



Release Notes

ESM Strategy

Product Specific Status Indicators

With ESM's suite of products expanding, we have enabled organization to have a specific set of status indicators for each product so that organizations can make the best out of their reporting.

- Clone a set of indicators to use the same set of indicators across all products
- Create unique status indicators for each product to make sure the correct jargon is used when assessing performance.

Status Indicators Organization: OTM (JR)

esmSTRATEGY (Default) esmCYBER esmOKR esmPERFORM Help

Status Indicators for esmSTRATEGY

(Default Indicators)

Status indicators provide immediate context on the performance of strategic elements. Enter/edit the status indicator colors your organization will use in the order as they would appear on a performance chart. For example, for typical elements, higher numbers mean better performance, so your status indicators would show the "Good" status indicators at the top of the list, and the "Bad" status indicators at the bottom. Placeholder and no-value indicators are typically on the bottom, but can be placed anywhere. Set the "Sort order" of your indicators to put them in descending order - the highest sort orders will be at the top of the list.

Status Indicator	Point Value	Threshold	Sort	
Medium Risk			8	
High Risk			7	
10% above target	40	≥ 36	5	
At or above target	30	≥ 26	4	
Caution	20	≥ 16	3	
Below plan	10	≥ 5	2	
No Data Available	0	≥ 0	1	
No Status Defined			0	

Add Indicator for esmSTRATEGY

esmSTRATEGY (Default) **esmCYBER** esmOKR esmPERFORM Help

Status Indicators for esmCYBER

(Unique set for esmCYBER)

Status Indicator	Point Value	Threshold	Sort	
M Medium Risk Cyber			8	
H High Risk Cyber			7	
I 10% above target Cyber	40	≥ 36	5	
G At or above target Cyber	30	≥ 26	4	
Y Caution Cyber	20	≥ 16	3	
R Below plan Cyber	10	≥ 5	2	
B No Data Available	0	≥ 0	1	
No Status Defined			0	

Add Indicator for esmCYBER

Updated Data Trend Reports

Now available in ESM+Strategy and ESM+Cyber are updated trend reports which will give you more information than ever before

- Each measure, driver, or KPI, depending on the report that is generated, will show target and actual information for each reporting period that shows in the report.

Measures Scorecard: 1. OTM Corporate

Map View | List View | Measure Hierarchy | **Measure Data Trend Report** | Help

Period Group:

Perspective	Objective	Measure	Series	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21
Financial Perspective	F1. Achieve positive EBITDA contributions	F1a. EBITDA	Actual	36.00	34.00	28.00	36.00	34.00
			Target	36.00	37.00	30.00	36.00	37.00
	F1b. Average Hours of Professional Development	Actual	40.00	30.00	34.00	40.00	30.00	
		Target	20.00	15.00	30.00	35.00	20.00	
	F2. Maximize earnings by selling the right product mix	F2a. Contribution Margin per hour	Actual	128.000	102.000	97.00	102.000	128.000
			Target	258.000	105.000	99.00	105.000	150.000
F2b. Gross Margin per Ton	Actual	46	49	53	62	46		
	Target	18	12	20	15	42		