



Dimensions of Success

Value Proposition

The *Dimensions of Success* framework and supporting tools facilitate the early-on, and on-going success of a major initiative for all its stakeholders*.

One of the supporting tools – Value Proposition – conveys on a single page an initiative from multiple perspectives to ensure organizational, operational, and infrastructure stakeholders clearly understand its value

The Value Proposition translates an initiative's value into multiple languages ensuring all stakeholders explicitly understand its worth specific to both their roles and responsibilities and those of other stakeholders involved.

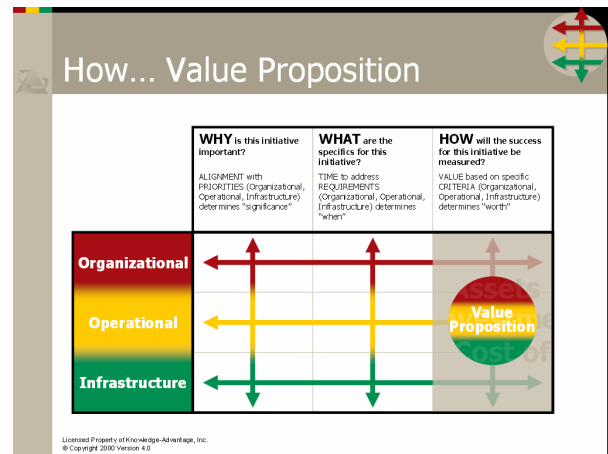
The tool visually highlights an initiative's organizational impact to the balance sheet and income statement. Gains in performance to key operational processes are clearly displayed. And, the value of enabling the infrastructure is made obvious.

The Value Proposition shows exactly “how” success will be measured for an initiative. Through the use of the Value Proposition and other supporting tools within the *Dimensions of Success* framework, the “why, what and how” for a major initiative will begin and remain on solid ground.

Bottom Line

The Value Proposition frames how the success of a major initiative is worth it for all stakeholders.

Knowledge-Advantage, Inc.
717-566-7757
www.knowledge-advantage.com



Say What?

“We’re a small investment bank among a pool of sharks. If we can seamlessly connect with gatekeepers, it adds enormous value.”

Alan Katz
CIO
W R Hambrecht, CA

Online :-)

Value Proposition
www.knowledge-advantage.com/our_how.asp

* **Stakeholders:** Individuals within a company, its customers/prospects, and its suppliers responsible for organizational, operational, and infrastructure decisions and/or results.