

## **Panagraph within Manufacturing and Other Sectors and the “Panagraph Partner Programme”**

### **Background**

The flexible design of the Panagraph suite of Performance Management Software Products enables it to be used across any sector where the performance management function is carried out. As such a function leads to:

- Improved efficiencies
- Economic benefits
- Greater customer satisfaction
- Reduction of waste generation
- Providing a competitive edge
- Greater transparency
- Etc.

Then you could argue, such a process should be employed across all industry sectors and to a large extent, it is. Market research however, suggests that the performance management tools so prevalent in certain sectors are not used as readily in others.

### **Partnering programme**

The team at Panagraph have long known that the capability of the software was not in question but refrained from spreading their wings into areas where they did not have the in-house expertise or knowledge to support the Performance Management processes.

With this in mind, Panagraph made a strategic decision to set up a Panagraph Partner Programme. This ensures that the Panagraph software is introduced into various sectors by the consultants and experts working within that field. For more information on the partnering programme, visit:-

<http://panagraph-performance.com/panagraph-performance-partners.html>

The Partnering initiative is now operating with consultants in both Manufacturing and Sustainability (across all sectors).

More information about our work in the area of sustainability can be found in the “Sustainability” pdf at:-

[http://panagraph-performance.com/performance\\_management\\_software.html](http://panagraph-performance.com/performance_management_software.html)

Panagraph has recently entered into a partnership agreement with business consultancy, Velresco, who assist in accelerating business growth through increased capability in operational excellence (i.e. product leadership, core process execution and customer intimacy) to private and public sector organisations.

They utilise their specialism in operational excellence and transformational change

programme management (including a practical application of Lean-Sigma) combined with their passion for training and coaching, to strengthen their ability to deliver change

The team at Velresco expressed a need for a performance measurement and management tool which they could use throughout their consultancy period and ultimately leave with a client to enable them to continue their own performance management processes after the consultants had left.

*“Being able to demonstrate a client’s performance through such a tool as Panagraph has added great value to the service we deliver. Many clients like the thought of having something tangible which can be used long after we have gone”*

**Mark Whittaker – Velresco MD**

Panagraph sees their partnering programme as beneficial to both the consultant, who can use the software to gain an edge on the competition when looking to win work, and the client who sees the outcomes and improvements delivered by the consultants in easily understood and rapidly produced reports, in a format of their choosing. The client also has the option of keeping the software, to be either managed by them or available for the annual “health check” when the consultant returns to develop further advancements.

### **Manufacturing**

Initially, the relationship between Panagraph and Velresco is concentrating its efforts on the manufacturing sector. The Manufacturing models are designed to manage performance using industry standard KPI’s including:

- Cost
- Quality
- Time
- Health and Safety
- Customer Satisfaction
- Etc.