

# Manage Objectives

## Scenario

### ABC Suites (Pty) Ltd

“Why do organizations fail? It's bad execution. As simple as that: not getting things done, being indecisive, not delivering on commitments”— Ram Charan

#### The Challenge:

At Candy Wrapper’s previous company, strategic plans were polished, presented—and promptly forgotten. Strategy packs gathered dust while teams got swept up in the urgent. Objectives were vague, ownership unclear, and progress impossible to track. The result? A well-intentioned strategy that never made it off the page.

When Candy joined ABC Suites as CEO, she was determined to break the cycle. She wanted a system that didn’t just document strategy—but activated it. One that made priorities visible, progress measurable, and accountability shared across the organisation.

#### How ABC Suites uses epic:

By implementing Epic’s **Manage Objectives** feature, ABC Suites turned strategy into action. Each Strategic Objective was assigned a Champion—someone responsible for driving progress and clearing obstacles. These objectives were then broken down into aligned Action Plans with deadlines, creating a clear cascade from vision to execution.

Progress updates were entered directly into Epic, including percentage completion, RAG status, and a short progress statement. All of this fed into a live Strategy Dashboard, which Candy used as the agenda for her monthly executive sessions. Each leader had just four minutes to present their objective—creating a fast-paced, focused rhythm of accountability and support.



The culture shifted. Teams began “clearing the path” for one another, celebrating progress and solving blockers collaboratively. Candy no longer had to chase updates—ownership was embedded, and strategy became a shared language across ABC Suites.

*“From dusty plans to dynamic delivery—Epic’s Manage Objectives feature gave ABC Suites the structure to lead with clarity and execute with confidence.”*