The few levers that can still influence your plan gap this fiscal year.

When "Plan Gap Recovery" is especially useful to you

Revenue, order intake or earnings are behind plan while the remaining time is shrinking rapidly. The organization launches many actions; forecast, pipeline, price, mix, installed base and demand are managed separately. The key decision is which few levers can still have an impact this fiscal year.

Specifically, this means deciding:

DECIDE	BECAUSE ...
• Which part of the plan gap can still be influenced realistically	• blanket optimism consumes time, resources and credibility.
• Which few levers should receive resources now—and which should be stopped	• many good measures only take effect after the fiscal year has ended.
• How impact, owners and escalation are managed weekly	• a recovery list without leading indicators and consequences does not close a gap.

VALUE LEVER 1 · DESIRED OUTCOME

Clarity on which part of the plan gap can still be closed—and how.

You receive a focused recovery agenda—not another collection of actions:

- **The addressable plan gap is quantified realistically.** Plan, forecast, pipeline, price, mix and remaining time create a robust impact corridor.
- **Only levers that can take effect in time receive resources.** Installed base, deals, price, mix, demand and operational measures are prioritized by impact, timing and feasibility.

VALUE LEVER 2 · HIGH DECISION CONFIDENCE

Your recovery agenda holds up because impact and the time window are assessed together.

The Quick Business Review answers three outcome questions:

- **Determine the closable gap.** Plan, forecast, pipeline, price, mix and timing of impact are connected in a Plan Gap Bridge.
  Result: a realistic corridor instead of blanket optimism.
- **Prioritize levers that can still work.** Installed base, deals, price, mix, demand and operational measures are assessed by impact, timing and feasibility.
  Result: a small number of recovery levers with robust impact corridors.
- **Drive impact weekly.** Owners, leading indicators, milestones, escalation and a stop list are transferred into a binding executive rhythm.
  Result: a controllable recovery agenda instead of an action list.

Copyright Strat-Exx 2026

VALUE LEVER 3 · FAST IMPACT

After approx. 6 weeks, many actions are part of a focused recovery agenda.

The sprint starts Quick Wins and Stop decisions early and embeds weekly impact control during the approx. six weeks.

- **Week 1: Make the plan gap realistic.** The gap, forecast, remaining time and current actions are consolidated in a Plan Gap Bridge.
- **Weeks 2–3: Mobilize levers.** Impact corridors, owners, resources and the stop list are decided; first measures start.
- **Weeks 4–6: Manage impact.** Leading indicators, weekly reviews, escalations and resource decisions are firmly embedded.

> **Sprint principle.** First quantify the addressable gap, then mobilize only the levers that can work in time, then manage impact weekly and stop what does not work.

VALUE LEVER 4 · LOW MANAGEMENT EFFORT

A decision-ready leadership team works with current steering data.

Strat-Exx consolidates current plan, forecast, pipeline, price and customer data into a shared recovery logic—without a parallel transformation project.
Only four inputs are required from your organization:

- current plan, forecast, pipeline, price and customer data,
- the complete list of ongoing recovery and sales measures,
- a decision-ready team of CEO/BU leadership, CSO and Finance,
- consistent weekly steering and fast resource decisions.

VALUE LEVER 5 · LIMITED RESOURCE RISK

No resources for measures without impact, timing, ownership or a leading indicator.

The shorter the remaining fiscal year, the more costly unfocused activity becomes. Many measures consume attention even though their impact arrives too late or cannot be robustly linked to the open plan gap.
The sprint limits this risk:

- Every lever has a quantified impact corridor and a time window.
- Owner, leading indicator, milestone and escalation are binding.
- Impact is reviewed weekly and resources are adjusted quickly.
- What can no longer influence the current plan gap goes on the stop list.

Copyright Strat-Exx 2026

Proven experience. At a company with around €900 million in revenue, six levers relevant to Q3/Q4 were prioritized and managed through a binding weekly cadence. Around 40% of the open plan gap was closed in the second half of the year.

By project end, all decision-relevant evidence is on the table:

A. a **Plan Gap Bridge** covering plan, forecast, pipeline, price, mix and remaining time,
B. realistic **impact corridors** for the closable and no-longer-closable gap,
C. **a small number of prioritized** recovery levers by impact, timing and feasibility,
D. clear **owners, milestones and leading indicators** for each prioritized lever,
E. a binding weekly **executive steering cadence** with escalations,
F. a rigorous **stop list** for measures that can no longer work in time.

The benchmark. It is not the number of actions launched that matters, but how much of the addressable plan gap is closed by levers that can work in time.

Which three measures can still influence your plan gap this year – and which merely consume attention?

YOUR CONTACT



Dr. Clemens Oertel

CONFIDENTIAL STRATEGY CONVERSATION

30-MINUTE CONVERSATION

Via Google Meet · book anytime

calendly.com/clemens-oertel-strat-exx/30min

SCAN & BOOK

Copyright Strat-Exx 2026