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| 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 | Task | Action | Result |
|--|--|--|---|
| 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. | 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. | 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. | 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. |