT FRAMEWORK

Proofpoint has the demonstrated ability to support any organizational analysis process via our off-the-shelf applications or a version customized to specific requirements. A unique feature of Proofpoint's analysis suite is its catalogue of more than 40,000 combinations of organizational performance issues and likely solution sets.

By providing a weighted set of feasible solutions and their resource requirements, this catalogue helps heighten leaders' decision making circumstances, reduces uncertainty, and eliminates the "fog" that often clouds complex issues. It also helps develop consistency, as similar alternatives are provided for similar situations.

For each solution set, the Proofpoint system provides personnel, time, and cost estimates for design, development, and implementation as well as the percent of likely impact on the total issue. These data are derived from extensive industry research and have been subjected to extensive review by disinterested third parties.

## CAPABILITY HIGHLIGHTS

Project-to-strategy alignment that links specific projects to organizational objectives

Intuitive data input

Workflows that support nearly every CPI method – configurable to specific organizational requirements

Auto-generated financial and operational metrics to effectively measure outcomes

Project prioritization based on risk, reward, importance, and strategic value

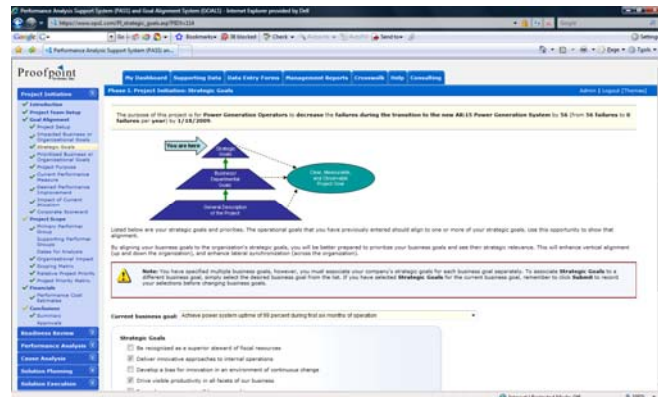
Online discussion forums and knowledge management

Searchable document management repository

Auto-alerts and notifications

In-depth reporting capability

Rights-based security



## ABOUT PROOFPOINT SYSTEMS

Proofpoint Systems has spearheaded the advancement of web-based self-help performance analysis methodologies. Proofpoint's groundbreaking applications are widely deployed where data driven recommendations, precision metrics, and responsive solutions to complex issues are a must. We are a disabled veteran owned small business working across the private and public sectors. Our focus on the front end of complex issues – identifying the right solutions – allows us to operate free of the bias that often comes with actively seeking out the backend solution work.

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