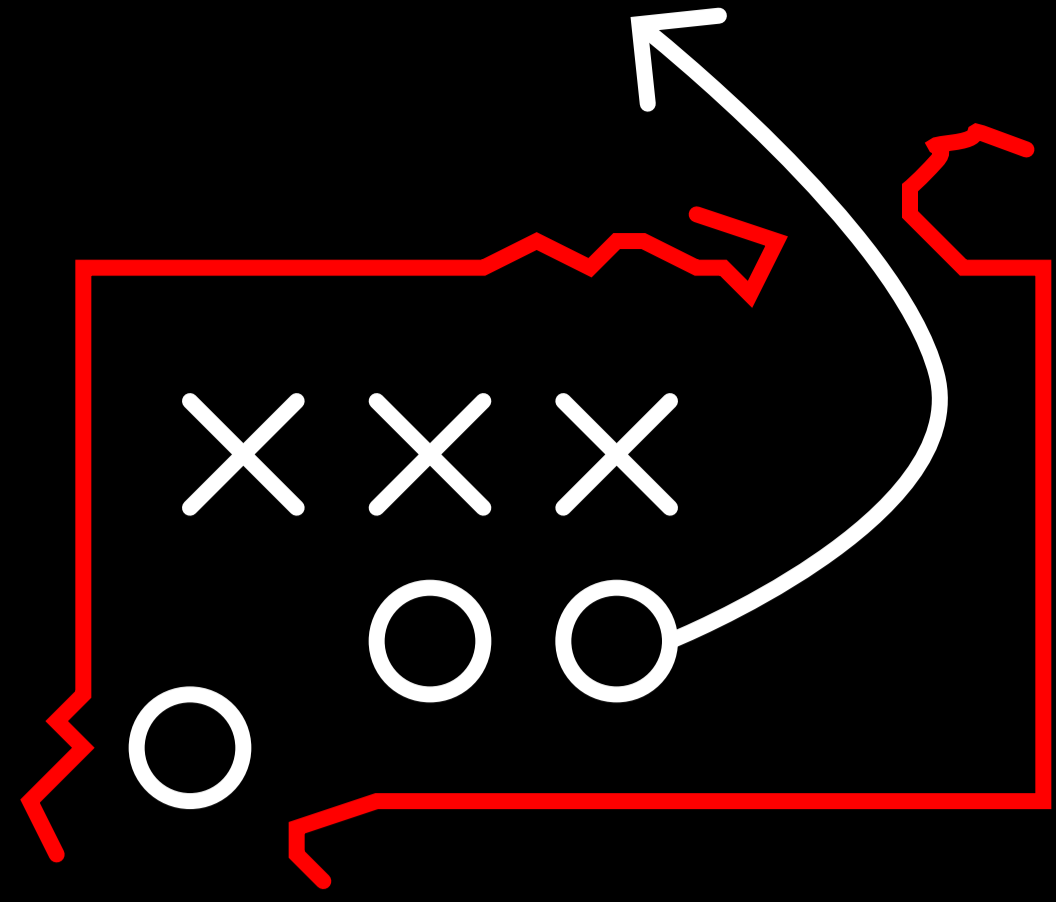


Why is the link between operating models and strategy so broken?



Our research reveals an alarming disconnect:



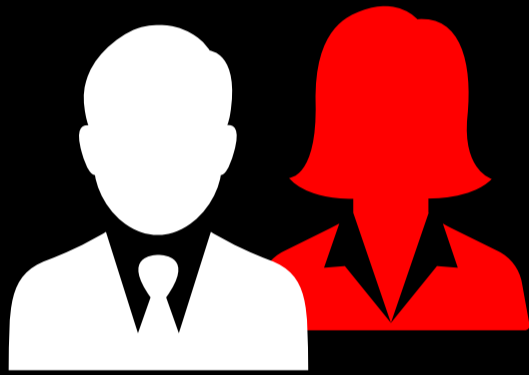
80%

Over 80% of executives agree that advanced operating models are a driver of strategic growth.



22%

Yet only 22% say their company's operating model is helping them put strategic growth initiatives into action.

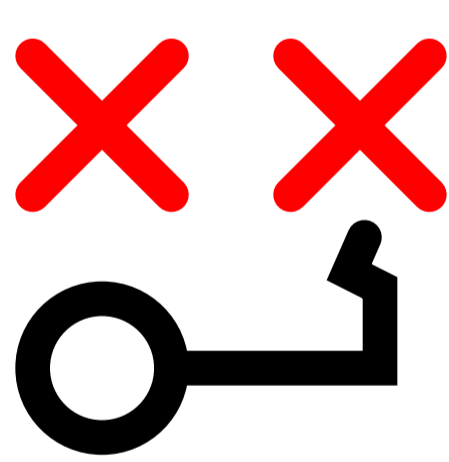


Only 17% of chief financial officers and 31% of chief executive officers strongly agree their company's operating model is aligned to fuel strategic growth initiatives.

Only 25% of companies we surveyed have a flexible operating model that can adapt to consistently deliver on strategy and execute the activities that drive value for the organization.



Many strategies fail because they are not clearly put into action through the company's operating model. Companies fail for a variety of reasons:



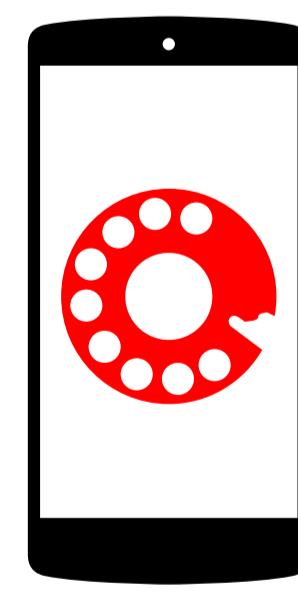
wrong strategy



wrong resources



no support from leaders & employees



new strategy, old operating model



didn't consider implications to the growth strategy

