**Procurement Apps:**

**CPO** **Assessment**

Assess the operations, execution, organizational design, and impacts to competition coming from your procurement office. Is the CPO properly valued, placed, and delivering?

**Procurement** **Assessment**

Assess your procurement office and its operations for rapid identification of gaps in supply chain process, procurement abilities, org design, bottlenecks, and performance vs. the industry.

**Procurement** **Competencies**

Assess how well your organization's people are prepared for the 20 core competencies of supply chain professionals.

**Supply Chain** **Assessment**

Examine your supply chain from every angle: processes, infrastructure, performance, strategy, and organizational design.

**Supply Chain** **Competencies**

Assess how well your organization's people are prepared for the 20 core competencies of supply chain professionals.

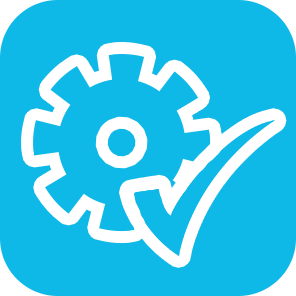
**Government Services**

**GovCon**-**CIO**

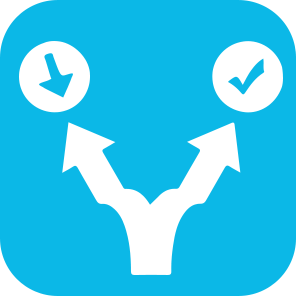
Assess Operational Readiness and All of its Linkages for the Government Services office of the CIO.

**Automated Strategic** **Planning**

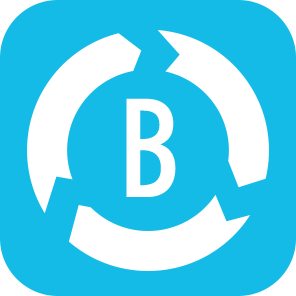
Brings up to 2,000 people to the next offsite without having a single meeting. Better strategic roadmaps come from better data.

**Operational** **Readiness**

Assesses the operational functions of the organization for bottlenecks, capacity, ease of use, and readiness to execute.

**Lean** **Management**

Identify ways to reduce costs, eliminate bottlenecks, and apply Six Sigma principles across the organization

**360 your** - **[Blank]**

Holistic assessments of a government services organization, optimized for business, division, department, program, project, or team.

**Six Sigma Suite**

**Value-Added Analysis**

Put your processes or ideas through a VAA to assess which ones are most worthy of investment, matter to the customer, and are necessary to the end results.

**Performance Management Incentives Scorecard**

Create scorecards for individuals or departments that provides accountability for customer satisfaction, key process performance, employee attitude, and P&L communication.

**Goal** **Alignment**

Verify organizational alignment with Six Sigma themes: genuine focus on the customer, data-driven decisions, process focus, proactive management, collaboration, and drive for perfection.

**Business Transformation**

High-level assessment of company’s distribution channels, sales process effectiveness, product development, customer’s voice, defects of product or habitual problems, information critical to decisions, and cost reductions.

**Custom KPI** **Scorecard**

Rapidly assess the key metrics of your organization in a balanced way that is easy to communicate.

**Bid Process Apps**

**Bid Factors** - **Internal**

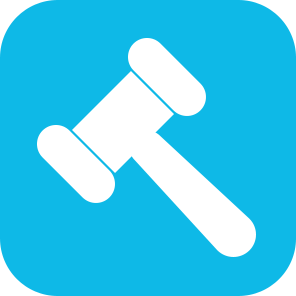
Provides rapid assessment for go/no-go/partner decisions on any new opportunity. Uses your decision criteria and tracks which individuals get it right over time. Cut wasted effort!

**Bid Factors** - **External**

Combines internal criteria for red-pink-blue-gold-rainbow teams with the evaluation factors of an RFP so that the team can continually pulse how close the response is to ready.

**RFP** **Data Call**

Turns an SOW or PWS into a data call and assessment for bite-sized feedback from partners and SMEs on any of the following, per element: capability, past performance, approach, customer pain, etc. Responses are stored.

**Bid Process** - **Optimizer**

Assesses the bid process end-to-end, including market needs, people involved, culture, finance, operations, strategy, execution, expectations, and governance. Improve the bid process!

**SOW** **Reporting**

Transform the data call diagnostics that dissected an SOW/PWS into an on-site management and reporting tool, assessing how well one is performing and where risks are located over time.

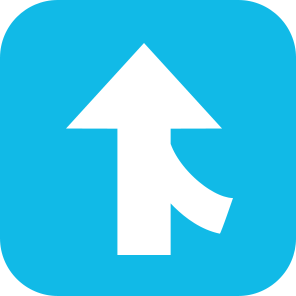
**Mergers & Acquisitions**

**M&A** **Decision**

Should Your Company Merge? Acquire? Stay put? Use decision triggers and industry best practices to decide, pulsing your stakeholders.

**M&A** **Integrator**

Conduct a one-time assessment of all the gaps and challenges to consider when integrating two companies. Identify best practices in each that the other should adopt. After assessing, move to M&A Manager for pulses.

**M&A** **Manager**

Evaluate the Performance of the M&A during the critical transition period. Pulse often to identify risks and close gaps.

**M&A** **Evaluator**

Is This Company the Best Fit? Take a holistic view of potential acquisitions to identify fit. Don’t forget operational systems, culture, leadership style, and governance!

**M&A Sell-Myself**

Discover the strengths of your company in a holistic way so that you can pitch more than just your financial performance and client base. This can be a key differentiator in evaluation.

**Targeted Apps**

**Customer Service**

Gather insight into the effectiveness of your customer service. Does your organization deliver fast, efficient, quality service? Find us with this powerful app.

**Non-Profit Baseline**

Designed to address the challenges of running a non-profit organization effectively, this app definitively examines every aspect of your organization.

**Large University Baseline**

Discover crucial insights about your university. Redefine how your university operates with this invaluable strategic planning tool.

**Innovation Lab**

Move your offering from underperforming to innovative market disruptor. Use this app to focus efforts to break through barriers to creative insights

**Gut Punch**

Gather insight into the effectiveness of your customer service. Does your organization deliver fast, efficient, quality service? Find out with this powerful app.

**Lens Apps**

***Selected Market Lens Apps***



**Customer Insights (External)**

Your customers know themselves better than anyone else. Discover your market through the eyes of your customers using this short, 15 diagnostic app.



**Customer Comprehension (Internal)**

Discover the most effective means of targeting customers. This app is designed to establish a comprehensive understanding of your customers’ attributes, readiness for adoption, and engagement.

**Market Deep Dive**

Discover your Market Lens like you have never seen it before. Comprehensively assess your market.

**Asset Tracker**

Uncover an in-depth knowledge of all your organization’s assets. This app will elucidate your organizations strengths that will help you chart a course for successful improvement.

**Differentiation** **Deep Dive**

Discover how your organization can improve offering differentiation. This in-depth study will uncover ways to make your offering truly unique to the market.

**Products**

Gain insights about your market through the eyes of your staff, consultants, and even customers. This app looks at customer pain points, interactions, and timing to show you more than you ever knew about your customers.

**Services**

Gain insights about your market through the eyes of your staff, consultants, and even customers. This app will look at customer pain points, interactions, timing, and show you more than you ever knew about your customers.

**Products and Services**

Gain insights about your market through the eyes of your staff, consultants, and even customers. This app will look at customer pain points, interactions, timing, and show you more than you ever knew about your customers.

**New Market Assessment**

Discover insight into any new market so that you can maximize and overcome any barriers. This assessment feeds directly into a strategic planning activity and will capture what people do and don't know about entering a new market.

**Competitive Landscape Assessment**

Discover what your people, and anyone else you include, really think about the competitive landscape. What's driving competition? Who are the leaders? Who is up and coming? What barriers stand in the way of being on top?

***Selected People Lens Apps***

**Exit Interviews**

Establish a data set that over time produces patterns for better decisions, while also gleaning valuable insights for improvement in the business. If five departing people say the same thing, or identify the same challenge, it’s great data.

**Employee Engagement**

Discover how engaged your employees, consultants, and partners are with your culture, offerings, and mission. This app will quickly provide a health check on your culture.

**Organizational Design Analysis**

Discover how those affected by organizational design see it working to generate success for the organization. Are positions lined up efficiently? Are key functions missing? Are people in the right places?

**Culture 360**

Discover your organization's culture through-and-through. What is going on behind the scenes that is good? What people, symbols, processes, and attitudes are affecting the organization you want to be?

**People Deep Dive**

Discover your People Lens like you have never seen it before. This app queries every sub-lens in depth to really assess strengths, organizational design, leadership, and culture.

***Leadership Apps***

**Alignment and Buy-in**

Discover the alignment and buy-in gaps within your leadership. Probe the opinions, skills, attitudes, and thinking of your leaders to determine where perspectives differ.

**Commercial** **Assessment**

Discover the effectiveness of your organization’s leadership. This app considers comprehensive core competencies for every effective leader in business leadership.

**Government** **Assessment**

Discover the effectiveness of your organization’s leadership. This app considers comprehensive core competencies for every effective leader in government agencies.

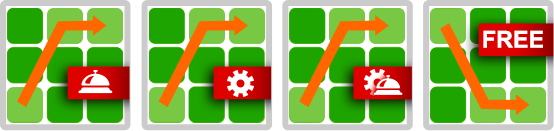
**Self-Assessment Commercial**

Evaluate your leadership effectiveness. This app considers comprehensive core competencies for every effective leader in business leadership.

**Self-Assessment Government**

Evaluate your leadership effectiveness. This app considers comprehensive core competencies for every effective leader in government agencies.

***Financial Lens Apps***



**Snapshot9 - Products**

Discover what is driving touch, volume, and margin in your financial model and how staff see top challenges and opportunities to improve. This version of Snapshot9 is around 20 diagnostics.

**Snapsot9- Services**

Discover what is driving touch, volume, and margin in your financial model and how staff see top challenges and opportunities to improve. This version of Snapshot9 collects comments across around 20 diagnostics.

**Snapshot9– Products and Services**

Discover what is driving touch, volume, and margin in your financial model and how staff see top challenges and opportunities to improve. This version of Snapshot9 is around 25 diagnostics.

**Finance Lens Study**

Discover insight across your entire Finance Lens, including accounting, financial model, forecasting, industry comparison, capitalization structure, and historical performance. If you use this app, you will know your Finance Lens inside and out.

**Accounting Analysis**

Discover accounting successes and challenges of your organization by examining this financial sublens. This app is designed to uncover causes of financial problems, discovers drivers for financial success, and determine the impacts of these decisions.

***Selected Process Apps***

**Strategy Development**

Discover how well your organization is developing its strategies for your organizations needs. Find the major challenges in your marketplace and how you can effectively overcome them.

**Execution Deep Dive**

Gain insight into your entire executions process with this one app. Discover where your performance is lagging and how you can improve your measurement,

**Operations** - **Deep Dive**

Gain a comprehensive perspective on your organizations operations with this one app. Find your key strengths and top weaknesses by taking on the entire lens.

**Strategy** - **Deep Dive**

Gain insights into your strategy with this one app. Discover which strategies are function and why. Expose weak strategies that need to be improved.

**Differentiation** **Workflow**

Design "differentiation" into every lens of your business, working through the 9Lenses workflow that examines objectives and high-impact-moves at every level of the business.

***Operations Lens Apps***

 **Infrastructure Inspection**

Discover the state of your infrastructure. What's broken? What's working? What is going on that you have not yet seen? This 56-diagnostic app takes a deep dive into Infrastructure Sublens.

**Systems Deep Dive**

Discover how well your systems are working together, to promote efficiency, and where systems are driving unneeded costs. What is working? What isn't? Do users know a great new approach?

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**Operational Readiness**

Assess the readiness of specific projects across your organization. This app identifies gaps & bottlenecks in your operational processes, systems, and infrastructure.

**Process Tracker**

Discover the total awareness of your internal processes through participants' eyes. For most, perception is reality. Are processes sensible? Are they followed? Do they work together?

**Product Management**

Holistically assesses the product management lifecycle for gaps in skills, market needs, operations, execution, process breakpoints, and industry best practices.

***Structure Lens Apps***

**The Vault**

Assesses the level of internal security an organization has. Evaluate physical security along with intellectual property protection and insurance

**Structures** - **Deep Dive**

Total awareness at the structures level. How well do you know your fort?

**Corporate-Social** **Responsibility**

Evaluate your organization and quantify corporate-social responsibility (CSR). Uses CSR best practices to examine every angle of CSR, from market trends to internal champions to processes to governance.

**Program Management**

Evaluate how the people, operation, and execution are doing and fitting with the strategy at program level. Assess competencies and best practices in addition to execution.

**Knowledge** **Grab Bag**

Assess all the stumper questions most people don’t know but most people should. The hardest diagnostics 9Lenses has!