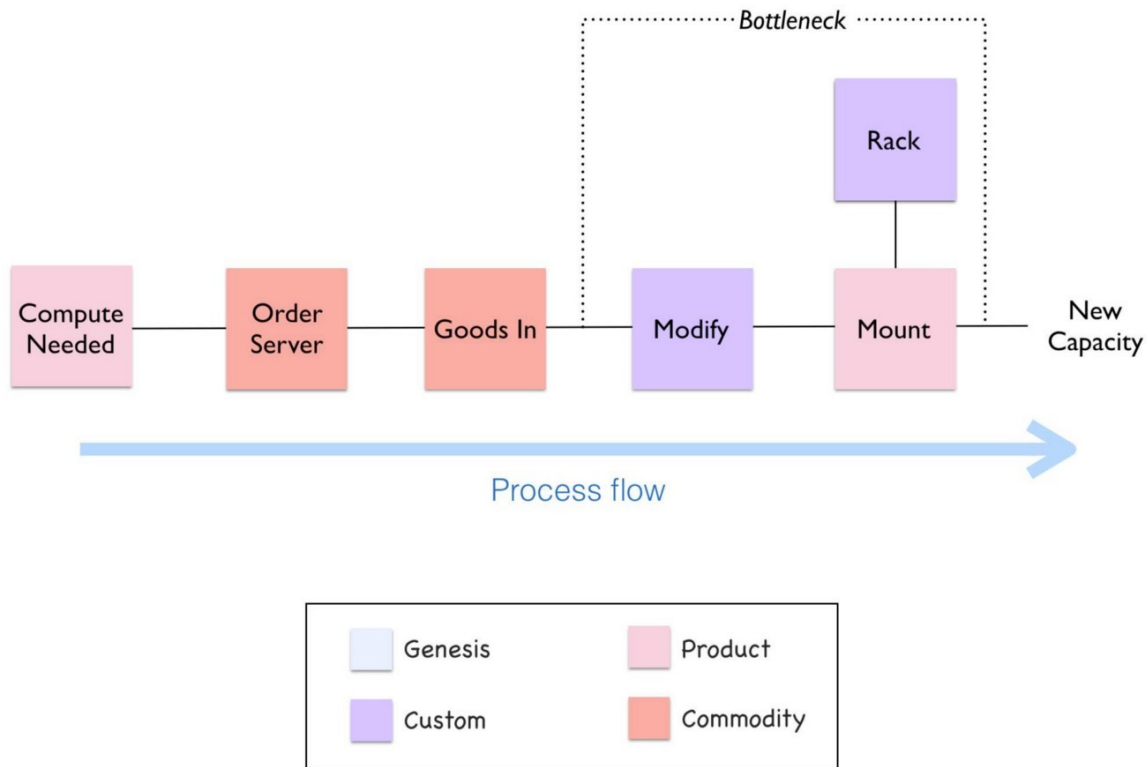


the “spot” diagram and we agreed to take a look at the proposal through this lens. I’ve taken those first same steps (see figure 89) and “spotted” the process. Whilst the ordering and goods in process were quite industrialised, the modify part of the process was very custom.

Figure 89 — Spot diagram of the process.



It’s important to take a break for a minute here and have a good look at the diagram above. Try and see if you notice anything interesting or odd before continuing with this story.

I’m now going to turn the diagram above into a map and hopefully the problem will become clearer. Let us start from the user need of more compute. This actually has two needs, the ordering of a server and the