

BUSINESS ID OPTIONS - TECHNICAL

KEEPING THE BIG CAST AT THE CENTER

ASSESS FEASIBILITY

- BUSINESS
- TECHNICAL
- FINANCIAL

FORCE FIELD

INVESTMENT

PAYBACK - YEARS

WHAT IS A STAKEHOLDER? WHO? WHEN?

- PATIENTS
- SUPPLIERS
- REGULATORS
- EMPLOYEES
- OWNERS
- MANAGERS

VALUES - VALUE

Capabilities Model

VALUE STREAM

ANSWERS

What? Business / Architecture

BRIDGE: STRATEGY

EXAMINE OPTIONS

RISKS

CAST CAG

STAKEHOLDER ANALYSIS

INTANGIBLE

AND MANAGEMENT

CH 6

CONSIDER PERSPECTIVES

CHAMPION

SUPPORTER

Neutral

CRITIC

OPPORTUNIST

Blocked

How? SSM

Check and 19780s

UNDERSTAND STAKEHOLDER PERSPECTIVES

AT THE 'OUGHT TO BE'

A DUCK OR A RABBIT? 1

2

3

4

5

CONCEPTUAL

PERSPECTIVES

CONTRASTING PERSPECTIVES

CATWORM 3 4 2 1 5 6

OVERLAY

PRIMARY ACTIVITIES

BUSINESS ACTIVITY MODEL (BAM)

ACTIVITY THREADS

= Aids analysis in the 'real world'

BAM (CONCEPTUAL) -> ENABLES PLURALISATION

TO BE

TO BE

GAP

Define the SOLUTION

CH 8

BA FOUNDATION

Ch 6, 7, 8, 9

What is the VALUE

PROCESSES CH 7

ANALYSE NEEDS

SYSTEM: What it should look like

CONSENSUS

OK

CONTRASTING PERSPECTIVES

CATWORM

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= Aids analysis in the 'real world'

VALUES ADD?

Handoffs?

Duplicates?

Communication

MODEL = Flow

MAP = DEPENDENCIES

What we are in business to do

TRIGGER

INTERNAL

EXTERNAL

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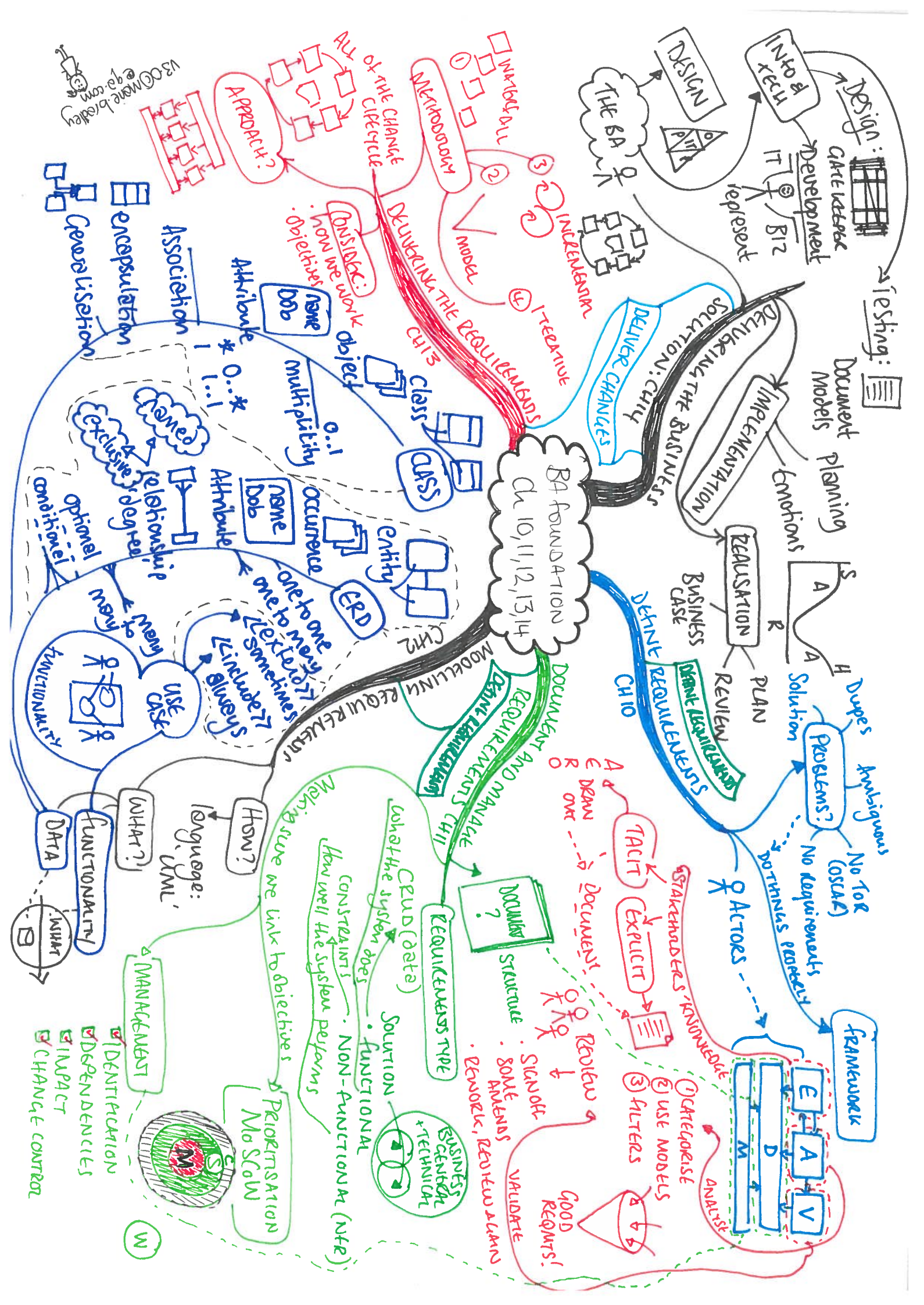
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EXTERNAL

VALUES ADD?









WHY DO BUSINESS CHANGE PROJECTS FAIL?

THE BA PROCESS MODEL

CH 4

