





## BSI Business Improvement Software – How to get backing from top management

BSI Business Improvement Software can be an effective way to help you get the most from your management systems. It is a powerful tool designed to streamline critical processes, drive forward continual improvement, and implement newly revised standards. If you are investing in this, support from upper management can help enable a successful implementation, and it could help you to reap the benefits across your organization quickly and effectively.

### The benefits experienced by our clients

87% 

of clients feel they benefit from BSI Business Improvement Software

80% 

of clients see efficiency increase and costs decrease

1 day 

per week of resource time saved by organizations using BSI Business Improvement Software

Here are **4 key things** you need to consider to demonstrate the value of BSI Business Improvement Software and get backing from your top management so they can understand the benefits and what the return on investment could be:

**1 Use facts:**

Our software can increase traceability and improve transparency and rigor to your operations. So if there are parts of your business that are not automated, where manual processes such as spread sheet management are used, or information is not centralized, then there is an opportunity to improve efficiency. Companies with disparate systems tend to have higher rework rates and more repeat efforts. Our software can help shift activity from a reactive to a proactive approach. Sometimes this is not always visible to management, so build a logical business case and show how the better visibility and controls in BSI Software can reduce or prevent these issues.

**2 Show how it can help the whole organization:**

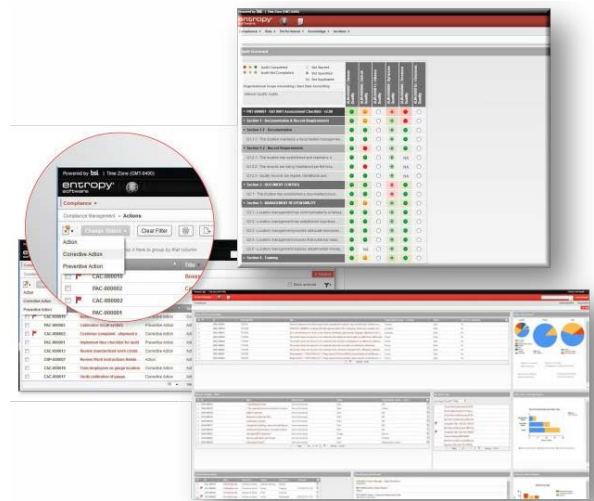
It's a myth that management system standards are only relevant for certain departments. With an increased application of the process approach they can now drive improvement throughout an organization. Our software helps to give visibility across an entire organization, to gain control, and ensure deliverables are met. It's also ideal for organizations operating on multiple sites which can be a challenging environment to.

**3 Understand what your detractors are thinking and "bust those myths"**

Other departments in an organization might not fully understand what you are trying to achieve. They may have incorrect perceptions or even worse, feel threatened. Take time to engage with other departments so that they can see the benefits and understand how this will help them to achieve their KPI's, remove silos, and work more efficiently. The more people on your side the stronger your case.

**4 Show how it can help them**

Agile organizations with incisive leadership are more resilient and more likely to grow and prosper. Through its reporting tools such as customizable real-time dashboards, BSI Business Improvement Software gives senior management increased visibility on the entire organization. It can help them to spot trends early on and make timely decisions to keep your business one step ahead. Show your senior management how this powerful tool can, at the click of a mouse, help to improve their decision making and resource allocation.



BSI Business Improvement Software is a powerful tool that can help **improve performance, increase visibility, and deliver efficiencies.**

Invest the time and effort early on to get top management backing so that your business will reap the benefits for the long term.



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