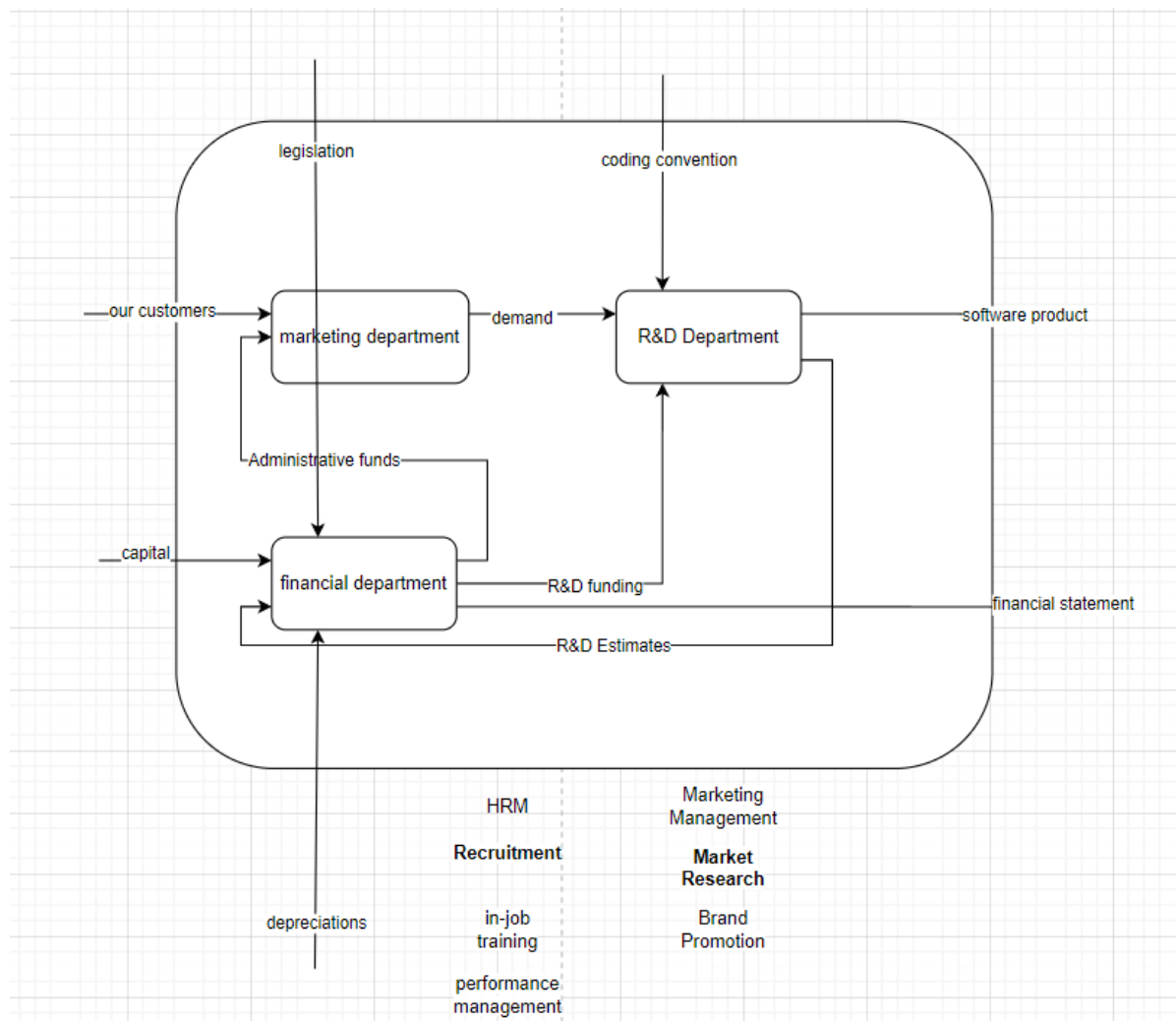


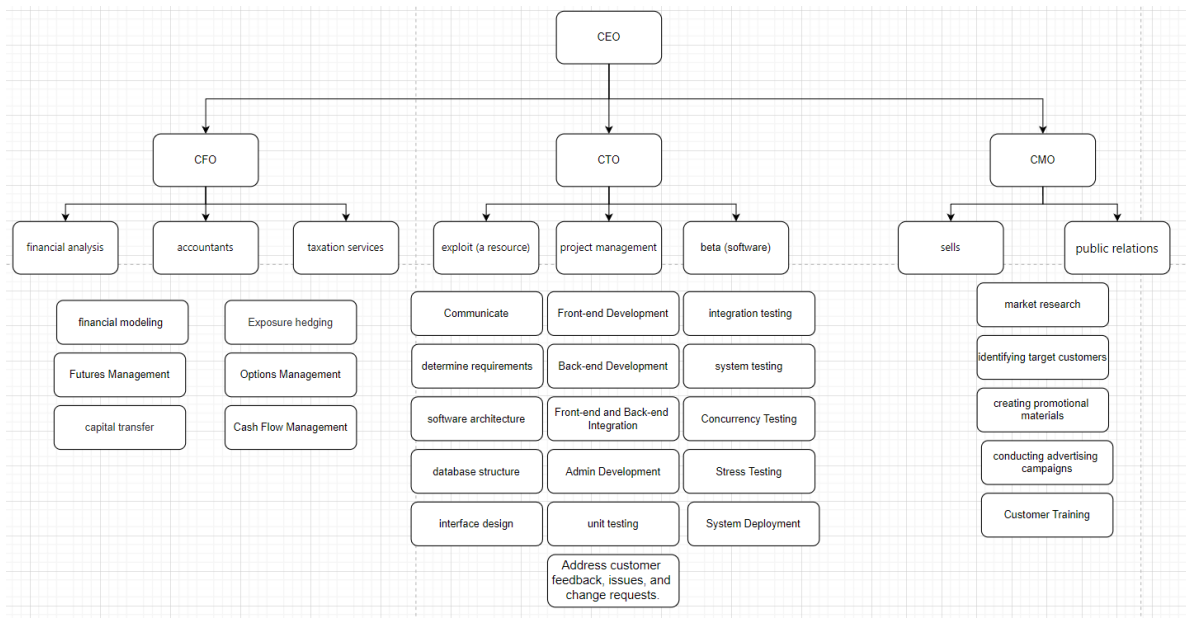
1) Identify the primary, support, and management business processes



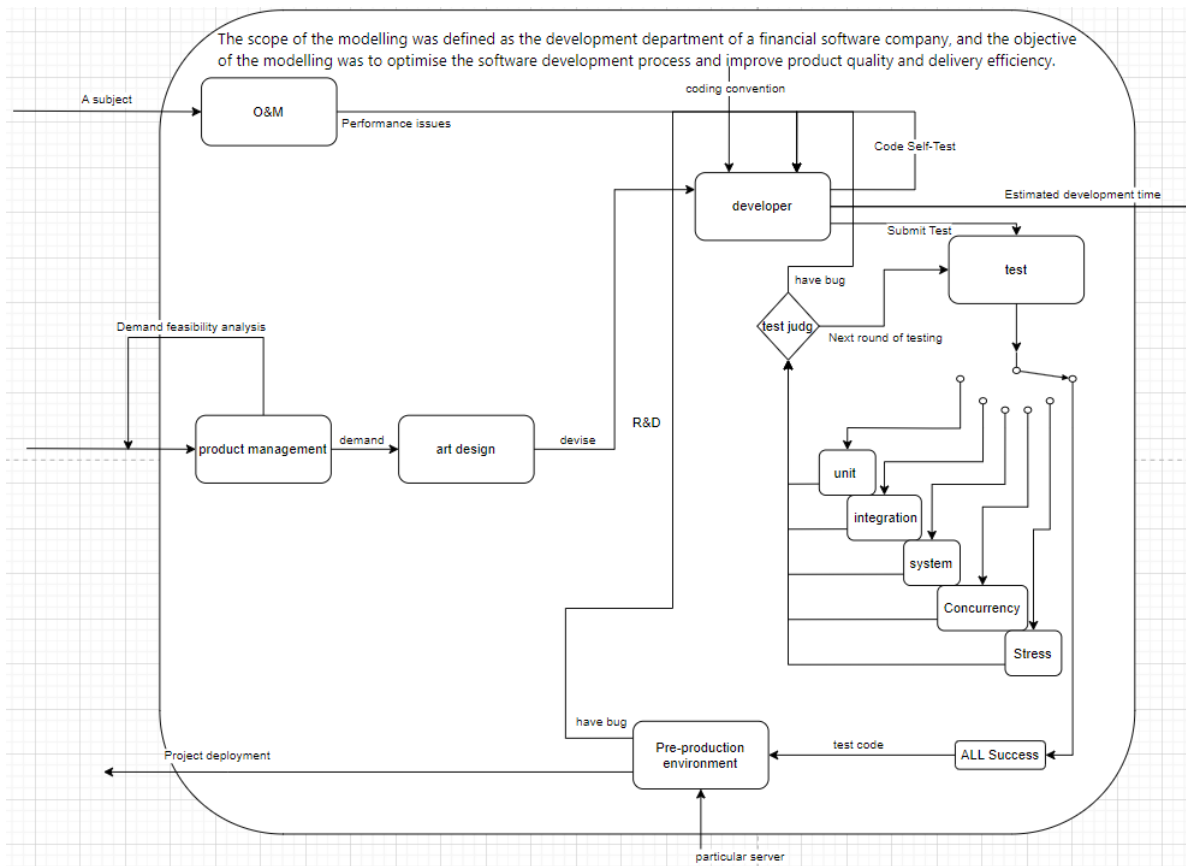
2) Describe a possible organizational structure

Through rational organizational design, collaboration and cooperation between different departments can better support the implementation of major and supporting business processes.

Each department plays different roles and responsibilities in the organizational structure and works together to promote the efficient operation and continuous improvement of business processes.

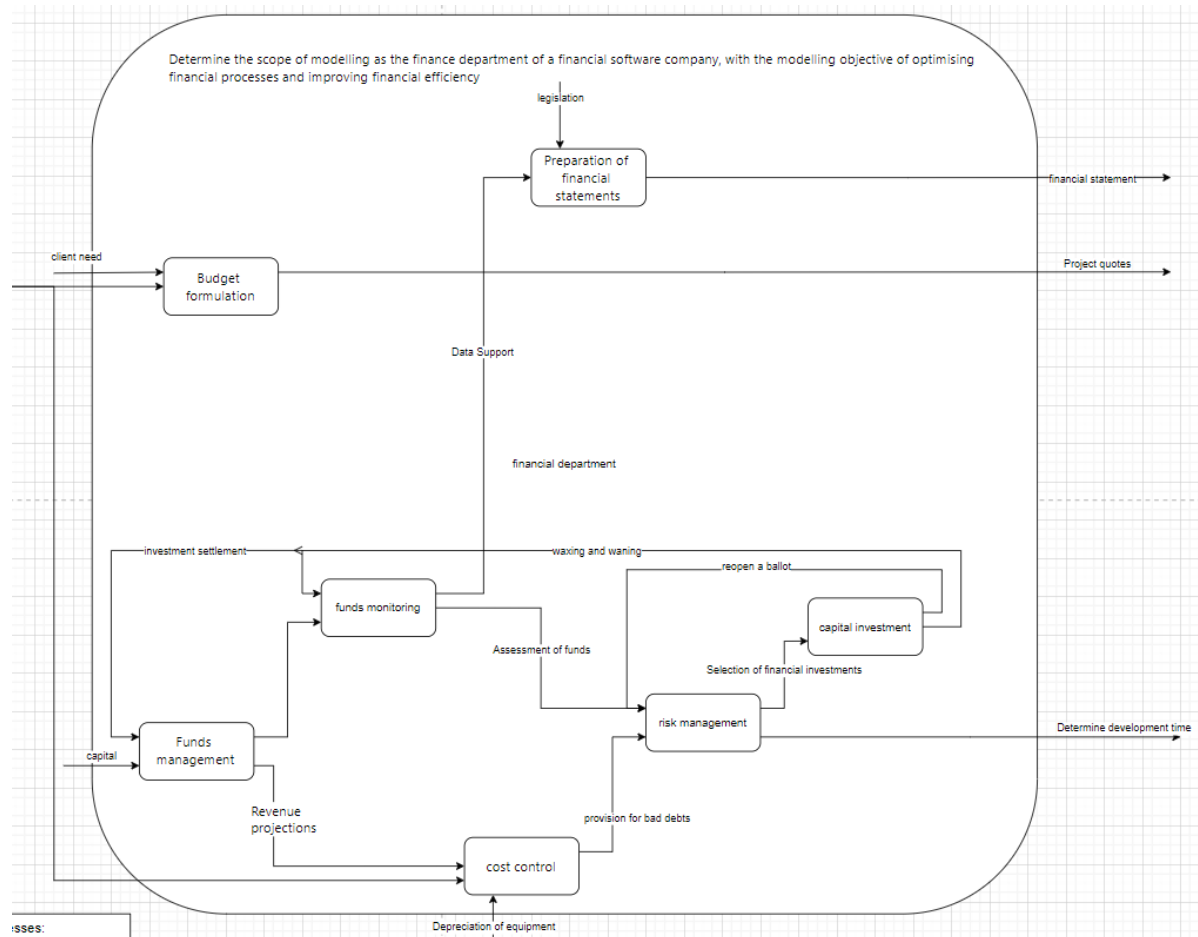


3) Decompose one of the processes



R&D process:

- **Requirements Definition:** The product manager works with the R&D team to define product requirements and features.
- **Project Planning:** The project manager develops the project plan and schedule.
- **R&D Execution:** The R&D team develops the product according to the requirements and plan.
- **Testing and validation:** The R&D team conducts product testing and validation to ensure product quality.
- **Go-live release:** The product manager and project manager coordinate the go-live release of the product to the market.



Financial management processes:

- **Developing the budget:** The finance department works with department managers to develop the annual budget.
- **Executing the budget:** Department managers are responsible for executing the company's financial plan according to the budget.
- **Monitoring and Reporting:** The finance department monitors budget execution and reports regularly to the executive team on the financial status.
- **Approval and Adjustment:** The executive team approves budgets and adjusts them as needed to meet market changes.

4) Develop instructions for process participants

Participants:

- Internal Participants:
 1. Executive Team
 2. R&D Team
 3. Sales Team
 4. Finance Team
 5. Legal and Compliance Team
- External Participants:
 1. Customers

2. Partners
3. Investors
4. Regulatory
5. Authorities, General Public

The instructions : is in 3)

Additional questions

- What metrics can be used to evaluate the effectiveness of the described process?

1. Financial management process:

- Budget implementation rate: the comparison of actual expenditures with the budget, which measures the implementation of the budget.
- Efficiency of capital use: the ratio of capital input to output, reflecting the efficiency of capital utilization.
- Cost Control Indicators: such as the cost per unit of product, the percentage of decrease in operating costs.
- Accuracy of financial reports: the error rate of data in financial statements.
- Cash flow health: current ratio, quick ratio, etc., measuring the financial health of the company.

2. R&D process:

1. R&D cycle time: total time from requirements definition to product delivery.
2. R&D Cost Control: actual R&D cost vs. budget.
3. Project completion rate: the percentage of projects completed on time.
4. Product quality indicators: such as test defect rate, user feedback score, etc.
5. Technology innovation rate: the number of new technologies, new patents, and new products developed.

- What risks are associated with the implementation of the process and how can they be minimized?

1. Financial management process risk:

- Budget overrun: may lead to underfunding.
- Minimization methods: real-time monitoring of budget execution, using budget early warning system.
- Financial data error: affects decision-making accuracy.
- Minimization methods: introduce automated financial tools and audit financial data regularly.
- Liquidity risk: Insufficient funds to support operations.
Minimization method: Regularly assess cash flow and establish contingency fund reserve.

2. R&D process risk:

- Changes in requirements: frequent changes in requirements lead to longer development time.
- Minimization method: Adopt agile development method and communicate with the demand side regularly.
- Technical risk: the difficulty of technical realization exceeds the expectation.

- Minimization method: Conduct technical feasibility analysis in the planning stage and implement in phases.
- Resource shortage: Insufficient R&D staff or budget.
- Minimization method: Optimize resource allocation, use outsourcing or third-party technology.

- What are the possibilities for automating the selected process using modern technologies?

1. Financial management processes:

- Automation tools: use Enterprise Resource Planning systems such as SAP, Oracle for budgeting, cost control and funds management.
- Data analytics: introducing data visualization tools to analyze financial metrics.
- Block-chain technology: for transparent and secure monitoring of fund flows.
- Artificial Intelligence: using AI for financial forecasting and anomaly detection.

2. R&D process:

- Agile development tools: Teambition, for project management and task assignment.
- Version control systems: GitHub, for code management and collaborative development.
- Automated testing tools: Selenium, JUnit, for testing efficiency.
- Artificial Intelligence and Machine Learning: for automated code generation, problem diagnosis and code optimization.
- Digital twin technology: for simulating product design and test environments.