

## PAE

### Strategic Alignment Program A New Way of Making Strategic Plan

**INTRACORP** specializes in organizing strategy-planning meetings at the corporate and institutional levels.

Based on earlier diagnosis, we evaluate the internal and external organizational impacts, including the economic and social aspects.

During meetings with representatives at the highest levels, we work towards developing the corporate vision and mission for the next several years, as well as the required objectives and strategies that will guarantee their accomplishment.

**INTRACORP** has developed an econometric analytical tool that together with corporate data and the important economic variables has enabled us to construct a Strategic Corporate Monitoring Model. **INTRACORP** will submit quarterly reports based on the results of this model.

The model will enable managers to evaluate how general and specific trends may affect internal indicators, thereby enabling the manager to make timely strategic decisions.

Additional to the econometric model, we include the monitoring of key indicators that are analyzed in terms of a measurement system that establishes cause-effect relationships.

Finally, the “Flight Plan” of the Company is established as well as the system for measuring and monitoring (the traffic-light method “Balanced Scorecard Systems”).

#### ❑ **Strategic Planning. Grupo Hopsa - División de EPS. 2010 – The Present Time**

Review strategic plans based on expectations of the relevant market, the domestic and international economy and develop the Plan 2010, where he built models, to give guidelines to the team in this division. The plan will use the methodology of Balanced Scorecard (BSC)

#### ❑ **Strategic Planning. Grupo Hopsa. 2008**

To review the previous strategic plans and to develop the 2008 Plan, with a three-year projection. In the plan, the methodology of the “Balanced Scorecard” will be used (BSC) and models for the simulation of scenarios of the pertinent market in the national and international economy will be constructed

❑ **Strategic Planning. Grupo Hopsa. 2007**

To review the previous strategic plans and to develop the 2007 Plan, with a three-year projection. In the plan, the methodology of the “Balanced Scorecard” will be used (BSC) and models for the simulation of scenarios of the pertinent market in the national and international economy will be constructed

❑ **Strategic Planning. Cooperativa de Servicios Múltiples ECASESO, S.A.. 2006 – 2007**

To review the previous strategic plans and to develop the 2006 Plan, with a three-year projection. In the plan, the methodology of the “Balanced Scorecard” will be used (BSC) and models for the simulation of scenarios of the pertinent market in the national and international economy will be constructed

❑ **Strategic Planning. Banco Delta. 2006**

To review the previous strategic plans and to develop the 2006 Plan, with a three-year projection. In the plan, the methodology of the “Balanced Scorecard” will be used (BSC) and models for the simulation of scenarios of the pertinent market in the national and international economy will be constructed

❑ **Strategic Planning Grupo Fertica. 2006**

To review the previous strategic plans and to develop the 2006 Plan, with a three-year projection. In the plan, the methodology of the “Balanced Scorecard” will be used (BSC) and models for the simulation of scenarios of the pertinent market in the national and international economy will be constructed

❑ **Strategic Planning of the Familia Espinosa. Hacienda Buenavista e Inversiones Bongo. 2006**

Analysis of present situation and the development of new businesses. Advise regarding in the vision, mission, objectives, strategies and tactics. Definition of the functions of the Board of directors and the General Management

❑ **Strategic Planning. Secretaría Nacional de Ciencia, Tecnología e Innovación (SENACYT). 2006**

To carry out the strategic planning by next the 5 years

❑ **Strategic Planning for the Grupo Financiero Delta. 2005**

Analysis of the current situation and projections for the development of new business. Advise on the establishment of vision, mission, objectives, strategies and tactics

❑ **Strategic Planning for the Suárez Family. VIDEIRA. 2004**

Analysis of present situation and the development of new businesses. Advise regarding in the vision, mission, objectives, strategies and tactics. Definition of the functions of the Board of directors and the General Management

❑ **Strategic Planning for Grupo Fertica. 1999, 2001 y 2003**

Analysis of the current situation and perspective for the development of new business. Advise on the establishment of vision, mission, objectives, strategies and tactics

❑ **Strategic Planning for the Centro Empresarial de Inversión Social (CEDIS). 2002-2003**

Analysis of the current situation and perspectives of the organization. Advise on the establishment of the vision, mission, goals and strategies of the NGO

❑ **Strategic Planning for Banco Universal. 2000 y 2002**

Analysis of the current situation and business perspectives. Advice on the establishment of the group's vision, mission, goals and strategies

❑ **Strategic Planning for Fantasyland. 2001**

Analysis of the current situation and perspectives for the development of new business. Advise on the establishment of vision, mission, objectives, strategies and tactics

❑ **Strategic Planning for Cooperativa de Servicios Múltiples de Productores de Leche (COOLECHE). 2001**

Analysis of the current situation and perspectives for the development of new business. Advise on the establishment of vision, mission, objectives, strategies and tactics

❑ **Strategic Planning for Fundación Águila Arpía. 2000**

Analysis of present situation and the development of new businesses. Advice regarding in the vision, mission, objectives, strategies and tactics. Definition of the functions of the Board of directors and the General Management

❑ **Strategic Planning for Rapi Préstamos. 2000**

Analysis of present situation and the development of new businesses. Advise regarding in the vision, mission, objectives, strategies and tactics. Definition of the functions of the Board of directors and the General Management

❑ **Strategic Planning for the Hospital Chiriquí. 2000**

Analysis of present situation and the development of new businesses. Advise regarding in the vision, mission, objectives, strategies and tactics. Definition of the functions of the Board of directors and the General Management

❑ **Strategic Planning for Novey. 2000**

Analysis of present situation and the development of new businesses. Advise regarding in the vision, mission, objectives, strategies and tactics. Definition of the functions of the Board of directors and the General Management

❑ **Strategic Planning for Auto Accesorios. 2000**

Analysis of present situation and the development of new businesses. Advise regarding in the vision, mission, objectives, strategies and tactics. Definition of the functions of the Board of directors and the General Management

❑ **Strategic Planning for the Grupo Lee Chang. 1999-2000**

Analysis of present situation and the development of new businesses. Advise regarding in the vision, mission, objectives, strategies and tactics. Definition of the functions of the Board of directors and the General Management

❑ **Strategic Planning for BANEXPO (BANCO UNO). 1999-2000**

Advise on the development of key factors for success strategies for each department

❑ **Strategic Planning for Agro Fértil. 1999**

Analysis of the current situation and perspectives for the development of new business. Advise on the establishment of vision, mission, objectives, strategies and tactics

❑ **Strategic Planning for the Grupo Melo. 1999**

Analysis of the current situation and perspectives for the development of new business. Advise on the establishment of vision, mission, objectives, strategies and tactics

❑ **Strategic Planning for the Asociación Nacional para la Conservación de la Naturaleza (ANCON). 1999**

Analysis of the current situation and perspectives of the organization. Advise on the establishment of vision, mission, objectives, strategies and tactics

❑ **Strategic Planning for the Fundación Natura. 1999**

Analysis of the current situation and perspectives for the development of new business. Advise on the establishment of vision, mission, objectives, strategies and tactics

❑ **Strategic Planning for Banco Universal. 1998 – 1999**

Analysis of the current situation and perspectives for the development of new banking business. Advise on the establishment of vision, mission, strategies and objectives

❑ **Strategic Planning for Aseguradora Mundial. 1998 – 1999**

Analysis of the current situation and perspectives for developing new business. Advise on the establishment of vision, mission, objectives, strategies and tactics

❑ **Strategic Planning for Colabanco (Global Bank). 1997-1999**

Advisor on the establishment of objectives, strategies, mission and vision for Colabanco

❑ **Strategic Planning for Banco Aliado. 1998**

Analysis of the current situation and perspectives for the development of new banking business

❑ **Strategic Planning for the City of Knowledge. Autoridad de la Región Interoceánica (ARI). 1997**

Financial and technical evaluation of assets comprising the Ft. Clayton military base for their eventual utilization in the development of the City of Knowledge

❑ **Strategic Planning Study for Credicorp Bank. 1996 – 1997**

Evaluation of CREDICORP's credit portfolio in terms of performance of the banking system, as well as the identification of the economic sectors with the greatest growth potential. Study of the organization and human resources, measurement of client satisfaction, redesign of processes, segmentation and evaluation of profitability