Industry	Manufacturing	Client	International Manufacturing Company
Role	Enterprise Architect		
Key Result	A comprehensive solution blueprint and capability map were delivered, providing the client with a clear roadmap for implementing a subscription management solution that aligns with business objectives and technological capabilities.		

Situation

Our client, a major manufacturing company, made the strategic decision to transition from a pure equipment manufacturing business to a service-based business. They needed to design a subscription management solution that would connect the order-to-quote flow, acting as an intermediary between CRM and ERP systems. This required a thorough analysis and design phase to ensure the solution met business needs and integrated seamlessly with existing systems.

Task

In my role as an Enterprise Architect, I conducted an analysis and design stage to define and blueprint a subscription management solution. I needed to gather requirements, develop a comprehensive blueprint, and create a prioritized implementation roadmap.

Action

Landscape Survey: I surveyed the enterprise landscape to gather requirements, business rules, and constraints for the future solution.
Stakeholder Engagement: I conducted interviews and workshops with stakeholders to understand their needs and expectations.
Capability Mapping: I developed an enterprise's capability map in both its current and future states.
Full-Scale Blueprint: I prepared a full-scale blueprint for the future state of the subscription solution.
Prioritized Roadmap: I created a prioritized backlog and roadmap for implementing the solution.
Vendor Selection Framework: I developed a detailed framework for selecting a solution provider.
Development Participation: I actively participated in the development of the solution.

Result

Streamlined and Prioritized Requirements: I organized and prioritized the solution requirements, enabling the selection of the right supplier and facilitating the transition to the development stage.
Clear and Comprehensive Roadmap: We provided the client with a clear and comprehensive roadmap for implementing the subscription management solution, ensuring alignment with business objectives and technological capabilities.
Actionable Blueprint and Capability Map: A full-scale blueprint and capability map were delivered that guided the development process and supported effective decision-making.