

PLANNING AT THE SPEED OF THE WEB

The One Page Planning and Performance System™

Planning... Alignment... Accountability



The One Page Business Plan Company

www.onepagebusinessplan.com

The One Page Planning and Performance System™

Enterprise planning at the speed of the web

The One Page Planning and Performance System is a breakthrough business application. It takes the best of The One Page Business Plan® process to the web to create a powerful strategic planning and performance management system that helps your company:

- Accelerate growth
- Increase revenues and profits
- Develop stronger communication between divisions
- Better implement your business plan
- Develop high performance leaders
- Focus people and resources on achieving company goals

The One Page Business Plan is a proven business tool that uniquely links Planning, Strategy, Performance and Accountability. It's simple, it's easy and it works because:

- Every manager has a plan... a one-page plan.
- Uses easy to understand language; no complicated terms
- Integrates performance and progress reporting to the plan
- Teaches systems and critical thinking
- Fosters organizational learning
- Clearly identifies excellent and poor performers
- 360 degree accountability

The One Page Planning and Performance System features:

- Standardized One Page Business Plan template
- Drill down navigation with click-thru organization chart
- Linked Performance Reporting to each Objective
- Progress reporting to each Planned Action
- Color-coded Plan Status Reports
- Flexible system for approval of plans
- Secured and Controlled Access to system
- Online input and updates

From Complexity to Simplicity

WOW #1

Every manager has a plan; and it is just a click away!

Online Business Schematic with One Page Plans for every Business Unit

WOW #2

System tracks results of every key objective!

Online Performance Scorecard for each and every Objective

WOW #3

Need to know the status of a critical initiative or project? **CLICK ON IT!**

Online Progress Reports for each Planned Action

profits advanced
web-based

WOW #4

No more guessing about the status of any plan!

Color-coded business plan status at a glance

WOW #5

Total Accountability!

View all Performance Scorecards and Progress Reports for each manager with a single click

The Five WOWs of The One Page Planning and Performance System

Navigate to any plan with the click-thru organization chart. Each One Page Business Plan has five components that work together to describe the profit center, department, project or program being built, why it is being built, how it will be built, and the specific measurable results that will be accomplished.

Click on any Objective and a One Page Performance Scorecard™ opens. The scorecard shows actual, budget, forecast and last year actual, both graphically and quantitatively. This system uniquely links plans and performance reporting in a very simple, highly effective manner.

Imagine being able to click on any Planned Action in any business unit and view a concise progress report. This feature greatly simplifies progress reporting. Progress reports will never get lost in the mail again!

This system tracks the status and version of every manager's plan using a simple color system. Approved plans are green, drafts are yellow and un-posted plans are red. The status of every plan in your company or organization is obvious at a glance.

Click on any manager's name and display all of the manager's One Page Scorecards or Progress Reports. This feature facilitates the quick assessment of monthly, quarterly and year-to-date results and progress against plans.

ONE PAGE PLANS
Click on any business unit to see a One Page Plan.

Plan Status: Z-TEC International, Inc.

One Page Plans	Scorecards	Progress Reports	Plan Status	Help
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Color Coding Key

- Green = Approved Plan
- Yellow = Draft Plan
- Red = No Plan Posted

Viewing Level 3

- Level 1 View
- Level 2 View

Cons Plan
Approved: 19-Nov-2004

N America Approved: 19-Nov-2004	Europe Approved: 19-Nov-2004	Marketing Draft: 19-Nov-2004	Tech/Eng No Plan	Admin Draft: 19-Nov-2004
<ul style="list-style-type: none"> - Sales <ul style="list-style-type: none"> - Eastern - Central - Western - Operations <ul style="list-style-type: none"> - Training - Cust. Ser. - Tec. Support - Operations <ul style="list-style-type: none"> - Acctg. - HR - MIS 	<ul style="list-style-type: none"> - Sales <ul style="list-style-type: none"> - South - North - Central - Operations <ul style="list-style-type: none"> - Cust. Ser - Tec. Support - Training - Admin <ul style="list-style-type: none"> - Acctg. - HR - MIS 	<ul style="list-style-type: none"> - Mktg Comm - Planning - Pricing - Product Dev 	<ul style="list-style-type: none"> - Engineering <ul style="list-style-type: none"> - Proj K246 - Proj S887 - Proj X345 - Maintenance <ul style="list-style-type: none"> - Equipment - Fleet - Training - Quality 	<ul style="list-style-type: none"> - Finance - Controller - Tax - HR - Personnel - Benefits - Diversity - Training - MIS <ul style="list-style-type: none"> - Software D. - Systems

One Page Consolidated Plan

One Page Plans	Scorecards	Progress Reports	Plan Status	Help
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Jerome Johnson, President / CEO Approved: 19-Nov-2004
Unpost Plan

vision
Within the next three years grow ZTEC into a \$3 billion global provider of integrated work-flow solutions for Fortune 1000 companies, major municipalities, and government agencies.
Z-TEC, Inc. will be headquartered in San Francisco with offices in New York, Dallas & London.

mission
Build productivity solutions that reduce the cost of labor, materials, and maintenance

objectives

- Grow consolidated revenue by 30% to \$900 million.
- Achieve profit before interest and taxes of \$95 million.
- Increase gross profit from 46.5% to 55%.
- Complete at least 600 new system installations by 12/31.
- Migrate at least 400 existing clients to ZTEC internet product by 2nd quarter.
- Introduce new internet product by Mar 31: achieve Q2 sales of \$25m, Q3 \$50m, Q4 \$80m
- Increase sales per employee from \$250,000 to \$300,000.
- Reduce Accounts Receivable from 60 days to 45 days by 6/30.
- Achieve FTE headcount of 3,600 by 12/31.

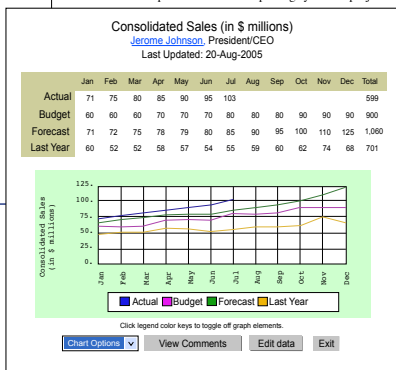
strategies

- Partners: Align with industry leader, partner for marketing & solution development.
- Product Approach: Configure rather than customize; business rules vs custom programs.
- Competitive Positioning: Optimize user-based pricing; modular systems for flexibility
- R&D: Workflow solutions, open systems, multi-platform, object-oriented, flexible.
- Resources: People and systems resources in place before they are needed.
- Develop aligned team with sense of urgency, responsibility and accountability
- Develop Employee Incentive Programs to allow the team to share in the rewards.

action plans

- Develop comprehensive Employee Recruitment and Retention Program by 1/15.
- Implement Power Partner Initiatives w/Oracle, Sun and IBM by 2/28.
- Complete beta test of Process Flow Performance module by 04/15.
- Develop Sales Force Automation Plan by 06/30, implement by 4th quarter.
- Launch Global Customer Forum for sharing implementation & issues by 07/31.
- Complete facilities upgrades in Dallas by 08/31, London by 10/31.
- Implement financial reporting system at project/dept level by 10/31.

ONE PAGE PROGRESS REPORTS
Click on any Plan to view One Page Progress Reports.



ONE PAGE SCORECARDS
Click on any Objective to view One Page Performance Scorecards.

Employee Recruitment Program

Jerome Johnson, President/CEO
Progress Report as of: 20-Aug-2005

Add Report | Edit Report | Reverse Order | Close

14-May-2005 **90% Complete**
Collateral material received 5/12. Final job requisitions approved 5/12. Hiring process fully initiated 5/14.

28-Apr-2005 **75% Complete**
Collateral materials design completed and approved on 4/25. Ten RFP's for printing sent out 4/28. Interview process finalized with HR and Operations.

22-Apr-2005 **50% Complete**
Employee Recruiting Program announced at April employee meeting. Recruiting website completed 4/22; within budget.

20-Mar-2005 **25% Complete**
Completed hiring plan on 3/1. Executive committee approved plan on 3/12. Website design approved 3/16. Coding initiated 3/19. Spring College Recruiting Program in place at 25 colleges.

Implementation is Easy and Can be Accomplished in as Little as 4 Weeks...

Business and corporate planning processes have changed little in the last thirty years. They remain highly complex, overly time consuming and very ineffective. CEOs and business owners complain their planning process takes too long and is of little value... and yet they have their management teams prepare a new one every year. Why not implement a results-based system that links planning, implementation, and accountability?

Train, Educate, and Mentor your Management Team

Our consulting services include complete strategic and business planning capabilities using the One Page Methodology. We train, educate, mentor, coach and facilitate your team in the use of the One Page Planning and Performance System. Our team can lead and facilitate one-day in-house training programs or extensive planning retreats. We specialize in fast growth companies experiencing rapid change. Our team works equally well with young managers as well as working with Fortune 500 executives.

Experienced Consulting Team

Our One Page Planning Team consists of over 200 seasoned executives, former business owners and senior consultants who truly understand business. This team has been carefully selected, trained and certified in One Page Methodology. These consultants will work closely with you to create and implement a comprehensive plan in days... not months! Experience the difference that only a licensed One Page Planning Consultant can make.

Performance Management and Executive Leadership Programs

Our seasoned consultants have expertise in leadership training, team development, and performance management. They understand strategic planning and managing for results... and have all participated in building successful businesses. We can design and implement complete budgeting, forecasting and accountability/business review systems to complement your One Page Planning and Performance System.

Tom Peters

Author, *Thriving on Chaos* and
Co-Author, *In Search of Excellence*

The One Page Business Plan is an out and out winner. Period. It makes great sense to me as a so-called "business thinker". The One Page Business Plan = the proverbial better mousetrap!

Bob Esperti

CEO, QA3

"One Page Business Planning has brought coordinated planning and organization to our diverse holdings of several different companies; it has given us a common language and culture."

P.J. Anderson

President and CEO, OP Contract

"The One Page Planning method, along with the web-based tool, are great ways to help managers stay strategic even though their days may be spent working primarily on tactical issues."

Rodney Wray

CEO and President, SanAct Inc., (California, Nevada and Hawaii Roto-Rooter Franchisee)

This is the ultimate management tool for a multi-branch, multi-division company! Our team is fully aligned and focused on what counts because of the One Page Planning and Performance System!

The One Page Planning and Performance System is flexible with many uses:

Organization

- Corporations
- Subsidiaries/Divisions
- Startup Companies
- Government Agencies
- Cross-functional teams
- Not-for Profits

Function

- Profit Centers
- Departments
- Programs
- Projects

Purpose

- Strategic Plans
- Operating Plans
- Marketing Plans
- R&D/Technology
- Training & Development
- Sales Plans

Complete ASP Hosting Solution:

- Fast 48 Hour System Set up
- Simple System Administration
- No Client IT Requirement
- Easy to Use, Intuitive System
- Supports Work Group Collaboration
- Web Based— Accessible Worldwide
- VeriSign SSL 128 bit Encryption

Client system requirements are:

- Netscape 4.7+ or IE 6+ Browser
- Windows 98/2000/NT/XP or Mac OS 9.0+
- 28.8 Kbps or faster Internet connection
- 15" Monitor



For More Information Contact:

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