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**Quality management systems —  
Managing an organization for quality  
results — Guidance for realizing  
financial and economic benefits**

*Systèmes de management de la qualité — Gestion d'un organisme  
pour des résultats qualité — Recommandations pour réaliser des  
bénéfices économiques et financiers*



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Published in Switzerland

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## Foreword

ISO (the International Organization for Standardization) is a worldwide federation of national standards bodies (ISO member bodies). The work of preparing International Standards is normally carried out through ISO technical committees. Each member body interested in a subject for which a technical committee has been established has the right to be represented on that committee. International organizations, governmental and non-governmental, in liaison with ISO, also take part in the work. ISO collaborates closely with the International Electrotechnical Commission (IEC) on all matters of electrotechnical standardization.

The procedures used to develop this document and those intended for its further maintenance are described in the ISO/IEC Directives, Part 1. In particular, the different approval criteria needed for the different types of ISO documents should be noted. This document was drafted in accordance with the editorial rules of the ISO/IEC Directives, Part 2 (see [www.iso.org/directives](http://www.iso.org/directives)).

Attention is drawn to the possibility that some of the elements of this document may be the subject of patent rights. ISO shall not be held responsible for identifying any or all such patent rights. Details of any patent rights identified during the development of the document will be in the Introduction and/or on the ISO list of patent declarations received (see [www.iso.org/patents](http://www.iso.org/patents)).

Any trade name used in this document is information given for the convenience of users and does not constitute an endorsement.

For an explanation of the voluntary nature of standards, the meaning of ISO specific terms and expressions related to conformity assessment, as well as information about ISO's adherence to the World Trade Organization (WTO) principles in the Technical Barriers to Trade (TBT), see [www.iso.org/iso/foreword.html](http://www.iso.org/iso/foreword.html).

This document was prepared by Technical Committee ISO/TC 176, *Quality management and quality assurance*, Subcommittee SC 3, *Supporting technologies*.

This second edition cancels and replaces the first edition (ISO 10014:2006), which has been technically revised. It also incorporates the Technical Corrigendum ISO 10014:2006/Cor 1:2007.

The main changes compared with the previous edition are as follows:

- it incorporates changes in ISO 9001:2015 quality management principles, rationale and concepts;
- it has been aligned with ISO 9001:2015 and complements ISO 9004:2018;
- the content of the document has been simplified, notably with respect to terminology and structure, to make it more readily understood and applied by the interested parties, primarily top management.

Any feedback or questions on this document should be directed to the user's national standards body. A complete listing of these bodies can be found at [www.iso.org/members.html](http://www.iso.org/members.html).

## Introduction

This document is intended to be used by top management. It provides guidelines for realizing financial and economic benefits by applying a top-down structured approach. These can also be used to support other types of management systems such as environmental, or occupational health and safety. The structured approach monitors and manages key business and quality management metrics. Using validated metrics as indicators of business performance, improvement actions are taken by applying the quality management principles described in ISO 9000:2015 and the quality management system of ISO 9001:2015. The guidelines in this document can be applied to an organization before or after implementing ISO 9001:2015.

The quality management principles are:

- a) customer focus;
- b) leadership;
- c) engagement of people;
- d) process approach;
- e) improvement;
- f) evidence-based decision making;
- g) relationship management.

Applying these principles throughout the organization is a strategic top management decision.

Financial benefits are realized within the organization by implementing and utilizing cost-effective management system practices based on the seven quality management principles. The resulting organizational and financial improvements are expressed in monetary form.

Economic benefits are achieved by:

- application of the seven quality management principles, which establish and enable a linkage between effective management and the realization of financial benefits, economic benefits and organizational goals (see [Annex A](#));
- use of a structured Plan-Do-Check-Act (PDCA) continual improvement cycle, which identifies action plans based on data and information resulting from implementation of the process approach;
- adoption of the quality management principles in daily operating practice, through:
  - effective management of resources;
  - implementation and monitoring of management system processes to improve the overall effectiveness and efficiency of the organization.

Financial, economic and organizational benefits resulting from the application of the principles include, but are not limited to:

- improved net revenues;
- improved budgetary performance;
- reduced costs;
- reduced business risks;
- improved cash flow;
- improved return on investment;

- improved retained earnings;
- increased competitiveness (market share);
- improved customer retention and loyalty;
- optimized use of available resources;
- enhanced employee engagement;
- improved intellectual capital;
- optimized, effective and efficient processes;
- improved supply chain performance;
- reduction of unpredictable business results.

# Quality management systems — Managing an organization for quality results — Guidance for realizing financial and economic benefits

## 1 Scope

This document gives guidelines for realizing financial and economic benefits by applying a top-down structured approach to achieving financial and economic benefits. The structured approach uses the quality management principles and quality management system described in the ISO 9000 family of management system standards to:

- a) monitor and manage trends in key performance metrics;
- b) take improvement action based on the observed metrics.

This document is directed specifically to the top management of an organization.

This document is applicable to any organization, whether from the public, private or not-for-profit sector, regardless of its business model, revenue, number of employees, diversity of product and service offerings, organizational culture, complexity of processes, place or number of locations.

This document complements ISO 9001:2015 and ISO 9004:2018 for performance improvements and provides examples of achievable benefits from the application of concepts in those standards. This document identifies associated practical management methods and tools to assist in realizing the benefits.

## 2 Normative references

The following documents are referred to in the text in such a way that some or all of their content constitutes requirements of this document. For dated references, only the edition cited applies. For undated references, the latest edition of the referenced document (including any amendments) applies.

ISO 9000:2015, *Quality management systems — Fundamentals and vocabulary*

## 3 Terms and definitions

For the purposes of this document, the terms and definitions given in ISO 9000:2015 and the following apply.

ISO and IEC maintain terminological databases for use in standardization at the following addresses:

- ISO Online browsing platform: available at <https://www.iso.org/obp>
- IEC Electropedia: available at <http://www.electropedia.org/>

### 3.1

#### **metric**

verifiable measurement used for quantifying or evaluating a result

EXAMPLE Indicator; performance indicator; key performance indicator.