

Align People, Strategy, and Results with Synergita OKR



TM



350,000 +
Trusted Users



1.5 M +
Performance Reviews



6 M +
Goals & Competencies
Managed

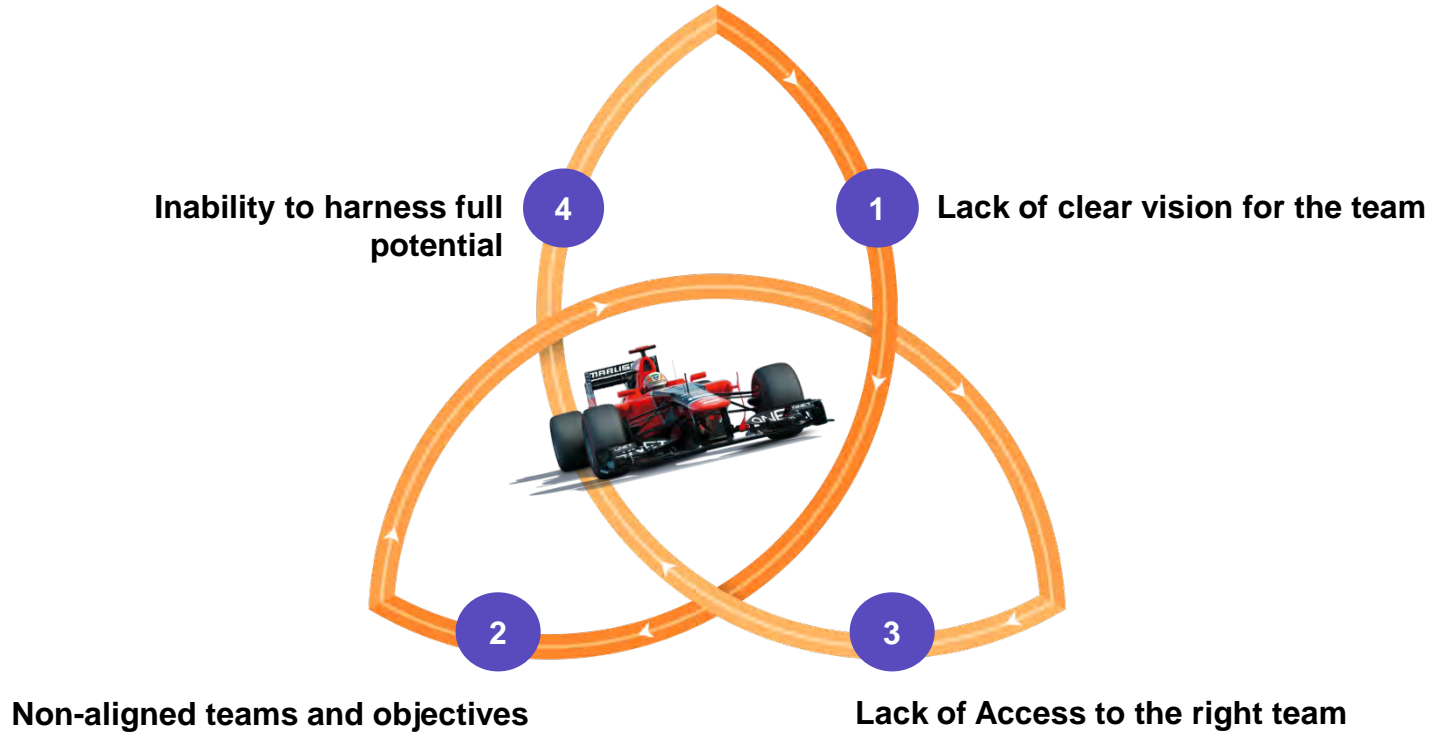
Awards



- ✓ If you **achieve 100% of your goals**, they are too easy!
- ✓ **Bold and ambitious goals** create champions



Challenges in Winning the Race



A group of Ferrari pit crew members in red uniforms and helmets are working on a red Ferrari Formula 1 car. The scene is set in a pit lane with other cars and structures visible in the background. The text is overlaid on the lower half of the image.

**Make it the best race of your life.
Push the limits by relying on the time-tested
principles and drive growth.**



Winning the Race

1. Vision

2. Alignment

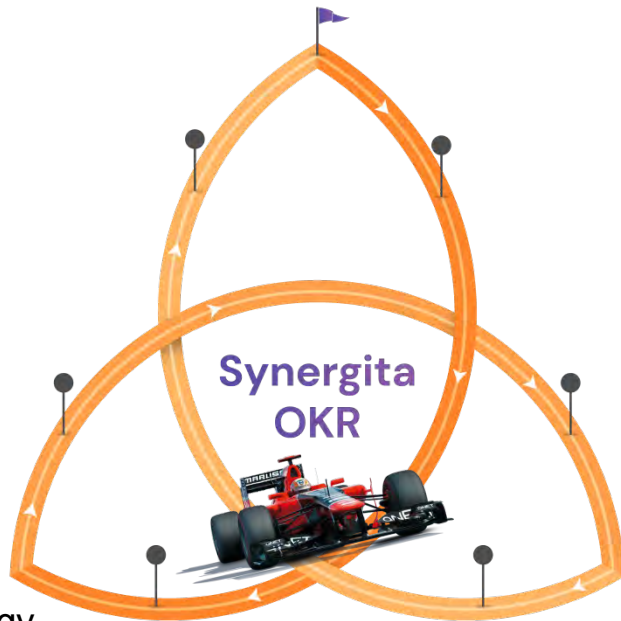
3. Access to Right Team

4. Track Progress



What does it take to win the race?

1. Laws of Nature



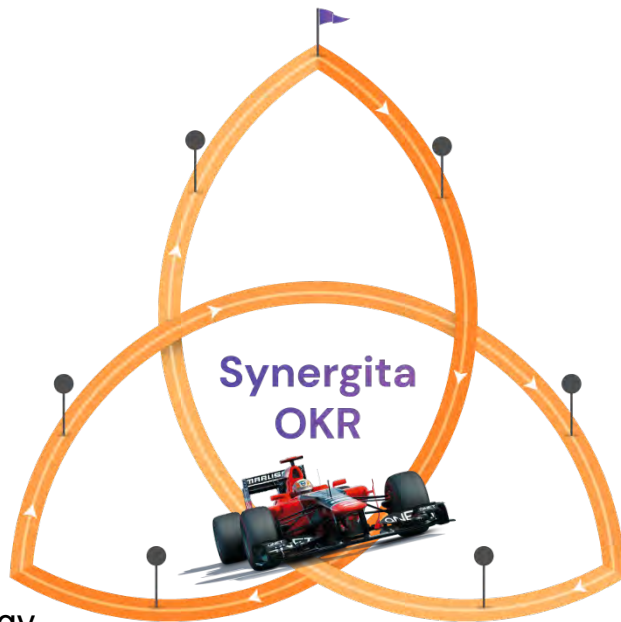
2. Technology

3. Resources



Synergita's Role in Winning the Race

1. Laws of Nature



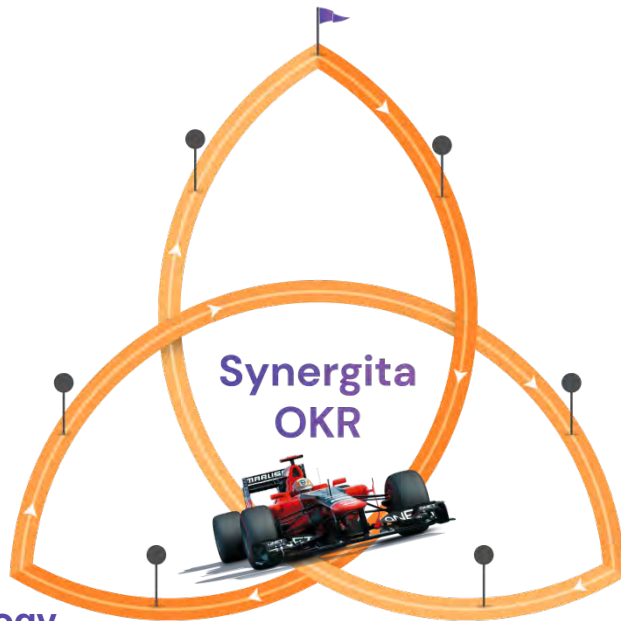
1. Laws of Nature

- ✓ Synergita helps companies with tapping into human potential by relying on the laws of nature.
- Laws of nature and time tested principles create an environment for champions to thrive.
- ✓ Optimize teams' performance by accessing actionable insights from lead, lag-indicators



Synergita Role in Winning the Race

1. Nature Law



2. Technology

3. Resources



2. Technology

- ✓ Technology in Synergita OKR makes it possible to align strategy, people, and results
- ✓ Accomplish all objectives by accessing Synergita OKR anywhere, anytime
- ✓ Work in different environments and systems by leveraging seamless integrations

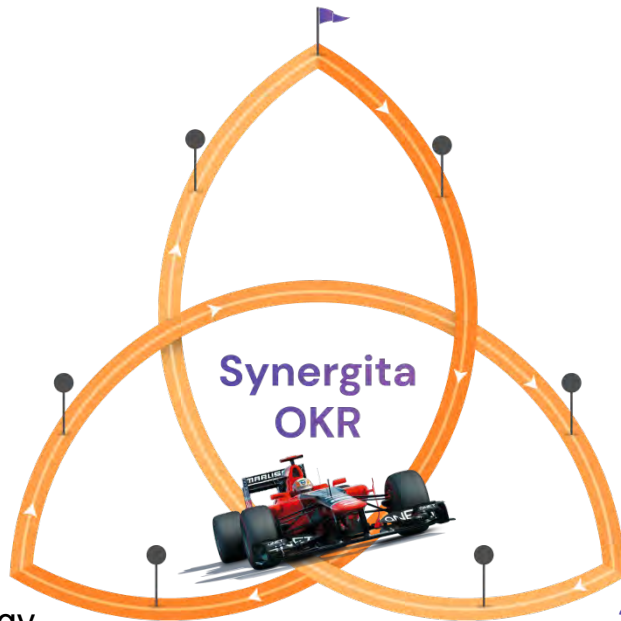


Synergita Role in Winning the Race

1. Nature Law



3. Resources



- ✓ Synergita OKR alignment ensures the best use of resources
- ✓ Access knowledge base to unlock the value of Synergita OKR.

3. Resources



Case Study

Our customer is an innovative company with a mission to transform aquaculture practices and improve farm efficiency using robust and customer-centric product and services.

They specialize in the development of on-farm diagnostic equipment for aquaculture farmers to reduce risk and increase productivity by integrating sensors, mobile connectivity and decision tools for affordable aquaculture monitoring and automation.





Challenges

Our customer was leapfrogging into the growth-stage and looking for ways to align strategy, people, and results. In order to achieve the same, our customer had already carried out a company-wide reorganization and wanted to create an alignment of teams' priorities for success.

Primarily, our customer faced two major challenges:

- ✓ Employees at different levels across different departments didn't fully understand the company-objectives and its role in achieving the same.
- ✓ As a growth-stage company, there were many priorities and lacked insights into activities that produced maximum impact.





Solutions



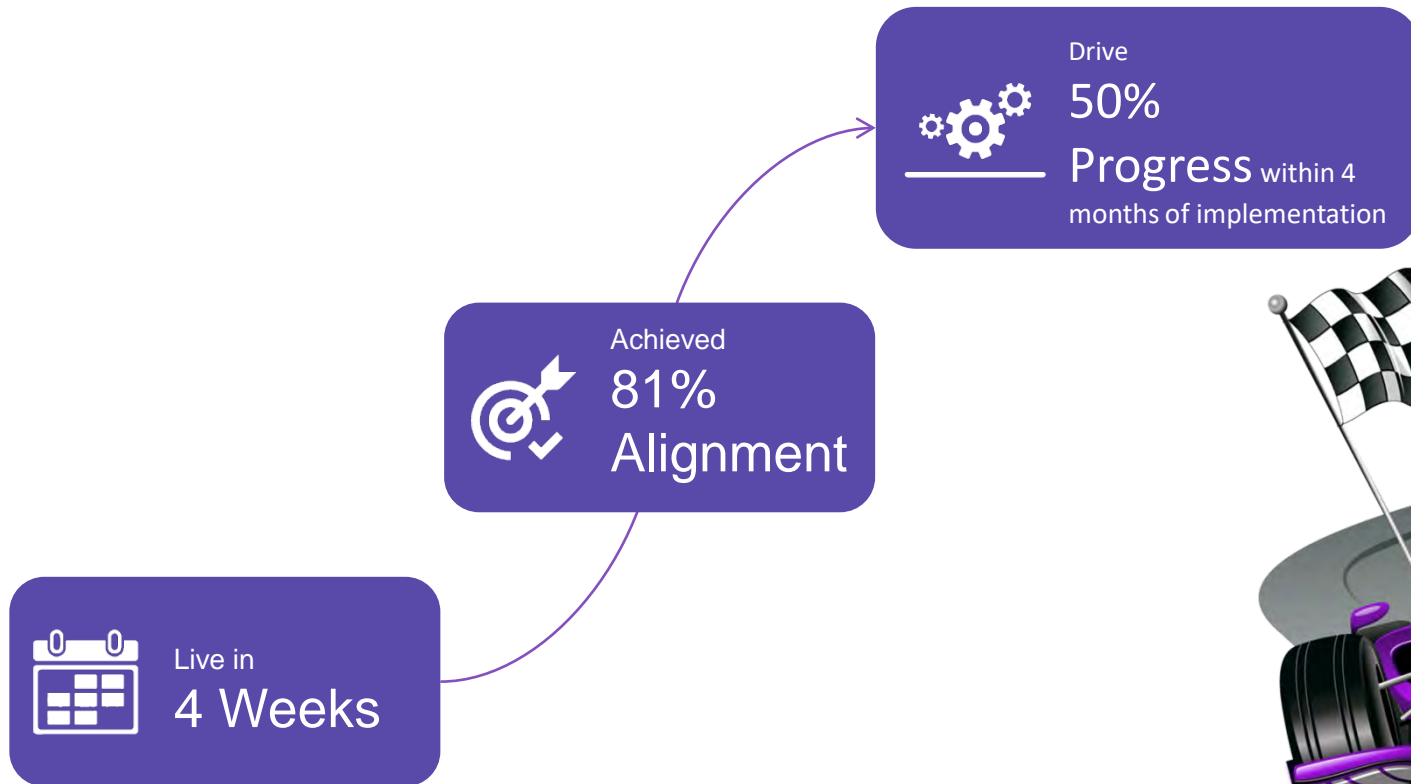
To that end, implementing Synergita OKR was a natural choice to bring focus and improve alignment across different departments from procurement to support.

In addition to expanding from company OKRs to Team OKRs, Synergita OKR provided flexibility to manage objectives and its visibility across the organization. OKR users could edit/update objectives anywhere, anytime.

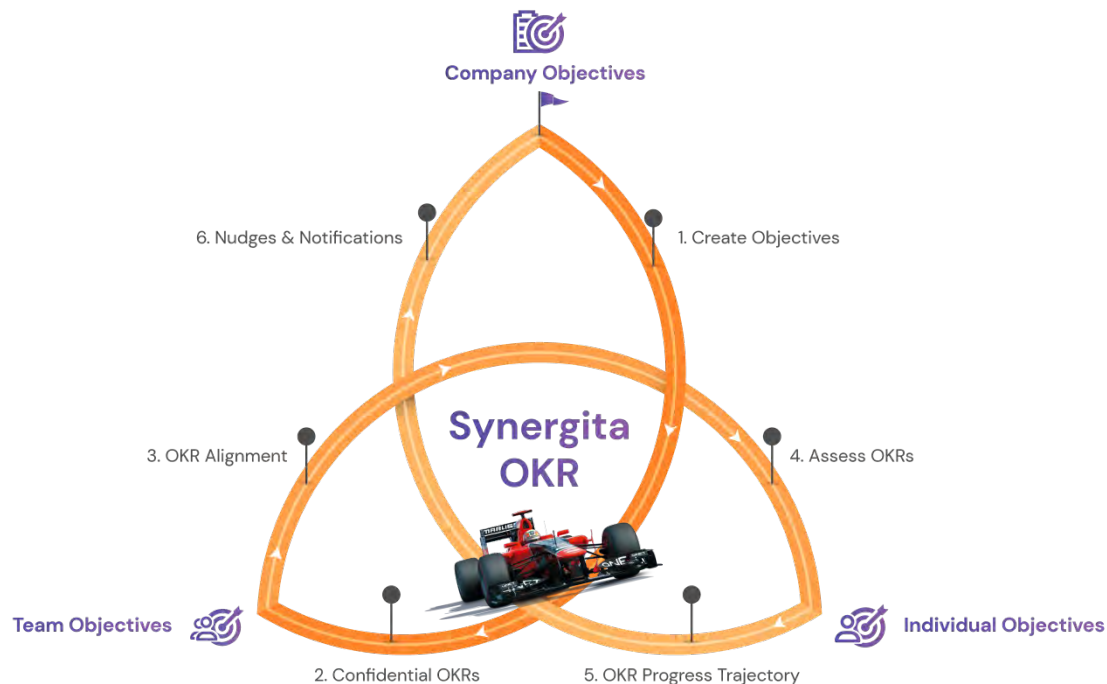
Our customer now has access to actionable insights from interactive reports. These reports include Lead Lag Indicators, Progress Trajectory and Detailed Analysis.



Fastest Lap to Chequered Flag



About Synergita OKR



- ✓ Company, Team and Individual OKRs
- ✓ OKR alignment
- ✓ Lead Lag & on track analysis
- ✓ Assess OKRs
- Confidential OKRs
- ✓ Weightage for key results
- ✓ Approvals for individual & team objectives
- ✓ Dashboard & reports
- ✓ Notifications & Reminders
- ✓ Phone & email Support



About Synergita



Synergita provides agile employee performance management, employee engagement and OKR solutions to organization that thrives to achieve high performance-driven growth.



350,000 users from 100+ companies across the globe including IT / ITES, Manufacturing, Pharma, Financial Services / FinTech, Retail and Non-Profit sectors trust Synergita for their needs.



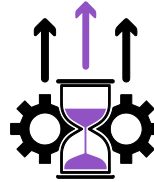
Our platform is industry agnostic and can be configurable to adapt to the customers' unique culture and strategies.



Building high performance culture with collaboration, engagement, development and OKR



Synergita Engage




Synergita Perform




Synergita OKR










OKR – Company Objectives




Search...

Welcome,
Collin Mathews



Company Objectives


Company

 **Increase customer satisfaction**

Leading

Last updated: 01-Apr-2022


88%

 OKR Champion
Collin Mathews



Due Date
01-Apr-2022

Target: 100 | Achieved: 88




Aligned to

 Company

Increase calls per salesperson to 6300 per quarter


Key results	Weightage	Target	Achieved Target
 70% Exceed Net Promoter Score (NPS) of over 8.0	50%	100	70
 70% Get 1000 survey responses to annual satisfaction survey	50%	1000	700

Contributors

70%


Company

 **Kickstart sales process activity indicator improvements**

Lagging







Last updated: 09-Feb-2022


40%

 OKR Champion
Collin Mathews

Due Date
01-Apr-2022


Summary

3 TOTAL OBJECTIVES	0 OVERDUE
1 Completed	
2 In Progress	
 On-track	 Leading
	 Lagging
0 Not Started	

 QUICK START GUIDE










OKR – Team Objectives

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Team Objectives

Sort by: Organization Unit


Customer Success Team

Team: Customer Success Team

Leading

 Grow customer transaction value & retention

Last updated: 1-Feb-2022


 OKR Champion
Collin Mathews

Due Date
01-Apr-2022

40%

Target: 100,000 | Achieved: 40,000










































Aligned to

 Team : Customer Success Team

Activate user-testing of our product

Key results	Weightage	Target	Achieved Target
<div>70%</div> Increase mid-tier or higher packager Closer	50%	100%	70
<div>75%</div> Increase upsells from \$300 to \$400	50%	\$400	\$375


Contributors

70%


Team: Sales Team

Leading

 Kickstart sales process activity indicator improvements


Summary

18	03
TOTAL OBJECTIVES	OVERDUE
05	Completed
05	In Progress
01	On-track
03	Leading
01	Lagging
01	Awaiting Review
07	Not Started

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







OKR – Individual Objectives

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


Individual Objectives

My Objectives


Others Objectives

Individual

 **Increase the quality of our sales approach**


DRAFT

Last updated: 09-Feb-2022


 Owned by Collin Mathews

Due Date 01-Apr-2022

0%


Target: 

Individual

 **Increase recurring revenues**

On-Track



Last updated: 09-Feb-2022

 Owned by Collin Mathews



Due Date 05 days

40%

Target: 20,000 | Achieved: 9,000

Aligned to   Individual: Alex

Increase annual renewals to 75%

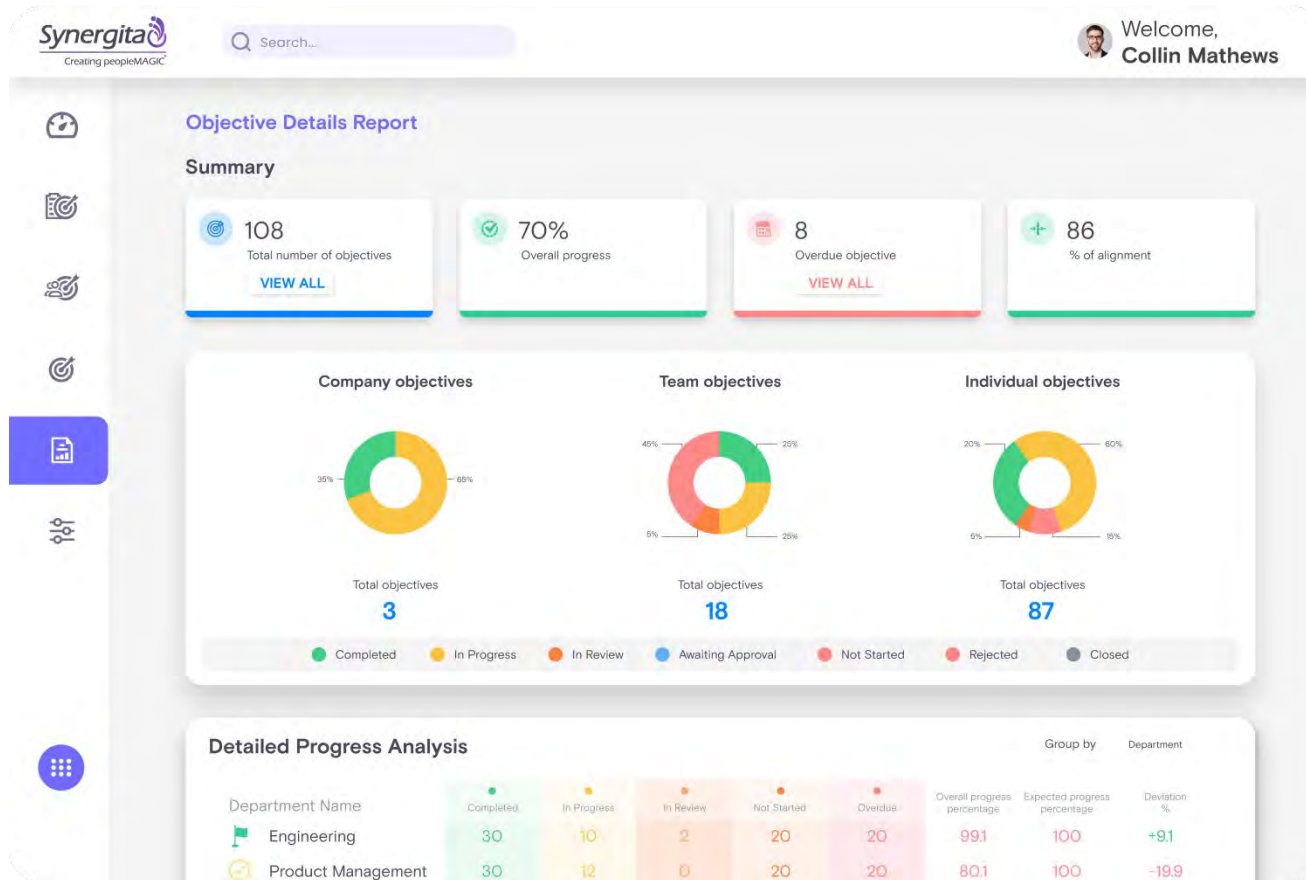
Key results	Weightage	Target	Achived Target
 70% Increase monthly subscriptions	25%	10%	3
 100% Reduce churn to <1%	25%	-N/A-	-N/A-

Summary

3	0	
TOTAL OBJECTIVES	OVERDUE	
1		
Completed		
02		
In Progress		
 0	 01	 01
On-track	Leading	Lagging
0		
Not Started		

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OKR – Dashboard





Test Drive Now to Create peopleMAGIC[®]

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