

# Strategy Facilitation



## Solution Overview

Strategy Facilitation is a facilitated approach to defining the future direction and plans for an organization. The processes revolves around a Subject Matter Expert (SME) leading a series of intensive visioning sessions with key client management and executives . The sessions focus on collecting input , planning for the future, securing alignment and consensus with the results being the definition of the business strategy, both near and long term. Key to the success of the strategy definition is the facilitation being conducted by a strategy planning expert fluent in the payments industry.

## Business Needs

- Decision making is paralyzed due to conflicting initiatives:
- The direction of the company may not be clear and there is little consensus on vision, tactics or approach
  - There is disagreement on new service offerings, product launches, platform technology and other key issues that require material decisions
  - Decision making is bogged down in analysis with no clear milestone event for moving forward
  - Meeting schedules are full; however, there is little progress toward results

## Business Solutions

Keypoint will lead the strategy session using proven facilitation techniques to quickly and effectively bring clarity to the future direction of the business or operation. All issues, directions and decisions will be documented . Our approach combines our extensive experience in the industry with our facilitation expertise. The Keypoint facilitator sets the agenda and leads the session by asking questions and providing expert level input, where appropriate, to ensure that participants have the requisite information to make informed decisions.

## Company Information

Keypoint provides planning, analysis, definitional and advisory services to leading organizations in the payments industry that seek to improve their operational performance, efficiency and profitability through the use of best practices and technology. Keypoint has assisted over 500 clients in over 60+ countries implement practical, cost effective solutions to address the challenges and opportunities that clients face.

PROJECT PHASE	PROJECT DELIVERABLES
<b>Step One:</b> Define the strategy planning agenda	Relevant documentation will be distributed to participants. Keypoint may conduct pre-session interviews with select participants
<b>Step Two:</b> Conduct [multiple] facilitated planning sessions	The results (strategy, plans and actions) of the facilitated sessions are the decisions made by the participants
<b>Step Three:</b> Documentation of findings	A document detailing the session results, associated issues, proposed solutions, decisions and high level implementation roadmap
<b>Step Four:</b> Present findings to senior management	A presentation of overall findings
<b>Step Five:</b> Revision and finalization of decision	A final written report following the conclusion

