

Pathways™: Functions valued – Delivery optimized

Answering the question: “How much value are we delivering?”

Enabling functions, such as IT, HR and HSE, need a way to quantify the value they deliver to enterprises. After all, sales and operations teams have clear metrics for revenue generation and profitability. Without the ability to quantify the value they deliver, enabling functions are unable to measure improvements in value delivery. They are also unable to make robust resource allocation decisions.

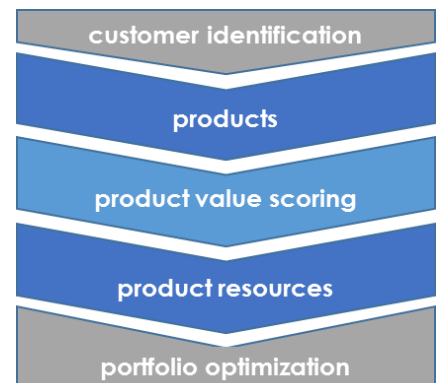
Occasionally, there are opportunities to show a direct bottom-line result from enabling functions products (products includes services). These bottom-line results come through measures to support business development and operational efficiency. As the “functional iceberg” at right illustrates, this does not capture all of the value delivered by functions. Additional value sources include risk management, compliance assurance, competency maintenance, reliable reporting, and reinforcing organizational values.



Quantifying these essential aspects of what a function provides to its organization clients has been difficult and has frustrated the pursuit of quality.

Pathways™ enables functions to quantify the answer to the question: “How much value are we delivering?” As shown at right, Pathways™ allows a function to:

- Clearly identify your customer and the deliverables they expect from your function
- Identify the products you provide
- Score your products, both ongoing and new, against those values
- Determine product resource requirements
- Optimize your function's value delivery



Pathways™ also provides a simple yet powerful tool to model your function's product portfolio of products and test different portfolios against a variety of scenarios quickly.

Teams with numerical values for value delivery not only make better resource decisions. They have a powerful way to unify their efforts against a common set of quantifiable measures, creating improved internal alignment. They also have a dynamic new way to communicate value delivery to their organizational clients, demonstrate improvements in value efficacy and efficiency.

Contact Edge today to learn how Pathways™ can help your enabling function quantify value delivery, enable improved decision-making and enhance quality.