



Digital Transformation with ePerspectives

Digital Enterprise Method & Framework

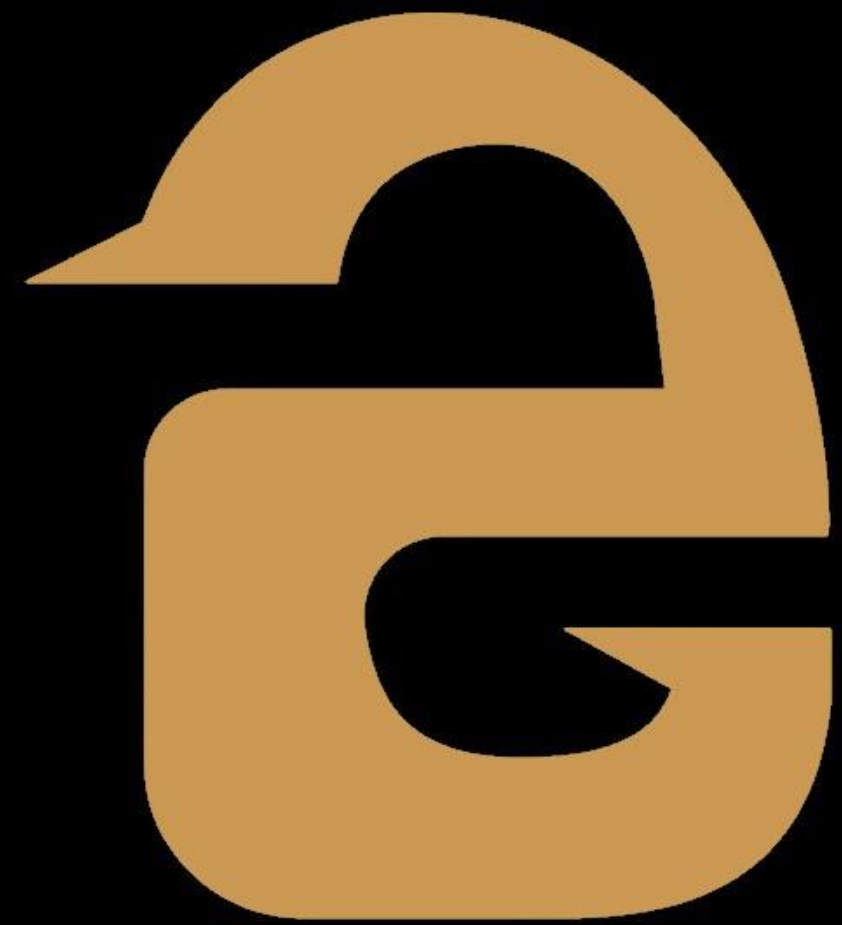
THE EVOLUTION OF X-CAPABILITY MODEL (XCM) BCM (Business Capability Model)

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Career Roles

- Founder & Managing Director EAtransform
- Global Head of Digital and Consulting | Esplendor Group - UK/Europe
- Head of Consulting Partners, EA & Digital | Wipro - UK/Europe
- Director CIO Advisory, Executive Architect | IBM UK/Europe
- Managing Director | ODC Netherlands
- Head of Enterprise Architecture | DXC Europe
- Senior Consultant | Accenture Sweden
- Practice Leader Object Technology Practice | IBM North America



EA TRANSFORM

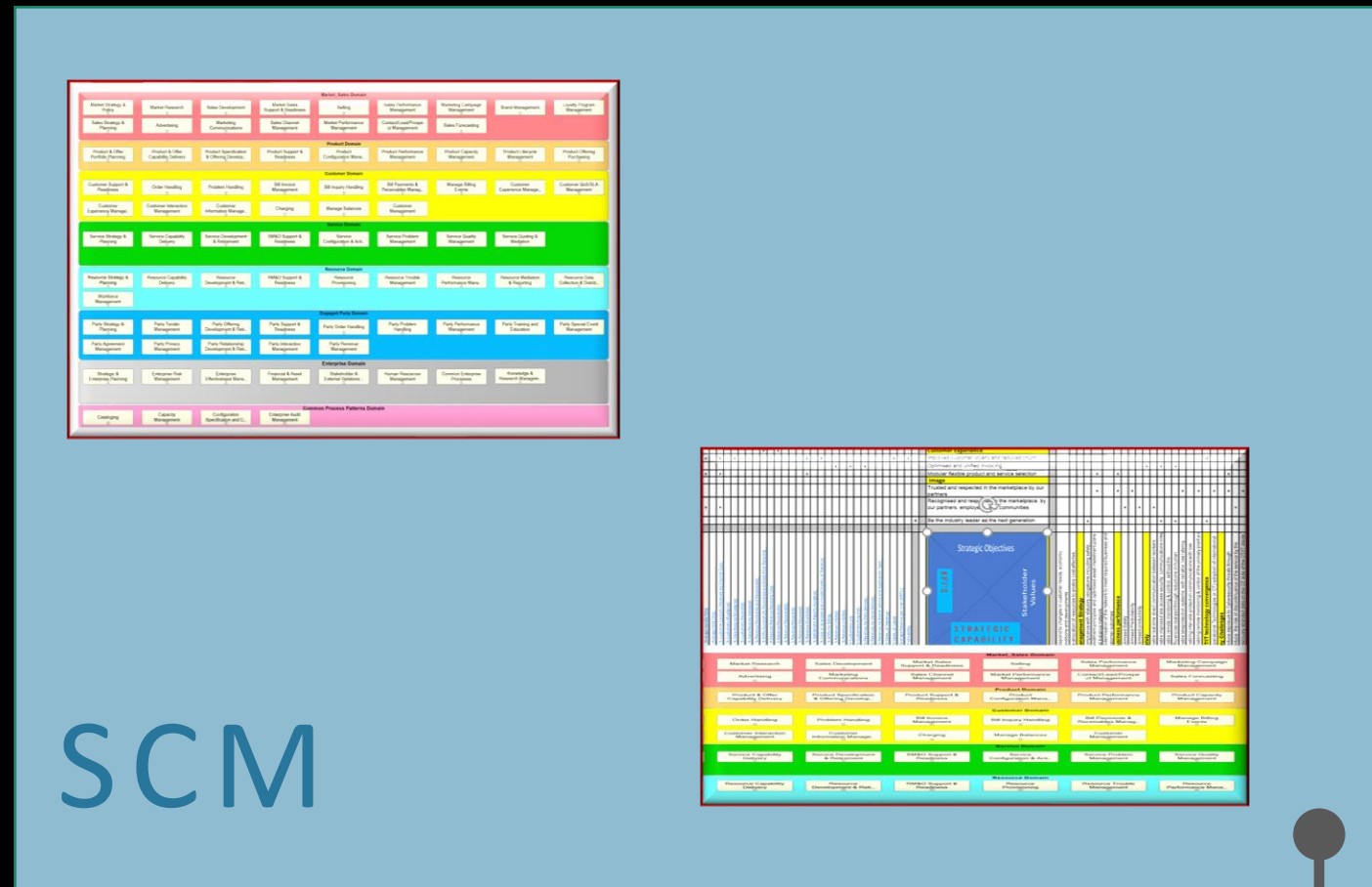
Digital Enterprise Transformation



THE 4-STAGE EVOLUTION OF THE CAPABILITY MODEL (XCM)

1-SCM – WHAT does the Business want to be and do?

What Strategic Capabilities best support key strategic products and services, and how do we measure and monitor fulfillment of target capabilities?



3- ECM - HOW does the Enterprise operate (to optimally accommodate and implement the Business)?

What Enterprise Capabilities best support target Business Capabilities (and hence implicitly Strategic Goals and KPI's) with optimized Organisation, Technology, and Planning, where are the commonalities to leverage to optimize, and, where can we differentiate?



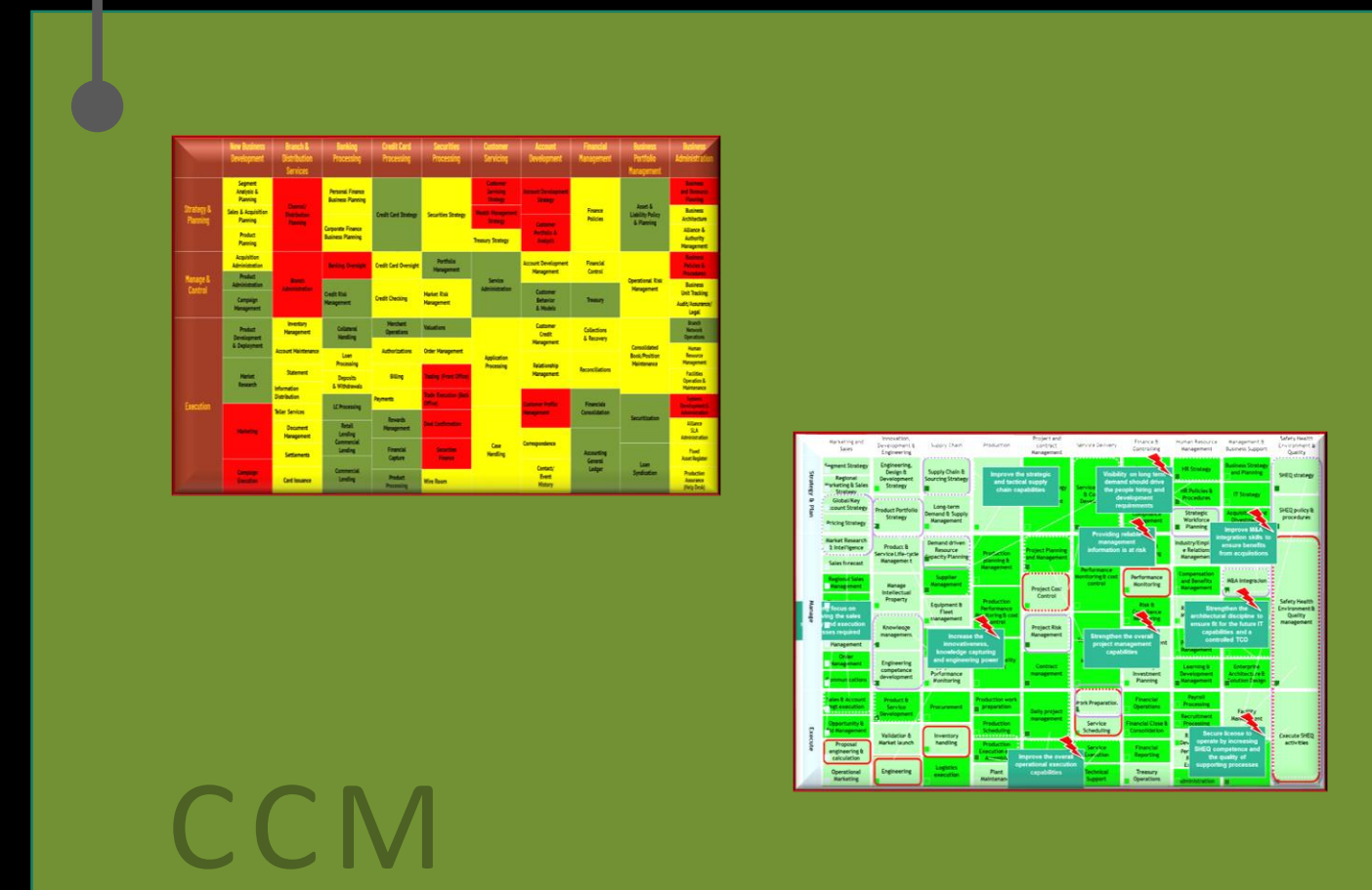
2-BCM – HOW does the Business operate (function & Structure)?

Business Capabilities can best support baselined Strategic Capabilities, what Business Service Capabilities are needed for the Business to operate optimally to fulfill Strategic Goals and KPI's, and, where can we differentiate?

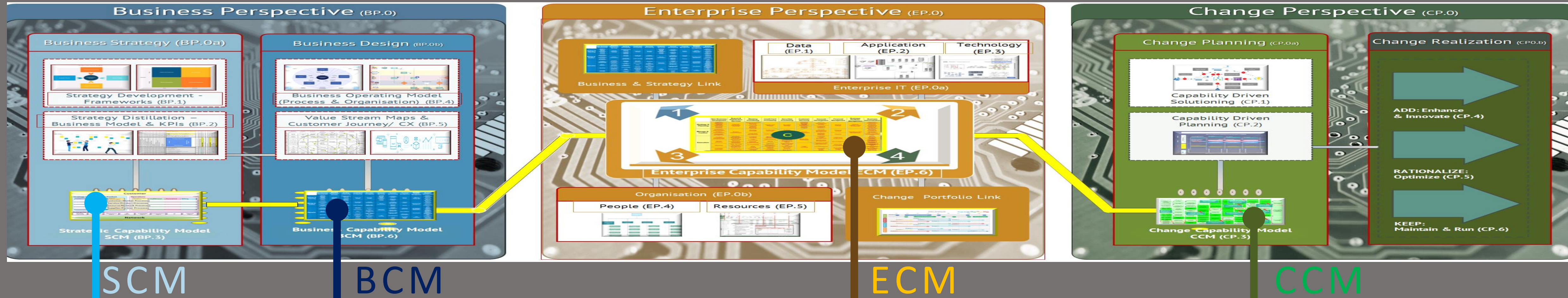


4- CCM – How are changes solutioned and planned to be implemented to make the Business agile and achieve new Business requirements?

Which are the areas for Implementation, Change or Transformation to achieve optimized improvement for change Program to be planned or prioritised?



DIGITAL FOUNDATION WITH E-PERSPECTIVES



BP.0	BP.0a	BP.0b	BP.0c	BP.0d	BP.0e	BP.0f	BP.0g	BP.0h	BP.0i	BP.0j	BP.0k	BP.0l	BP.0m	BP.0n	BP.0o	BP.0p	BP.0q	BP.0r	BP.0s	BP.0t	BP.0u	BP.0v	BP.0w	BP.0x	BP.0y	BP.0z																								
BP.0a	BP.0a.1	BP.0a.2	BP.0a.3	BP.0a.4	BP.0a.5	BP.0a.6	BP.0a.7	BP.0a.8	BP.0a.9	BP.0a.10	BP.0a.11	BP.0a.12	BP.0a.13	BP.0a.14	BP.0a.15	BP.0a.16	BP.0a.17	BP.0a.18	BP.0a.19	BP.0a.20	BP.0a.21	BP.0a.22	BP.0a.23	BP.0a.24	BP.0a.25	BP.0a.26	BP.0a.27	BP.0a.28	BP.0a.29	BP.0a.30	BP.0a.31	BP.0a.32	BP.0a.33	BP.0a.34	BP.0a.35	BP.0a.36	BP.0a.37	BP.0a.38	BP.0a.39	BP.0a.40	BP.0a.41	BP.0a.42	BP.0a.43	BP.0a.44	BP.0a.45	BP.0a.46	BP.0a.47	BP.0a.48	BP.0a.49	BP.0a.50

BUSINESS PERSPECTIVE DIGITAL FOUNDATION-BP: CURRENT AND TARGET BUSINESS STRATEGY & DESIGN DIGITAL FOUNDATION BASELINING (ACCELERATED)

BUSINESS STRATEGY REVIEW/REFINEMENT, BUSINESS CANVAS MODELING, X-MATRIX (+ OTHER)
 DISTILL AND BASELINE BUSINESS STRATEGY DIGITAL FOUNDATION INTO STRATEGIC CAPABILITY MODEL (SCM BASELINED)

BUSINESS OPERATIONS MODEL REVIEW/REFINEMENT, PROCESS & ORG MODELING, VALUE STREAM CUSTOMER JOURNEY CX FORMULATION(+ OTHER)
 DISTILL AND BASELINE BUSINESS DESIGN DIGITAL FOUNDATION INTO BUSINESS CAPABILITY MODEL (BCM BASELINED) DIGITAL FOUNDATION

EP.0	EP.0a	EP.0b	EP.0c	EP.0d	EP.0e	EP.0f	EP.0g	EP.0h	EP.0i	EP.0j	EP.0k	EP.0l	EP.0m	EP.0n	EP.0o	EP.0p	EP.0q	EP.0r	EP.0s	EP.0t	EP.0u	EP.0v	EP.0w	EP.0x	EP.0y	EP.0z																								
EP.0a	EP.0a.1	EP.0a.2	EP.0a.3	EP.0a.4	EP.0a.5	EP.0a.6	EP.0a.7	EP.0a.8	EP.0a.9	EP.0a.10	EP.0a.11	EP.0a.12	EP.0a.13	EP.0a.14	EP.0a.15	EP.0a.16	EP.0a.17	EP.0a.18	EP.0a.19	EP.0a.20	EP.0a.21	EP.0a.22	EP.0a.23	EP.0a.24	EP.0a.25	EP.0a.26	EP.0a.27	EP.0a.28	EP.0a.29	EP.0a.30	EP.0a.31	EP.0a.32	EP.0a.33	EP.0a.34	EP.0a.35	EP.0a.36	EP.0a.37	EP.0a.38	EP.0a.39	EP.0a.40	EP.0a.41	EP.0a.42	EP.0a.43	EP.0a.44	EP.0a.45	EP.0a.46	EP.0a.47	EP.0a.48	EP.0a.49	EP.0a.50

ENTERPRISE PERSPECTIVE DIGITAL FOUNDATION-EP: CURRENT AND TARGET ENTERPRISE ARCHITECTURE DIGITAL FOUNDATION BASELINING (ACCELERATED)

ENTERPRISE ARCHITECTURE REVIEW/REFINEMENT, "4+1" 360-DEGREE MAPPING AND PROFILING OF IT ARCHITECTURE, ORGANIZATION & RESOURCING, AS WELL AS CHANGE PORTFOLIO AND BUSINESS VALUE LINK & PROFILE
 ESTABLISH CURRENT ARCHITECTURE, HEAT-MAP THE ECM, AND DEFINE TARGET ENTERPRISE ARCHITECTURE
 DISTILL DIGITAL ENTERPRISE DIGITAL FOUNDATION INTO ENTERPRISE CAPABILITY MODEL (ECM BASELINED)

CP.0	CP.0a	CP.0b	CP.0c	CP.0d	CP.0e	CP.0f	CP.0g	CP.0h	CP.0i	CP.0j	CP.0k	CP.0l	CP.0m	CP.0n	CP.0o	CP.0p	CP.0q	CP.0r	CP.0s	CP.0t	CP.0u	CP.0v	CP.0w	CP.0x	CP.0y	CP.0z																								
CP.0a	CP.0a.1	CP.0a.2	CP.0a.3	CP.0a.4	CP.0a.5	CP.0a.6	CP.0a.7	CP.0a.8	CP.0a.9	CP.0a.10	CP.0a.11	CP.0a.12	CP.0a.13	CP.0a.14	CP.0a.15	CP.0a.16	CP.0a.17	CP.0a.18	CP.0a.19	CP.0a.20	CP.0a.21	CP.0a.22	CP.0a.23	CP.0a.24	CP.0a.25	CP.0a.26	CP.0a.27	CP.0a.28	CP.0a.29	CP.0a.30	CP.0a.31	CP.0a.32	CP.0a.33	CP.0a.34	CP.0a.35	CP.0a.36	CP.0a.37	CP.0a.38	CP.0a.39	CP.0a.40	CP.0a.41	CP.0a.42	CP.0a.43	CP.0a.44	CP.0a.45	CP.0a.46	CP.0a.47	CP.0a.48	CP.0a.49	CP.0a.50

CHANGE PERSPECTIVE DIGITAL FOUNDATION-CP: ENTERPRISE-CONSOLIDATED CHANGE PLANNING & SOLUTIONING BASELINING (ACCELERATED)

CHANGE & TRANSFORMATION OUTLOOK REVIEW/REFINEMENT, CHANGE PORTFOLIO AND SOLUTION ARCHITECTURE OPTIMISATION AND HARMONISATION (+OTHER)
 DISTILL AND BASELINE CHANGE PORTFOLIO DIGITAL FOUNDATION INTO CHANGE CAPABILITY MODEL (CCM BASELINED) DIGITAL FOUNDATION
 EA TRANSFORM CONFIDENTIAL



BUSINESS CAPABILITY MODEL SAMPLE (BCM): TELECOMS

	CRM	Finance	Quality, Compliance, Risk	Information Management	Solutioning	e2e Value Chain (Supply Chain, Support & Services)	
Strategy & Plan	Client Business Development	Business & Finance Strategy	Business Resilience Strategy	Asset & Information Management Strategy	Research & Development Strategy	Value Chain Strategy	
	Channel Strategy	Bus. Enterprise Architecture			Platform Strategy	Value Chain Planning	
	Market Management	Business Portfolio Management	Regulatory Compliance Strategy	Knowledge Management Strategy	Development Capability Management	Value Chain Rules & Policies	
Manage	Market Portfolio Management	Manage Standard Business Models	Business Process Compliance	Information Resource Management	Solutions Architecture	Value Chain Management	
	Client profile management	Financial Management	Security, Privacy & Data Protection		Developm. Process Deployment	Demand & Supply Management	
	Opportunity Management	Bus. Process Performance	Integrated Risk Management	Intellectual Property Management	Development Program Mgt.		
	Sales Management	IT Management	Regulatory Compliance Mgt.		Release Integration Planning	Partner Process Integration	Partner management
Execute	Account & Territory Management	Financial Operations	Implement Compliance Policies	Data & Content Management	Research	Procurement Execution	Services Management
	Solution Marketing	Bus. Processes & IT Infrastructure	Quality Management	Knowledge Capture & Availability	Solution Engineering	Production Management	Solution Operations & Maintenance
		HR Operations	Business Resilience & Disaster recovery	IP Capitalization	Solution Component Development	Solution Integration	Warranty Management
	Manage Contract Lifecycle	Legal Management & Support		Asset Lifecycle Management	Collaborative Design-In	Solution Logistics	Client Inventory Management
				Engineering support			

BUSINESS CAPABILITY DRIVEN ANALYSIS & OWNERSHIP

	Consumer Relationship	Customer Relationship	Manufacturing	Supply Chain & Distribution	Business Administration	
Strategy	Category/Brand Strategy	Customer Relationship Strategy	Manufacturing Strategy	Supply Chain Strategy	Corporate Strategy	CONSOLIDATE
	Category/Brand Planning	Customer Relationship Planning	Supplier Relationship Management	Supply Chain Planning	Corporate Planning	PROFESSIONALIZE
	Brand P&L Management	Assessing Customer Satisfaction	Production and Material Planning	Distribution Oversight	Alliance Management	PARTNER
Manage	Matching Supply and Demand	Customer Insights	Manufacturing Oversight	Inbound Logistics Outbound Logistics	Business Performance Management	CO SOURCE
	Marketing Development Effectiveness	Account Management	Supplier Control		External Market Analysis	OUT SOURCE
	Product Ideation	Valu-Added Services	Make Products	Distribution Center Operations	Organization and Process Design	IN SOURCE
Execute	Concept/Product Testing	Customer Account Services	Assemble Products	Transportation Resources	Legal and Regulatory Compliance	
	Product Development	Retail Marketing Execution	Plant Inventory Management	En route Inventory Management	Treasury and Risk Management	
	Product Management	Instore Inventory Management	Manufacturing Procurement		Accounting and GL	
	Marketing Execution	Customer Directory			Indirect Procurement	
	Consumer Service				Facilities and Equipment Management	
	Product Directory				HR Administration	
					IT Systems and Operations	





Thank You!

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