

# Business Planning

**Management Consultants**

**Practical Solutions**

- **Risk Management**
- **Business Planning**
- **Strategic Planning**
- **Performance Management**



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**NFP Consulting Group** is a boutique consultancy providing practical assistance to organisations, their boards, management and staff in a cost effective manner across a broad range of issues.

We have worked extensively across a number of sectors and our network of professionals and specialists ensure we are well placed to offer our clients a whole of business approach to any assignments we undertake on their behalf.

Our aim is to use our collective knowledge, skills and experience to improve the business performance of our customers regardless of whether they are within the not-for-profit, government or corporate sectors.

The development of a strategic plan is often where organisations stop in the process and just hope that strategic objectives will somehow translate into the daily round of business.

Nothing could be further than the truth! Unless the work undertaken in the strategic development part is linked back to the day to day business, strategy just won't turn into action.

This is one of the major reasons why strategy fails to be implemented in a business – it just tends to sit outside of the core business processes. It becomes just another report sitting on a shelf with no buy-in from rank and file employees and only lip service paid to it by senior executives.

Strategy, linked by planning to budgeting gives everyone in the organisation a clear opportunity for participation.

### *What is Business Planning?*

- Business Planning links your Vision, Mission, Values, Goals and Strategic Objectives to a plan that everyone can follow.
- It links the budgeting process to strategy.
- It attaches a set of kpis (Key Performance Indicators) to Strategic Objectives and measures them as actual numbers or milestone achievements.
- It is Performance based and separates the organisation's performance from the market environment.
- Everyone in the organization can see how the organisation is going – almost down to a daily basis.
- Senior executives are more accountable.
- Targets can be modified easily and quickly.

### *Is There a Standard Format ?*

Whilst there are well defined processes and steps to help develop your strategic plan, there is no truly standard format. Many organisations do, however, adopt the "One Page Plan" and "Balanced Scorecard" approach which NFP has considerable experience in implementing.

Each organisation must develop a plan which meets their needs – this may entail considerable work and significant documentation for large complex organisations, or simple, specifically targeted plans for smaller organisations. The most important thing in developing a plan is analysis and simplicity– seeing what clearly explains and measures the organisation's strategy on those areas judged critical for the organisation.

### *The NFP Approach*

NFP believes in working very closely with their clients throughout the whole Business Planning process – from pre-work scoping to the final developed plan and communication process. And the commitment doesn't stop there – once the initial plan (or plans) is completed, NFP offer continued assistance and advice on the evolution of the planning process.

NFP can also offer a continued consultancy in an annual post audit process as well as assisting in redefining planning kpi's as market conditions change.

NFP strongly believes that the development of a comprehensive Business Plan linked to strategy is the most effective way for any organisation – large or small – to become more motivated, effective and profitable.

NFP's consultants and associates have substantial experience in Business Planning – both in the profit and not-for-profit areas. We look forward to discussing your specific needs in a no obligation meeting, to help define and plan your next steps in the Business Planning process

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