

Palladium Group Announces Executive Strategy Manager® 6.0

Latest Version of Strategy Execution Software Provides Easier Access to Strategic Information to Demonstrate Stakeholder Value

BOSTON, MA – December 9, 2013 – [Palladium Group, Inc.](#) (“Palladium”), the global leader in strategy execution consulting, is pleased to announce the release of [Executive Strategy Manager®](#) (ESM®) 6.0 Balanced Scorecard software. During these turbulent economic times, organizations are focused on protecting and improving their value for shareholders, customers and employees. [According to recent research](#), the Balanced Scorecard (BSC) strategy execution system continues to be a reliable methodology for managing improved performance, with firms achieving greater excess returns after adoption of the BSC than before. To help organizations more easily capture those BSC-powered excess returns, Palladium’s newest software version of ESM will allow for rapid strategy formulation, scorecard design and reporting to drive more efficient meeting management and strategy execution.

As the only application built and managed by the company founded by Balanced Scorecard creators Drs. David Norton and Robert Kaplan, ESM 6.0 includes their latest thinking about strategy execution— the extraordinary value organizations can achieve by doing the right things right. This includes results such as an increase in share price, revenues, brand recognition, customer loyalty, or employee commitment. ESM will allow organizations to become strategy focused. The model, which incorporates elements from the Balanced Scorecard and strategy maps, enables public and private companies as well as governmental organizations, to not only plan and successfully execute their strategy, but also to monitor, test and adapt their strategic assumptions in order to ultimately achieve improved performance.

“At a time when strategy execution is crucial for organizations to succeed, they require a tool that allows them to present the right level of strategic information to leadership. The latest version of ESM provides a core meeting interface to facilitate healthy strategy review meetings and allow companies to make the right strategic decisions,” said Kent Smack, Managing Director at Palladium. “Recent academic research and the latest [BSC Hall of Fame Winners](#) continue to demonstrate the validity of the BSC as an effective strategic management tool. More than 550 organizations have turned to ESM as *the* tool to implement their scorecards.”

Roche Mexico has been using Palladium’s Executive Strategy Manager for over five years to manage its strategy,” says Manuel Pasqual, CIO Pharma, Roche Pharmaceutical. He continues, “ESM has helped us clarify our strategy across the organization to better align our teams. We now have clear line of sight and can easily identify areas where we are on and off track in our strategic journey. We recently moved to the next version of ESM and look forward to utilizing its advanced mapping functionality and other BSC elements throughout our divisions, another

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great way for us to achieve alignment. We are pleased with our choice of software to help us manage our strategy.”

ESM is a web-based or locally installed software application that facilitates robust strategy management throughout an organization. It enables the standardization and dissemination of strategic planning processes using the proven Kaplan Norton Balanced Scorecard methodology, while increasing collaboration, positioning strategy in the right context for execution, and increasing the level of participation and engagement throughout the organization. At the same time, ESM increases the efficiency of strategy management by eliminating renegade spreadsheets, PowerPoint, and custom applications that are hard to manage, maintain and audit.

ESM’s structured coaching, templates, and processes help organizations quickly get started with the Balanced Scorecard, and grows with organizations as their programs mature. The new version has been updated to leverage best practice strategy execution methodology in the design process. Additional features include:

- **Strategy Formulation**— Clarify your strategy through best practice approaches, including Mission, Vision & Values, PESTEL Analysis, Porter’s 5 Forces, SWOT Analysis, and Change Agenda
- **Initiative Management**—From brainstorming and criteria definition to ranking, and prioritization, initiative management drives optimal management and execution against your portfolio
- **New User Interface**—Meeting View is now the heart of the application, allowing for streamlined navigation and easier scorecard design and editing
- **Enhanced Charting Capabilities** – With Excel based charting, formulas, and data table sharing, manage your charts both on and off line with virtually unlimited versatility
- **Deep Ownership Permissions** – Communicate strategy at the right level while restricting sensitive information
- **New Subscription Capabilities** –Push alerts and reports out to users to keep strategy in the spotlight throughout the month and quarter
- **Strategic Alignment** –Seamless cascade environments from the enterprise to department level, and personal scorecards
- **Reports** –Export to Microsoft Excel, PowerPoint, Word, PDF
- **Updated Templates and Database**—Industry templates, 10,000+ objectives and measures by industry
- **Highly Configurable**—For simple and complex implementations
- **Unlimited users**—Only enterprise solution available that does not charge by user

ESM’s roadmap will include further expansion into Risk Management, a new release of Personal Balanced Scorecard 3.0 for employee performance management, and deeper initiative management.

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More information about the software can be found at: [Executive Strategy Manager](#). To learn more about its use in the practice, access the blog, "[Executive Strategy Manager Notes from the Field](#)". ESM is Palladium Kaplan & Norton Balanced Scorecard Software certified.

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Palladium Group, Inc. is the global leader in helping organizations solve pressing strategy execution challenges. We are dedicated to understanding and addressing the strategic issues that drive successful results. Founded by Dr. Robert S. Kaplan and Dr. David P. Norton, we help clients achieve superior performance through a set of integrated consulting services. We deliver tangible results, building enduring internal capabilities with supporting technologies and education programs. Our approach combines expertise in proven strategy execution with integrated change management and leadership development programs. Our methods include the Execution Premium Process™ (XPP™), the Kaplan-Norton Balanced Scorecard™, and other best-practice frameworks that translate concepts into programs that deliver measurable results. The benefits of our approach are demonstrated in the *Balanced Scorecard Hall of Fame for Executing Strategy*®, which recognizes organizations that improve performance through outstanding execution. Our offices located throughout the Americas, Europe, the Middle East, and Asia-Pacific enjoy a successful track record with over 700 clients.

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