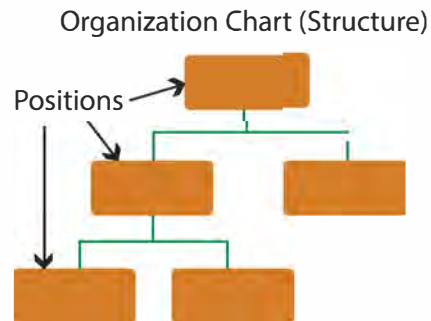


# COGENT BUSINESS MODEL

## ORGANIZATIONAL SYSTEMS

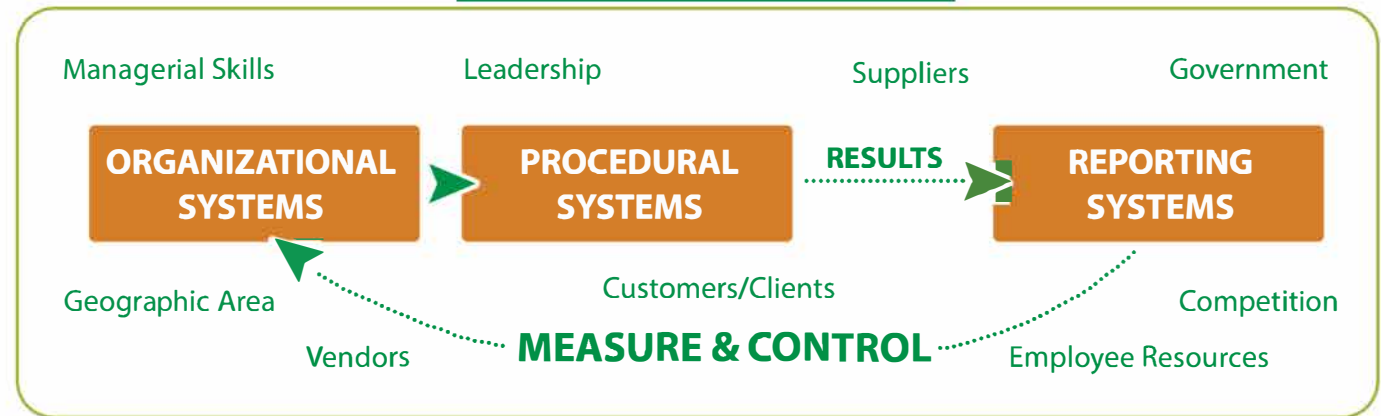


### Position Description Components

1. Purpose
2. Responsibilities
3. Teamwork
4. Judgement & Decision Making
5. Planning & Time Utilization
6. Initiative
7. Measures of Performance
8. Authorities



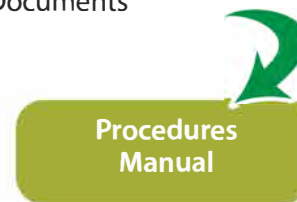
## THE ENVIRONMENT



## PROCEDURAL SYSTEMS

### Procedure Components

1. Purpose
2. Scope & Responsibilities
3. Definition
4. References
5. Step by Step
6. Documents



## REPORTING SYSTEMS

### Documents

1. Profit and Loss
2. Balance Sheet
3. Overhead
4. Flash Report
5. Budgets
6. Cash Flow
7. Special Reports



THE KEY IS IMPLEMENTATION

# EFFECTIVE ORGANIZATIONAL STRUCTURE



## Leadership

The primary objective of leadership is to get a group of people to work together harmoniously to produce profit.

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Mission - Purpose                     | <input type="checkbox"/> Market and Competitive Definition | <input type="checkbox"/> Funding Plan                     |
| <input type="checkbox"/> Vision of the Future                  | <input type="checkbox"/> Capital Structure & Policies      | <input type="checkbox"/> Policies                         |
| <input type="checkbox"/> Strategic Planning                    | <input type="checkbox"/> Management of Capital Reserves    | <input type="checkbox"/> Facilities and Related Resources |
| <input type="checkbox"/> Business Goals & Objectives           | <input type="checkbox"/> Tax Strategy & Asset Protection   | <input type="checkbox"/> Business (Tactical) Planning     |
| <input type="checkbox"/> Profit Plan Guidelines and Benchmarks | <input type="checkbox"/> Technology Integration            | <input type="checkbox"/> Exit Strategy - Succession Plan  |



## Organizational System

- ☐ Operating Structure
- ☐ Position Descriptions (Accountability)
- ☐ Performance Management
- ☐ Assignment of Authority
- ☐ Policies (Handbook)
- ☐ Staffing
- ☐ Training
- ☐ Compensation and Benefits
- ☐ Performance Incentives
- ☐ Internal Communications



## Procedural System

- ☐ Budgeting & Forecasting
- ☐ Productivity & Quality Measures
- ☐ Facilities Layout
- ☐ Production Planning & Scheduling
- ☐ Inventory & Procedure Management
- ☐ Profit & Expense Controls
- ☐ Costing & Pricing Methods
- ☐ Cash Forecasting and Management
- ☐ Accounts Payable & Receivable Processing
- ☐ Sales & Marketing Management
- ☐ Purchasing Management



## Reporting System

- ☐ Budget Results & Variance Analysis
- ☐ Cost Results
- ☐ Software (Information Systems)
- ☐ Accounting Management
- ☐ Specific Results Measurements
- ☐ Profit and Loss Statement
- ☐ Balance Sheet
- ☐ Cash Flow Statement
- ☐ Dash Board or Flash Report