

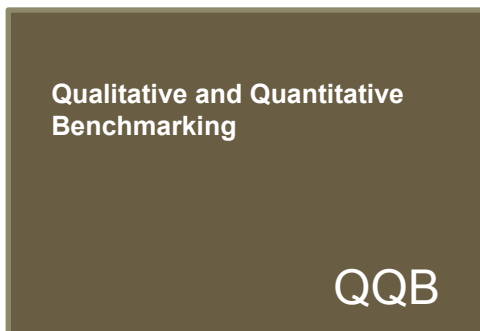


Qualitative and Quantitative Benchmarking (QQB)

Fact-based, actionable, benchmarking data to drive your success



Qualitative and Quantitative Benchmarking (QQB)



Two different options: Standard and Customised

THE STRATEGY EXECUTION BAROMETER	KEY POINTS
<p>Standard/Customised</p> <p>Detailed explanation of the 8 dimensions of Strategy Execution</p> <p>80 detailed market observations, divided over 8 dimensions</p> <p>30 key survey findings with expert comments</p> <p>Strategy Execution as it would be 12 months in the future</p> <p>Gap analysis: market average vs. too performance</p> <p>Compare your execution strengths & weaknesses with the market average</p> <p>Compare yourself with your industry peers</p> <p>Compare execution capabilities between your countries or units</p>	<ul style="list-style-type: none"> The standard version is a detailed report, available for purchase off-the-shelf The customised version adds a comparison with your own execution capability via an online survey filled in by a sample of your managers. It allows you to benchmark your execution capabilities with: <ul style="list-style-type: none"> > the market average > industry peers > other business units The customised version is articulated with a 5 steps approach: <ul style="list-style-type: none"> > Preparation: determine practicalities and communicate to target group > Launch: activate the survey in all languages and send out email invitations > Collection: manage response statistics > Analysis: examine the answers and prepare the reporting > Feedback: deliver and discuss the results

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Qualitative and Quantitative Benchmarking

Price: determined by the benchmarking tool you select see individual product brochures

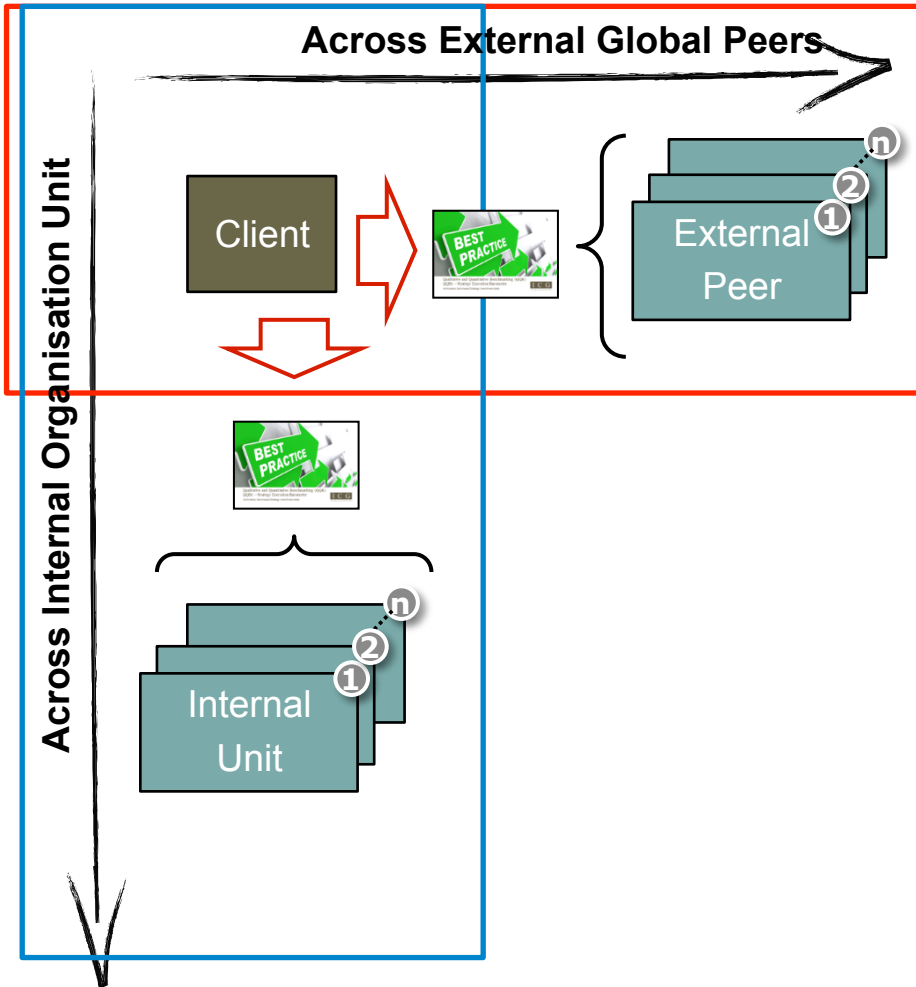
Qualitative & Quantitative Benchmarking is ICG's platform for providing clients with the world's broadest and deepest suite of benchmarking tools

- Proven off the shelf tools with transparent sampling and pricing that can be readily applied to any improvement project requiring reliable benchmarking data
- Existing titles categorised by industry, function, process and geographic scope so you can easily find the right QQB title for your project
- Ability to “build your own” benchmarking tool with ICG support to fit the unique demands of your projects
- All data is managed by ICG's strict client benchmarking data standards (ie data is not available or accessible to consultants and affiliates in any form unless it is the data submitted by a current client).
- All other data is only available in an amalgamated and anonymized form through your chosen QQB product option
- Where possible, clients will be informed of major updates or new release of QQB product in which they have participated

QQBs can be applied across geographic peers or internal organisational units and can “be off the shelf” or “build your own”

ICG QQB PRODUCT TAXONOMY

LIBRARY



“Build your own”

QQB001

Build Your Own

Cost: adjusted to your requirements and need for assistance from ICG expert professionals

“Off the shelf”
Proven
Global
bench-
marking
Tools

QQB002

Strategy Execution Barometer

Cost: USD \$15,000
Assess your Strategy Execution capabilities including strategy communication, strategic initiative management, individual objective setting and pay-for-performance

QQB003

IC Effectiveness - C₂M₂ Benchmark

Cost: USD\$2,000 - USD\$15,000
Assess your Internal Consulting Effectiveness using the Consulting Capability Maturity Model covering 7 key IC management dimensions.

QQB004

Franchise and Intermediated Distribution Benchmarking

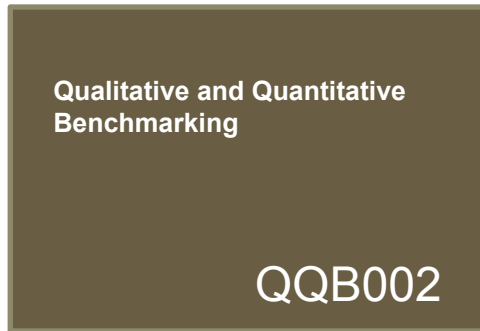
Cost: adjusted to your requirements
Design, construction and execution of a Business Benchmarking Diagnostic for your particular requirements

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QQBNNN

ICG curates the worlds fastest growing library of qualitative and quantitative benchmarking tools

QQB002 - Strategy Execution Barometer is an empirical way to globally benchmark your change capability



Two different options: Standard and Customised

THE STRATEGY EXECUTION BAROMETER	KEY POINTS
Standard/Customized	
Detailed evaluation of the 8 dimensions of Strategy Execution	• The standard version is a detailed report, available for purchase off-the-shelf
40 detailed market observations, divided into 2 categories	• The customised version adds a comparison with your own execution capability via an online survey filled in by a sample of your managers. It allows you to benchmark your execution capabilities with:
30 key survey findings with experts' comments	> the market average
Strategy Execution is divided in 12 findings to learn from the best	> industry peers
Gap analysis: market average vs. too performance	> other business units
Compare your execution strengths & weaknesses with the market average	• The customised version is articulated with a 5 steps approach
Compare yourself with your industry peers	> Preparation: determine practises and communicate to target group
Compare execution capabilities between your countries or units	> Launch: activate the survey in all languages and send out email invitations
	> Collection: manage response statistics
	> Analysis: examine the answers and prepare the reporting
	> Feedback: deliver and discuss the results

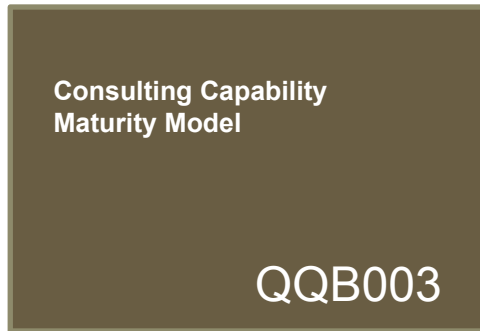
Qualitative and Quantitative Benchmarking

Price: USD\$15,000 per corporation or major business unit

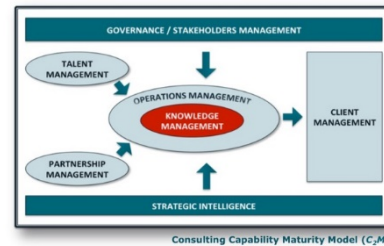
The Strategy Execution Barometer is a Qualitative and Quantitative Benchmarking tool to globally benchmark your change capabilities:

- Assess your Strategy Execution capabilities including strategy communication, strategic initiative management, individual objective setting and pay-for-performance
- Compare yourself with leading companies such as HSBC, GDFSUEZ, 3M, Johnson & Johnson and Google.
- Compare yourself with industry peers. We have data for 29 sectors including financial services, healthcare, professional services, manufacturing & FMCG.
- Use the information in this report to build a solid action plan that will help you boost the execution capabilities of your team, division or company.
- Get new ideas to boost your execution approach.
- Find out what leading companies are doing better.
- Access the latest trends via 30 key findings with additional analysis and comments by our experts
- Comprehensive documented report provided in easy to use format

QQB003 – Consulting Capability Maturity Model is an empirical way to globally benchmark your internal consulting effectiveness



The C_M Benchmark™ looks at Internal Consulting Effectiveness from 7 different perspectives



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Two different options: Standard and Customised

THE C _M BENCHMARK	Standard	Customised
Detailed explanation of the 7 dimensions of IC Effectiveness	•	•
100 detailed market data scores, divided over 7 dimensions	•	•
20 key survey findings with experts' comments	•	•
IC Effectiveness as it should be: 10 insights to learn from the best	•	•
Gap analysis market average vs. top performers	•	•
Compare your IC strengths & weaknesses with the market average	•	•
Compare yourself with your industry peers	•	•
Compare IC Effectiveness between your business or units	•	•

KEY POINTS
• The standard version is a detailed report, available for purchase off-the-shelf
• The customised version adds a comparison with your own execution capability via an online survey filled in by a sample of your managers. It allows you to benchmark your execution capabilities with: <ul style="list-style-type: none"> > the market average > industry peers > other business units
• The customised version is articulated with a 5 steps approach <ul style="list-style-type: none"> > Preparation: determine practicalities and communicate to target group > Launch: activate the survey in all languages and send out email invitations > Collection: manage response statistics > Analysis: examine the answers and prepare the reporting > Feedback: deliver and discuss the results

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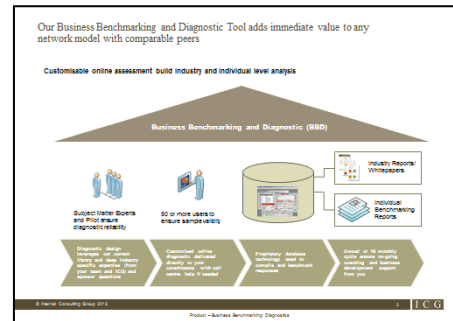
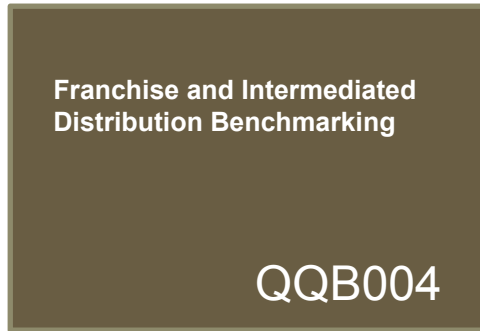
Qualitative and Quantitative Benchmarking

Price: USD\$2,000 (Report Only)
 USD\$15,000 per corporation or major business unit includes fully customised report plus in depth briefing session with our global expert team

The Consulting Capability Maturity Model is a Qualitative and Quantitative Benchmarking tool to comprehensively benchmark your Internal Consulting Effectiveness:

- Assess your Internal Consulting Effectiveness including Governance & Stakeholders Management, Clients Management, Operations Management, Knowledge Management, Talent Management, Partners Management and Strategic Intelligence Management
- Compare yourself with both internal consulting teams at leading companies across Europe, the US and Oceania on the 7 management dimensions of the Consulting Capability Maturity Model.
- Use the information in this report to build a solid action plan that will help you boost the effectiveness of your internal consulting and project services team.
- Get new ideas to increase the impact of the internal consulting team on the organization.
- Find out what leading internal consulting units are doing better.
- Access the latest trends via 20 key findings with additional analysis and comments by our experts
- Comprehensive documented report provided in easy to use format

QQB004 – Franchise and Intermediated Distribution Benchmarking



BBD can be white labeled and offered as a service, cost centre or profit centre

BBD Business Benchmarking Diagnostic Pricing Options (2 month):

Option	Setup Fee	License Fee	Support License
1	\$20,000	\$700	100
2	\$60,000	\$600	50
3	\$75,000	\$0	0

Design, construction and execution of a Business Benchmarking Diagnostic (BBD) for your franchise network, affiliate network, association membership or distribution channel

- Design objectives and focus areas for year one and subsequent iterations developed
- Initial design and piloting based on our questions and yours
- Build period – 6 to 12 weeks
- Industry/Association analysis reports and whitepapers
- Can be provided free to your members, or sold on a cost or profit making basis.

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Business Benchmarking Diagnostic

Design, construction and execution of a Business Benchmarking Diagnostic for your franchise network, affiliate network, association membership or distribution channel

Business Benchmarking Diagnostic

*Price: adjusted to your requirements
see detailed product brochure*

- Design objectives and focus areas for year one and subsequent iterations developed
- Initial design and piloting based on our questions and yours
- Online tool testing and education/briefing materials
- Build period – 6 to 12 weeks
- Industry/Association analysis reports and whitepapers
- Can be provided free to your members, or sold on a cost or profit making basis.
- Has been adapted to distinctly different markets – independent financial advisers, mortgage brokers, small business owners and third party administrators
- Currently operating in five countries including USA, UK and Australia
- Businesses are objectively and independently benchmarked against best practice and their industry peers
- Comprehensive content – qualitative and quantitative, rich in suggestions as well as general commentary
- Consolidated Industry Analysis reports quoted frequently in industry press and general events such as conferences
- Fully supported and maintained on-line.



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visit our website at www.internalconsulting.com