

# STRATEGIC MIS



**Total Management Planning, Controls,  
Systems & Reports Manual**

**Includes more than 350  
Strategic MIS Reports**

## **SMIS helps in**

- ✓ Strategic Planning
- ✓ Dynamic Review
- ✓ Efficient Systems & Process
- ✓ Risk Management
- ✓ Cost Management
- ✓ Financial Prudence
- ✓ Fraud & Mistake Prevention

## **In Seven Volumes**

- ✓ Corporate MIS
- ✓ Financial MIS
- ✓ HRD MIS
- ✓ Marketing MIS
- ✓ Material MIS
- ✓ Production MIS
- ✓ Administration MIS

Dear Sir,

The success of any organization depends upon its Macro Strategy along with execution and effective review system. Most of failures of organizations can be linked to poor planning or ineffective review systems.

Strategy International is pioneer in developing Innovative solutions based on natural laws to complex problems of individuals as well as organizations. Its pioneer program of CSM (Core Strategy Manifestation ) assists to develop right strategies to unleash a spiral of growth and peak success in harmony with society and environment. Strategy International assists organizations in formulating effective ***Strategy, Systems & MIS for entire organization and its functions such as Marketing, Finance, HRD, Supply Chain and Operations.***

**Most of Information Systems (MIS) suffer from following limitations:**

- Too much Information which may not be needed.
- Critical Information not segregated from Non Critical
- Macro Environment Factors Information Missing
- Non Tangible Information Missing
- Information from too many business review tools & methods

**Strategic MIS is a Business Planning & Review System** designed by Strategy International .

The main features of program are:

- ✓ Covers MIS for all important functions – Production, Quality, Maintenance , Marketing , HRD , Finance, Accounts, Taxation, Administration, Materials, Purchase , Stores etc.
- ✓ Aligns Macro Strategy of business with functional MIS. Cover both Micro and Macro MIS.
- ✓ Cover both Tangible & Intangible factors
- ✓ Integrates MIS with Audit , Budgets & other Business Management tools.

**SMIS Benefits:** Strategic MIS aims to develop information systems which can ensure Profit Maximization, Cost Management, Efficient Systems & Processes, Peak HR Performance, Financial Prudence, Fraud & Mistake Prevention and Risk Management. It identifies and critical goals and bottlenecks of business and measures improvements in solving them.

We look forward to your valuable order for the product. We can also assist you in Training and Implementation of Strategic MIS in your esteemed organization.

Thanking You

For Strategy International



**Rohit Nagar**  
**(Business Head)**

## SMIS Features

- ✓ Covers MIS for all business functions – Production, Marketing, HRD, Finance, Accounts, Taxation, Statutory, Administration, Security, Materials, Purchase, Stores etc.
- ✓ Cover both Micro and Macro MIS.
- ✓ Aligns MIS with Macro Strategy of business
- ✓ Cover both Tangible & Intangible factors MIS
- ✓ Integrates MIS with Audit, Budgets, Costing & other Management tools.

## SMIS Helps In

- **Strategic Planning**
- **Efficient Systems & Processes**
- **Fraud & Mistake Prevention**
- **Risk Management**
- **Dynamic Business Review**
- **Financial Prudence**
- **Cost Management**
- **Profit Maximization**

## About Author

CMA Vivek Garg is a Finance & Management Professional with decades of corporate experience at different levels. He is a qualified Cost & Management Accountant (CMA) with merit and all India Rank. Vivek is a Strategist, Author and Trainer. He is a specialist in developing Strategy, Systems & MIS for entire organization. Vivek has developed CSM Natural Law Strategy Program which is a unique program to develop correct strategies for Individuals, Organizations and Societies to unleash a spiral of growth and peak success in harmony with society and environment.

Strategic MIS (SMIS) is another product developed by Vivek. SMIS is a Business Planning & Review Framework, aligning Core Strategy of organization with Corporate MIS and covering all business functions. SMIS helps in Strategic Planning, Dynamic Review, Efficient Systems & Processes, Cost Management, HR Optimization, Dynamic Marketing, Financial Prudence, Fraud & Mistake Prevention, Risk Management & Profit Maximization.

## **VOL. 1** **CORPORATE MIS**

### **SMIS SCOPE**

- ✓ SMIS Introduction
- ✓ Setting Core Strategy of Organization
- ✓ Critical Factors Identification
- ✓ Tangible and Intangible MIS
- ✓ Macro Environment MIS
- ✓ SMIS Organization
- ✓ SMIS Process Automation
- ✓ SMIS Integration with ERP
- ✓ SMIS Implementation Steps

### **CSM MANAGEMENT APPROACH**

- ✓ What is CSM
- ✓ CSM Approach to Management
- ✓ Creative Controls
- ✓ Knowledge Management
- ✓ Trade Secrets Protection
- ✓ Authorization Matrix
- ✓ Cost Management
- ✓ Checks & Balances System
- ✓ Risk Management System
- ✓ Stakeholders Relationship MIS
- ✓ Inter Functional Integration MIS
- ✓ Social Integration MIS
- ✓ Generating Ownership in Business
- ✓ Change Management

## **VOL. 2** **FINANCIAL MIS**

### **STRATEGIC FINANCE MIS**

- ✓ Macro Environment Analysis for Finance
- ✓ Investment Efficiency MIS
- ✓ Investment Decision Entry MIS
- ✓ Investment Exit Decision MIS
- ✓ Financial Value Creation MIS
- ✓ Credit Rating MIS

### **TREASURY MANAGEMENT MIS**

- ✓ Funds Need Assessment MIS
- ✓ Funds Raising MIS
- ✓ Funds Flow MIS
- ✓ Idle Funds MIS
- ✓ Export Credit MIS
- ✓ Foreign Exchange MIS
- ✓ Deposit Float MIS
- ✓ Cash Management MIS
- ✓ Asset Charge MIS
- ✓ Financial Charges MIS
- ✓ Earnest Money MIS

### **CAPITAL EXPENDITURE MIS**

- ✓ Project Progress MIS
- ✓ Capital Expenditure MIS
- ✓ Fixed Assets MIS

### **WORKING CAPITAL MIS**

- ✓ Working Capital Analysis
- ✓ Receivables Management MIS
- ✓ Current Liabilities MIS
- ✓ Vendor Advances Analysis
- ✓ Creditors Analysis
- ✓ Statutory Assets MIS
- ✓ Employee Accounts MIS

### **RISK MANAGEMENT MIS**

- ✓ Risks Management MIS
- ✓ Insurance Management MIS

### **ACCOUNTING PROCESS MIS**

- ✓ Accounting Standards Compliance MIS
- ✓ Finalization Scheduling & Compliance MIS
- ✓ Statutory Audit Compliance MIS
- ✓ Accounting Records MIS
- ✓ Accounts Master MIS
- ✓ Accounts Reconciliation MIS
- ✓ Balance Confirmation MIS

## **TAXATION & REGULATORY MIS**

- ✓ Tax Planning MIS
- ✓ Regulatory Compliance MIS
- ✓ Statutory Documentation MIS
- ✓ Statutory Returns Revision MIS
- ✓ Statutory Penalties MIS
- ✓ Legal Cases Status MIS

## **FINANCIAL ANALYSIS & COSTING MIS**

- ✓ Financial Planning MIS
- ✓ Balance Sheet Analysis MIS
- ✓ Profit Analysis MIS
- ✓ Segment Wise Profit Analysis
- ✓ Cost Management MIS
- ✓ Utilities Cost Analysis
- ✓ Employee Cost Analysis
- ✓ Overheads Cost Analysis
- ✓ Selling Overhead Analysis

## **VOL 3. PERSONNEL & HRD MIS**

### **STRATEGIC HR MIS**

- ✓ HR Objectives Achievement MIS
- ✓ HR Goal Alignment MIS
- ✓ HR Macro Environment MIS
- ✓ Manpower Gaps Analysis MIS
- ✓ Leadership Development MIS
- ✓ HR Deficiency Loss MIS

### **ORGANIZATION DEVELOPMENT MIS**

- ✓ Organizational Structure MIS
- ✓ Team Management MIS
- ✓ Motivation Management MIS
- ✓ Life & Work Balance MIS
- ✓ Family Integration MIS
- ✓ Communication Efficiency MIS

### **MANPOWER PLANNING & COSTING MIS**

- ✓ Manpower Planning MIS.
- ✓ Labor Hour Standards MIS
- ✓ Manpower Cost MIS

## **PERFORMANCE OPTIMIZATION MIS**

- ✓ Performance Measurement MIS
- ✓ Productivity Analysis MIS
- ✓ Training Management MIS
- ✓ Creativity Development MIS

### **HR PROCESS MIS**

- ✓ Recruitment Process MIS
- ✓ Induction Process Efficiency
- ✓ Exit Process Efficiency Report
- ✓ Remuneration Process Efficiency MIS
- ✓ Appraisal Process MIS
- ✓ Payroll Process MIS
- ✓ Leave Management MIS
- ✓ Employee Advances MIS
- ✓ Employee TDS MIS
- ✓ HR Documentation MIS
- ✓ HR Automation MIS

### **HR MISCELLANEOUS ISSUES MIS**

- ✓ Idle Time Management Analysis
- ✓ Overtime Management MIS
- ✓ Attendance Management MIS
- ✓ Employee Grievance MIS
- ✓ Employee Discipline MIS
- ✓ Employee Turnover MIS
- ✓ Employee Retention MIS

## **VOL 4. MARKETING MIS**

### **STRATEGIC MARKETING MIS**

- ✓ Macro Environment MIS for Marketing
- ✓ Market Needs Analysis
- ✓ Sales & Marketing Objectives MIS
- ✓ Market Segmentation MIS
- ✓ Brand Management MIS
- ✓ Market Size Report
- ✓ Competition Management MIS
- ✓ Market Research Effectiveness MIS
- ✓ Customer Relationship MIS
- ✓ Customer Grievances Management MIS

## PRODUCT MANAGEMENT MIS

- ✓ Product Performance MIS
- ✓ Product Safety MIS
- ✓ Product Labelling MIS
- ✓ Product Pricing MIS
- ✓ Product Life Cycle MIS
- ✓ Product Mix MIS

## SALES PRICE MIS

- ✓ Product Pricing Analysis
- ✓ Sales Price Revisions MIS
- ✓ Sales Price Verifications MIS
- ✓ Price Composition Trend Analysis
- ✓ Price Discount Efficiency MIS
- ✓ Export Price Fluctuations MIS

## MARKET PERFORMANCE

- ✓ Revenue Maximization MIS
- ✓ Sales Analysis Report
- ✓ Product Profitability MIS
- ✓ Channel Profitability MIS
- ✓ Region Profitability MIS
- ✓ New Market Sales MIS
- ✓ New Product Sales MIS
- ✓ Tender Sales MIS

## SALES PROMOTION MIS

- ✓ Direct Marketing MIS
- ✓ Tele Sales Effectiveness MIS
- ✓ Postal Marketing MIS
- ✓ Display Marketing MIS
- ✓ Digital Marketing MIS
- ✓ Website Effectiveness MIS
- ✓ Email Marketing
- ✓ Social Media Marketing
- ✓ Mobile Marketing MIS
- ✓ Search Engine Optimization MIS
- ✓ Internet Advertising MIS
- ✓ Call Centre Effectiveness MIS
- ✓ Public Relations Effectiveness MIS
- ✓ Advertising Marketing Efficiency MIS

## CHANNEL SALES MIS

- ✓ Dealers Development MIS
- ✓ Branch Management MIS
- ✓ Depot Management MIS
- ✓ Samples & Display Material MIS

## SALES TEAM MIS

- ✓ Sales Team Development Report
- ✓ Sales Team Deficiency Report
- ✓ Sales Incentives Effectiveness MIS

## SALES EXPENSES MIS

- ✓ Sales Expenses Reduction MIS
- ✓ Brokerage / Discount Analysis MIS
- ✓ Distribution & Holding Costs MIS

## SALES PROCESS EFFICIENCY MIS

- ✓ Enquiry to Sales Order Process MIS
- ✓ Sales Order to Despatch Process MIS
- ✓ Despatch to Payment Process MIS
- ✓ Sales Authorization MIS
- ✓ Sales Function Automation MIS
- ✓ Sales Time & Cost Standards MIS

## SALES ORDER MIS

- ✓ Pending Sales Order MIS
- ✓ New Sales Order MIS
- ✓ Orders Cancelled MIS
- ✓ Customer Order Rejections MIS

## DESPATCH & LOGISTICS MIS

- ✓ Market Logistics MIS
- ✓ Transportation MIS
- ✓ Product Despatch MIS
- ✓ Disputed Sales MIS
- ✓ Sales Return MIS

## RECEIVABLES MANAGEMENT MIS

- ✓ Customer Information System
- ✓ Customer Credit Worthiness MIS
- ✓ Receivable Analysis MIS
- ✓ Legal Debtors MIS

- ✓ Bad Debts MIS
- ✓ Customer Advances Analysis MIS
- ✓ Customer Balance Confirmation MIS
- ✓ Debit / Credit Note Control MIS

### **POST SALES SERVICE MIS**

- ✓ After Sales Service Efficiency MIS
- ✓ Warranty Management MIS
- ✓ Service Material Return MIS

### **MARKETING MISCELLANEOUS MIS**

- ✓ Balance Sheet Analysis for Marketing
- ✓ Sales Accounting MIS
- ✓ Earnest Money / Security Deposit Report
- ✓ Payment Deposit Float MIS
- ✓ Sales Commissions MIS
- ✓ Employees Sales MIS
- ✓ Counter Sales MIS
- ✓ Forward Sales MIS
- ✓ Hire Purchase MIS

## **VOL 5. MATERIAL MIS**

### **STRATEGIC MATERIAL MIS**

- ✓ Macro Analysis for Material Management
- ✓ Bottlenecks Analysis for Material
- ✓ Material Content Improvement MIS
- ✓ Material Cost Reduction Analysis
- ✓ Material Planning & Budgeting MIS

### **MATERIAL QUALITY MIS**

- ✓ Material Quality Improvement Report
- ✓ Material Design MIS
- ✓ Customer Quality Grievances MIS
- ✓ Vendors Rejection Cost MIS

### **MATERIAL LEAD TIME MIS**

- ✓ Material Shortage Analysis
- ✓ Material Indent & PO Time Gap MIS
- ✓ Material PO & Receipt Time Gap MIS
- ✓ Material Receipt & Storage Time Gap MIS
- ✓ Material Inspection Time MIS

- ✓ Speed of Issue of Material MIS
- ✓ Vendor Payment Release MIS

### **MATERIAL STORAGE MIS**

- ✓ Stock Verification MIS
- ✓ Stores Physical Condition MIS
- ✓ Material Issue MIS
- ✓ Store Returns MIS
- ✓ Returnable Gate Passes MIS
- ✓ Store Documentation MIS
- ✓ Slow Moving & Obsolete Materials MIS

### **MATERIAL PRICE MIS**

- ✓ Price Verification MIS
- ✓ Material Import Price MIS
- ✓ Bulk Discounts MIS
- ✓ Freight Cost MIS
- ✓ Demurrage Cost MIS

### **VENDOR MANAGEMENT MIS**

- ✓ Vendor Development MIS
- ✓ Vendor Database MIS
- ✓ Vendor Reconciliation MIS
- ✓ Vendor Advances blocked
- ✓ Legal Vendor Cases Status

### **REJECTED MATERIAL MIS**

- ✓ Rejected Material MIS
- ✓ Material Return MIS
- ✓ Rework Material MIS

### **PURCHASE PROCESS EFFICIENCY MIS**

- ✓ Purchase Indent MIS
- ✓ Purchase Order MIS
- ✓ Emergency Purchases MIS
- ✓ Material Delivery MIS
- ✓ Gate Management MIS
- ✓ Material Inspection MIS
- ✓ Material Authorization MIS

### **MATERIAL FINANCE & COSTING MIS**

- ✓ Material Accounting MIS



- ✓ Balance Sheet Analysis for Material
- ✓ Material Reconciliation MIS
- ✓ Material Working Capital MIS
- ✓ Purchase Expenses Analysis
- ✓ Consumables & Packing Cost Analysis

### **MATERIAL MISCELLANEOUS MIS**

- ✓ Insurance Coverage of Stocks
- ✓ Empty Containers / Bags MIS
- ✓ Scrap Management MIS
- ✓ Material Standards Analysis
- ✓ Work in Process Material MIS
- ✓ Shop Floor Material MIS
- ✓ Job Work Material MIS
- ✓ Logistics Management MIS
- ✓ Supply Chain Automation MIS

## **VOL 6. PRODUCTION MIS**

### **PRODUCTION MANAGEMENT MIS**

- ✓ Capacity Utilization MIS
- ✓ New Technology MIS
- ✓ Production Planning & Control MIS
- ✓ Production Bottlenecks MIS
- ✓ Process Improvement MIS
- ✓ Production Loss MIS
- ✓ Plant Performance MIS
- ✓ Standards Review MIS
- ✓ Quality Management MIS
- ✓ Design Management MIS
- ✓ Research & Development MIS
- ✓ Manpower Utilization Analysis
- ✓ Machine Productivity MIS
- ✓ Boiler Efficiency MIS
- ✓ Energy Management MIS
- ✓ Generator Efficiency MIS
- ✓ Maintenance Management MIS
- ✓ Repairs MIS
- ✓ Rework MIS
- ✓ Tool Management MIS
- ✓ Shop Floor Rejections MIS
- ✓ Defective Work Management MIS

- ✓ Waste Management MIS
- ✓ Scrap Management MIS
- ✓ Work In Process MIS
- ✓ Sub Contracting Management MIS
- ✓ Safety Management MIS
- ✓ Accident Prevention MIS
- ✓ Machine Hour Rate MIS
- ✓ Labor Hour Rate MIS
- ✓ Manufacturing Expenses MIS
- ✓ Job Costing MIS
- ✓ Process Costing MIS

### **PROJECT MANAGEMENT MIS**

- ✓ Project Planning MIS
- ✓ Project Progress MIS
- ✓ Project Bottlenecks MIS
- ✓ Project Cost MIS

## **VOL 7. ADMINISTRATION MIS**

- ✓ Faculty Management MIS
- ✓ House Keeping Management MIS
- ✓ Asset Management MIS
- ✓ Canteen Management MIS
- ✓ Transport Management MIS
- ✓ Dispensary Management MIS
- ✓ Reception Management MIS
- ✓ Information Technology Function MIS
- ✓ Time Office Management MIS
- ✓ Security Management MIS
- ✓ Visitors Management MIS
- ✓ Safety Management MIS
- ✓ Paper Work Reduction MIS
- ✓ Filing Management MIS
- ✓ Mail Management MIS
- ✓ Stationery Management MIS
- ✓ Event Management MIS
- ✓ In House Publications MIS
- ✓ Administration Expenses MIS
- ✓ Telephone Cost MIS
- ✓ Vehicle Cost MIS
- ✓ Traveling Cost MIS



## Cost of Strategic MIS

Cost of **Strategic MIS Manual** in Print & Digital Version is as below :

**A. Print Version** : Seven Books : Rs. 5250 /-

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**C. Combo Offer** : Seven Books + Seven PDF + Seven Excel Files : Rs 7500/-

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Transfer Payment through RTGS / NEFT / UPI to HDFC Bank Account of Strategy International Account number 50200006714871. RTGS / NEFT IFSC Code : HDFC0000563

**OUR OTHER SERVICES** : Strategy International is providing is focused on providing solutions on Strategy , Systems & MIS for Individuals & Organizations. Our Product Range include

#### **MEDIA :**

Standard & Customized Manuals for different business functions such as Marketing, Finance, Cost , HRD, Supply Chain & Operations. We also develop Industry Specific Manuals with focus on controls & MIS on specific industry.

#### **TRAINING :**

Online & Offline Training on Strategy , Systems & MIS for different management functions.

#### **CONSULTING :**

Design & Implementation of programs for Sustainable Profit Growth, Business Planning , Strategic MIS, Dynamic Systems & Controls , Internal & Management Audit , Revenue Maximization , Cost Minimization, HR Performance Optimization, Financial Efficiency , Tax Planning , Risk Management , Knowledge Management , Efficient Supply Chain & Operations

**INDIVIDUAL** : CSM Career & Life Management Program.

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