



# STRATEGY DESIGN AND EXECUTION BENEFITS

- 01** Design most optimal strategy given internal and external demand
- 02** Drive and measure business, strategic and financial results
- 03** Prioritise resources to ensure highest return on investment (ROI)
- 04** Contracts can be canceled at any point where the client is not satisfied with the results

## SERVICE OFFERING: STRATEGY DESIGN & EXECUTION

**Overview:** Focus on people, processes and systems. Identify strategy by means of internal workshops and external qualitative research. Score both the internal and external view on a scorecard to identify strategic actions that will drive the highest return on investment, given all limitations and or constraints.

**Objective:** Apply resources (human and cash) where the biggest impact will be achieved (internal and external perspective). Rank projects to ensure efforts are not in vain or duplicated.

**Commercials:** Outcome based quote and not per hour.

**Pre-requisite:** (1) A definite need for positive change and commitment to implement a minimum number of changes after the assessment was completed. It is suggested to rather not embark on such a journey, than create internal expectations that, when not met, negatively impacts morale.

**Methodology:** (1) Client journey mapping workshops to identify internal development areas. Focus on all client service touchpoints. Map the results to highlight areas of concern across multiple departments; (2) qualitative client research to identify problem areas from the clients' viewpoint. Map the results; (3) Map internal and external view to prioritise business releases to deliver the organisational strategy (ROADMAP) and drive performance and strategic results; (4) Implement Roadmap and or project manage to ensure positive ROI achieved.

# CORNERSTONE CORPORATE AGILITY

Making a difference that matters



## SERVICE OFFERING: HIGH PERFORMANCE/ CLIENT CENTRICITY

**Overview:** Implement cultures of high performance/ client centricity. Measure the current culture through internal workshops, interviews, assessments and surveys. Ensure all employees know why they do what they do to become outcome focused.

**Objective:** Improve business, strategic and financial results.

**Commercials:** Outcome based quote and not per hour.

**Methodology:** (1) Focus on the following 7 business pillars: business strategy, change leadership, business processes, structures, reward and recognition, talent creation and stakeholder value; (2) design strategy; (3) implement strategy & internal projects; (5) train; and (5) measure results.

# HIGH PERFORMANCE BENEFITS

**01** Drive and measure business, strategic and financial results

**02** Contracts can be canceled at any point where the client is not satisfied with the results

**03** Involve all employees in creating sustainable change



“Cornerstone offers good quality, service and rates. Across the board, we are pleased with them. All projects were completed and delivered ahead of the time and the quality of work was immediately apparent.

Cornerstone demonstrated over and over that it was their obligation to go above and beyond for us, as their client. Cornerstone always assists in a professional way with any questions and maintains a phenomenal business relationship.”

*Joseph Ludorf, Senior Director – Head of Supply Chain SAGA CIPLA*



## VISION

Making a difference that matters.

## VALUES

Client Centricity, Respect, Integrity, Passion, Inspire, Teamwork, Excellence, Innovation & Stewardship.

## MISSION STATEMENT

To inspire hope and contribute to leadership, growth and optimisation by providing client-centric solutions through integrated high-performance leadership development, focus on business, strategic and financial acumen, effective supply chain optimisation solutions and

## CORNERSTONE GROUP SERVICES INCLUDE

Logistics Assessments

Regulatory Warehouse Set-up

Inventory Optimisation

Design & implement High Performance/ Client Centric Cultures