



Business  
Transformation

# Target Operating Model Architecture



collective  
insights  
CONSULTING

**Business agility  
is achieved  
through a  
flexible and  
aligned  
operating model.**

2nd

is the 2020 internal priority ranking  
global CEOs and C-Suite executives  
place on Creating New Business  
Models <sup>1</sup>

87%

of CEOs expect to see a change in  
their operating models within three  
years <sup>2</sup>

83%

of strategists believe execution is  
more important now than it was three  
years ago <sup>3</sup>

# If You Answer “Yes” to Any of These Questions:

Q: Has your business strategy recently shifted?

Q: Have you defined new key performance indicators or adjustments to financial strategy?

Q: Has your organization recently acquired or merged with another company?

Q: Does your organization struggle to innovate due to organizational walls?

Q: Are you experiencing cost-reduction pressures within your organization?

Q: Are you lacking the proper governance and controls to enable your operating model?

Q: Is your organization challenged to increase efficiencies and scale as needed?

**Then our expertise is what you need. Together, we'll reach a better best.**

Organizations are continually required to evaluate and invest in their business model and corporate strategy to remain competitive and maximize value to their customers. As an organization's strategic objectives shift, the operating model often requires realignment to drive the effectiveness and power of new strategic direction and set the stage for efficient future execution.

At Collective Insights, we believe operating model alignment is ultimately the key indicator between sound strategies that succeed versus fail. Target Operating Model (TOM) Architecture defines the optimal operating structure needed across your business to meet new strategic goals and establishes a roadmap for successful implementation. We holistically look across your business to design an aligned model that maximizes the value of your prior strategic planning investments.

Collective Insights helps position your business for alignment and execution by:



Analyzing the principal drivers for the organization's strategic shift



Validating the current operating model, internal boundaries, and associated scope



Defining target KPIs and capabilities essential to fulfilling strategic goals

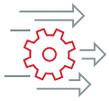


Tailoring a well-sequenced and actionable roadmap to effectively navigate the business shift



Crafting initiatives to enhance differentiators and mitigate weaknesses

# Our Services. Your Success.



## Business Transformation

- Strategic Planning
- Target Operating Model Architecture
- Strategic Finance
- Supply Chain Transformation
- Process Optimization
- Enterprise Performance Management



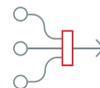
## Technology, Information & Security

- Technology Strategy & Architecture
- Cloud & Edge Computing Enablement
- Technology Modernization
- Intelligent Information & Analytics
- Integrated Automation
- Next-Generation Cyber Security



## Human Capital

- Organizational Change Management
- Strategic Communication
- Instructional Design & Development
- Workforce Development
- Organizational Design
- Culture Transformation



## Operations & Management

- Program & Project Management
- Business Continuity
- Strategic Selection
- Vendor Management
- Mergers & Acquisitions Integration Management
- Portfolio & Demand Management

### References

- 1 <https://www.conference-board.org/press/c-suite-survey-2020>
- 2 <https://hbr.org/sponsored/2020/01/if-you-want-your-digital-transformation-to-succeed-align-your-operating-model-to-your-strategy>
- 3 The Gartner 2019 Strategy Execution Benchmarking Survey, <https://www.gartner.com/smarterwithgartner/the-five-pillars-of-strategy-execution/>

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