

Proactive Thinking™ Governance

Bridging the gap between STRATEGY and EXECUTION



SPHIDA

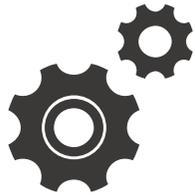


**Banca Popolare
di Sondrio**

Fondata nel 1871

GROUP

Automation



Machine
Processes

Human Decision Potential

Management
Complexity

Making

People

Processes
Data - Knowledge - Information

1900

Industrial Age

2000

Digital Age



Proactive Thinking™
Excellence Framework

Digital Age



Business Goals

Risk Management

People



Business Activities & Processes

Obstacles



Proactive Thinking™
Excellence Framework

Servant Leadership Philosophy





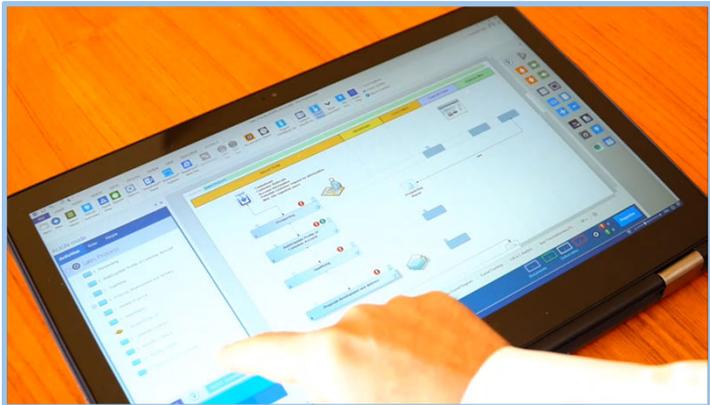
Proactive Thinking™ Excellence Framework



Proactive Thinking™ Software

Integrated Management System

Proactive Thinking™
Excellence Framework



Proactive Thinking™ Software

Integrated Management System

Frameworks

C.O.S.O.
Cobit

ISO 9001
ITIL
CMM



Management Tools

Strategic Planning
Balanced Scorecard
Risk Management

Lean Six Sigma
Business Process
Analysis
Knowledge Management
Systems Engineering

Change Management
Project Management
Performance Management



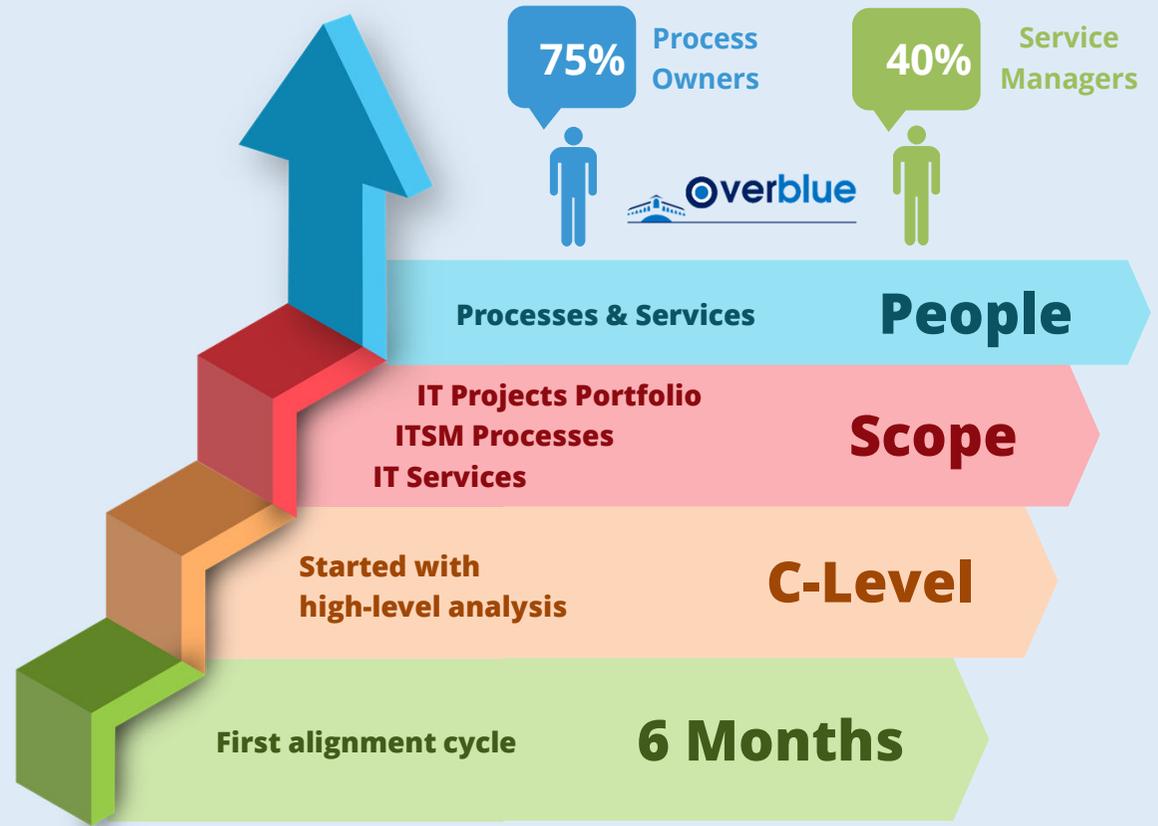
IT Strategic Alignment Program

Executive Sponsor

▶ Chief Information Officer

Owner

▶ Head of IT Governance



Proactive Thinking™ Governance

 **Banca Popolare di Sondrio**

A New Enterprise Governance Framework for the Digital Age



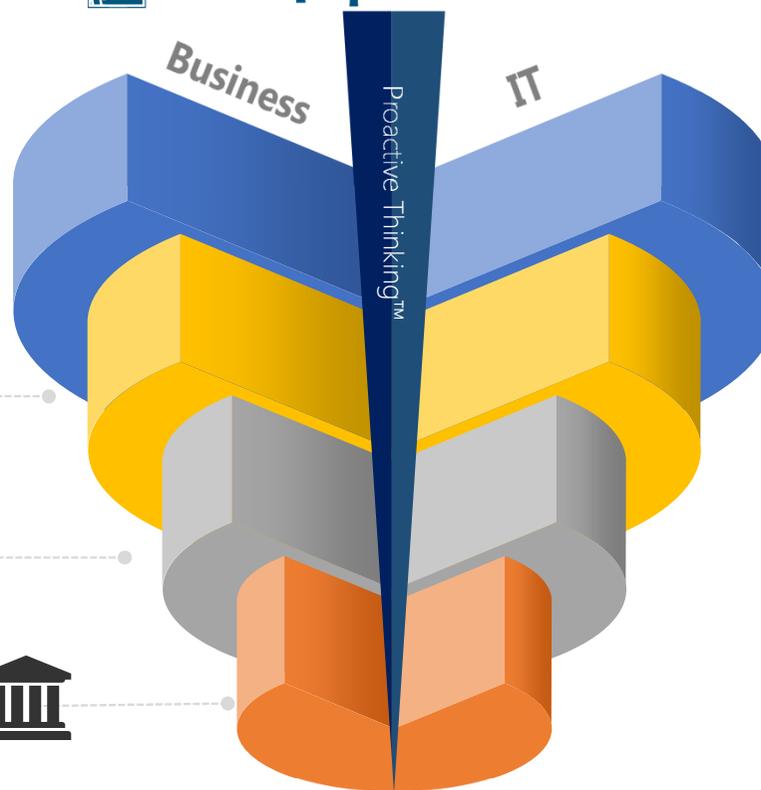
A New IT Governance Framework



A New Service-Centric IT Operating Model



Compliance Model for the Banking Industry



Compliance

Ensured full Compliance with core banking compliance requirements (Circ.285, Basel III, ABILAB...)

10%

Studies show that a mere **10%** of organizations are actually able to implement their strategy.

*"Balanced Scorecard Step-by-Step: Maximizing Performance ...",
by Paul R. Niven, John Wiley and Sons*

Execution is today's key challenge.

In Italy SPHIDA has chosen Deloitte
as strategic partner.

Proactive Thinking™
Excellence Framework



SPHIDA

Deloitte.



SPHIDA

PROACTIVE THINKING™.



Banca Popolare di Sondrio

PROACTIVE THINKING™ BANK.

Grazie.

Diego Guicciardi
SPHIDA Founder & CEO
dg@sphida.com