

# Automating strategy deployment processes for greater productivity and enhanced performance management



Wabtec is a leading supplier of critical components, locomotives, services, signaling and logistics systems and services to the global rail industry.



## Pain

Managing multiple spreadsheets was causing havoc and hindering their strategy deployment adoption.

## Problem statement

Spreadsheets required a heavily manual process that was prone to version control issues and data entry challenges.

## Root cause

Spreadsheets cannot effectively digitize a strategy deployment methodology.

## Software evaluation

Wabtec looked at three different strategy execution management solutions before selecting i-nexus.

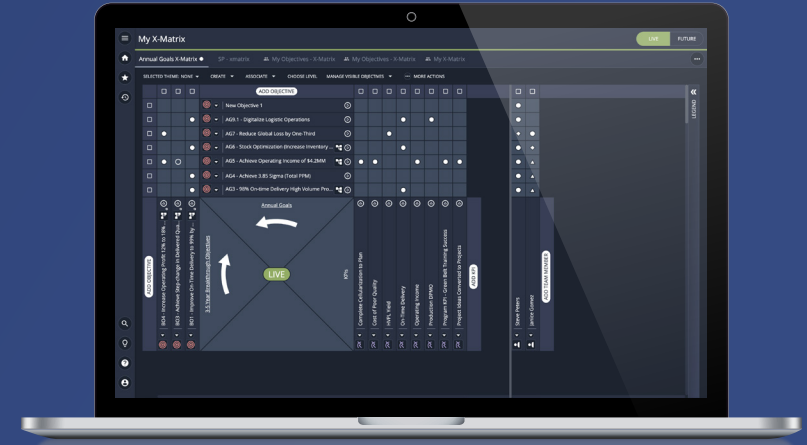
Wabtec considered i-nexus alone offered the right strategy deployment features and the ability to configure these features to suit their process.

**“We’d taken spreadsheets as far as we could for managing our strategy deployment process. Too much time was being wasted and our manual process was prone to error.”**

Mahesh Shankar, Director, Strategy, Wabtec Corporation

“i-nexus replaced our spreadsheet patchwork with a single solution that automated our process. Automating our manually-intensive process has led to productivity gains and the ability for the team to think strategically.”

Mahesh Shankar, Director, Strategy, Wabtec Corporation



### Customer outcome

Collaborative cloud solution that enables and automates strategy deployment.

### i-nexus solution focus

- Interactive planning using X-Matrix
- Performance reporting with Bowling Charts.
- Root cause analysis and countermeasures for exception handling.
- Automated monthly management reporting cycles.

### i-nexus benefits

- Build a “single source of truth” that centralizes data.
- Maintain an X-Matrix multi-dimensional planning view of strategic objectives, KPIs & targets, and activities/projects.
- Automate key activities including report preparation and distribution.
- Drive accountability and monitor progress toward targets through real-time performance tracking.
- Bring underperformance back on track by determining root cause and implementing rapid countermeasures.

### By the numbers

Objectives	6	2	0
KPIs	7	6	0
Projects	1	4	
Business Units	1	1	