

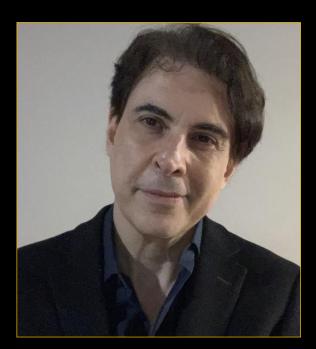
THE EVOLUTION OF X-CAPABILITY MODEL (XCM) **CCM (Change Capability Model)**

Arsalan N. Rad

Digital Enterprise Transformation

Career Roles

- •Founder & Managing Director EATransform
- •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 Europe | DXC Europe
- •Senior Consultant | Accenture Sweden
- •Practice Leader Object Technology Practice | IBM North America



Distinguished Enterprise & Business Architect (The Open Group)

•Global Head of Digital and Consulting | Esplendor Group-UK/Europe



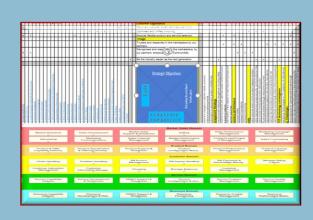


THE 4-STAGE EVOLUTION OF THE CAPABILITY MODEL (XCM)

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?

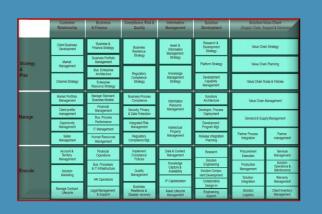




2-BCM -

HOW does the Business operate (function & Structure)?

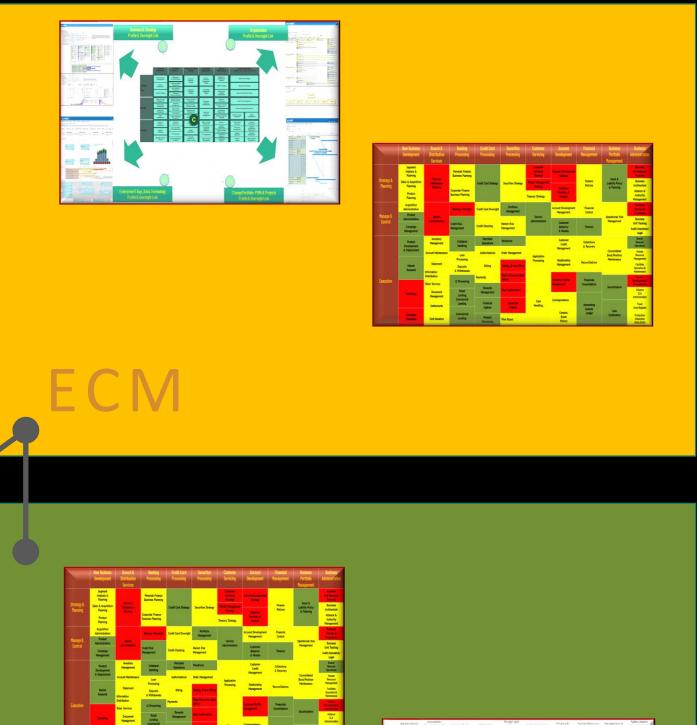
Business Capabilities can best support baselined Strategic Capabilities, what **Business Service** Capabilities are needed for the Business to operate optimally to fulfill Strategic Goals and KPI's, and, where can we differentiate?





BCM

SCM





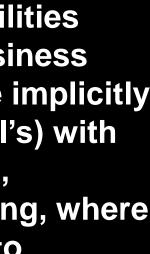
3- ECM - HOW does the **Enterprise operate (to optimally** accommodate and implement the Business?

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?

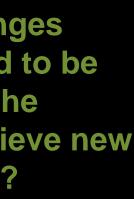
4- CCM – How are changes solutioned and planned to be implemented to make the **Business agile and achieve new Business requirements?**

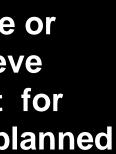
Which are the areas for Implementation, Change or **Transformation to achieve** optimized improvement for change Program to be planned or prioritsed?





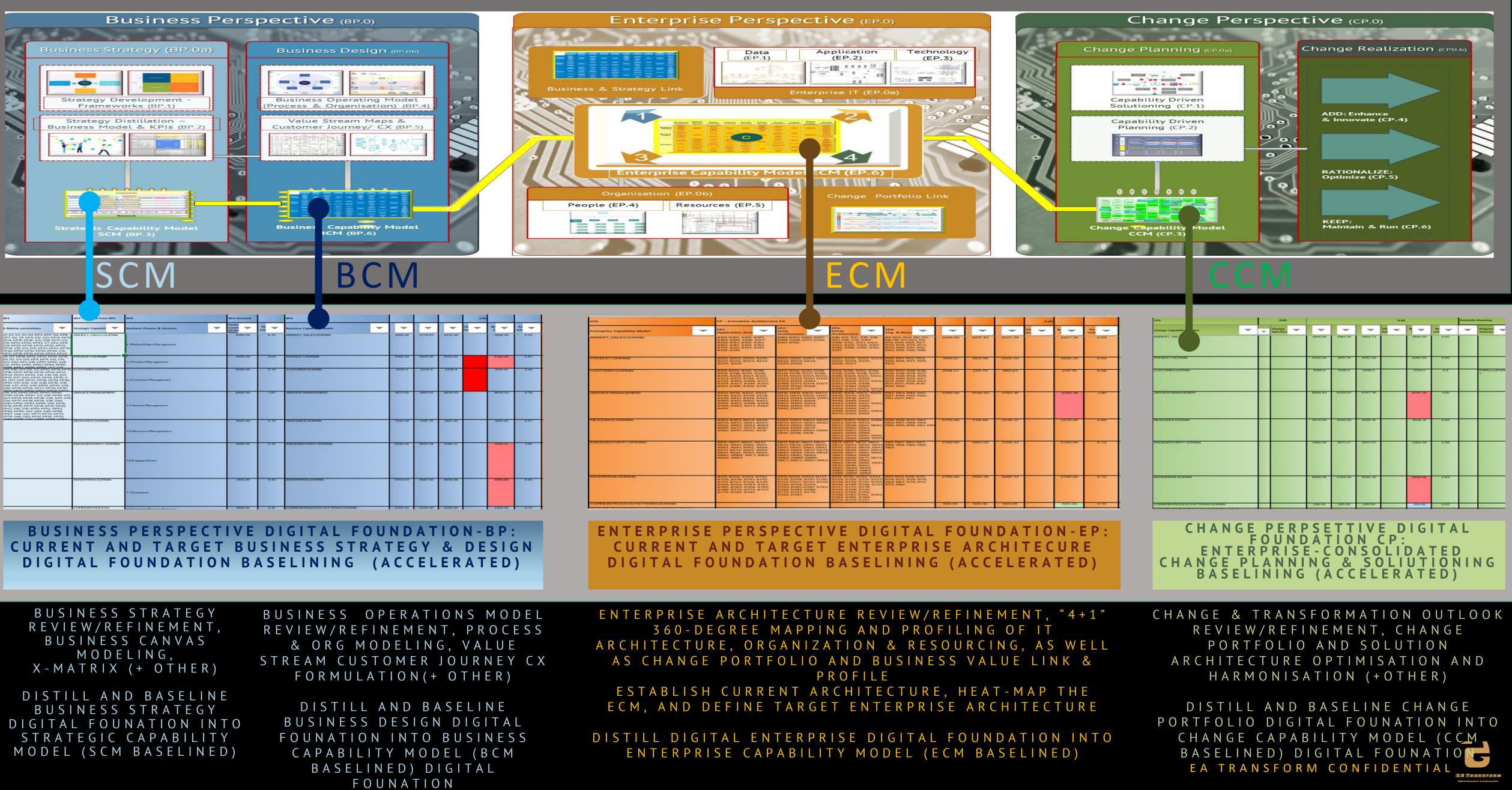








DIGITAL FOUNDATION WITH E-PERSPECTIVES



DIFFERENT VIEWS AND PROFILING BASED ON ON-DEMAND UPTODATE VALID ENTERPRISE DATA AND INSIGHT MAKES A POWERFUL WAY OF APPLYING FACT-BASED BUSINESS, ORGANIZATION, IT, AND PLANNING DECISIONS



	Customer Relationship	Business & Fisance	Compliance, Risk & Quality	Information Management	Solution Development		alon Chain upport & Services y
Strategy 8 Plan	Clent Business Development	Business & Fearce Strategy	Business Resilience Stration	Aset & Information Management Strategy Management Strategy	Research & Development Strategy	Value Chain Strategy	
	Market Management	Business Portfolio Management Bus, Enterprise	strangy		Paton Stalegy	Value Chain Planning	
	Channel Strategy	Architecture Enterprise Resource Strategy	Regulatory Compliance Strategy		Development Capability Management	Value Chain Rules & Policies	
Manage	Market Portfolio Management	Manage Standard Business Models	Business Process Compliance	Information Resource	Solutions Architecture	Value Chain Management	
	Clert polle management	Financial Management Bus. Process Performance IT Management	Security Privacy Management & Data Protection	Developm Process Deployment	Demand & Supply Management		
	Opportunity Management		Integrated Risk Management	Intellectual Property	Development Program Mgt.	Comment and printing of the	
	Sales Management	Human Resources Management	Regulatory Compliance Mgt.	Management	Release Integration Planning	Partner Process Integration	Pather management
Execute	Account & Temboy Management	Perancial Operations	Implement Compliance Policies	Data & Content Management	Research Solution	Procurement Execution	Senices Management
	Solution Marketing	Bus, Processes & IT Infrastructure	Quelty	Knowledge Capture & Availability	Solution Engineering Solution Compo- nent/Development Collaborative Design-In	Production Management	Solution Operations & Maintenance
		HR Operations	2010/2011/01	IP Capitalization		Solution Integration	Warranty Management
	Manage Contract Lifecycle	Legal Management & Support	Business Resilience & Disaster recovery	Asset Lifecycle Management	Engineering Nepport	Solution Logistics	Clerit Insertory Management

Business & Strategy Profile & Oversight Link	olesi Conglezz Bali birmable Sel Carly Status Testi Sang Sang Aard I Sang Sang Sang Sang Para Sang Para	Organization Profile & Oversight Link 2 Market Steep Over Servers and was Dear Dear Servers was Dear Dear Servers was Dear Dear Servers	Market Specific	Consolidate Non differentiating activities which require divisional specific knowledge/leadership but which must be done efficiently	Achie The focus of the best -in- clas doing from and better
Ran Part Converting Range Converting Range Converting Range Converting Range Converting Range Convert Range Conver	s bang Sietert and seven fram root south for the seven fram south for the seven fram south for the seven fram south fram	argent Boldy Min An R. Porse Refer R	Organisation Specific	Share CoXXX Efficiencies driven through shared Expertise assets with Agility and flexibility	Sha Excellence dri learning
3 Enterprise IT App., Data, Technology Profile & Oversight Link		Change Portfolio- PDMs & Projects Profile & Dversight Link	Industry Generic	Operate at lowest cost Efficiencies are driven by testing against suitable open market alternatives	Achieve Strategic activiti level of expertise for the Group
				Non ⁻ Differentiating	Dif

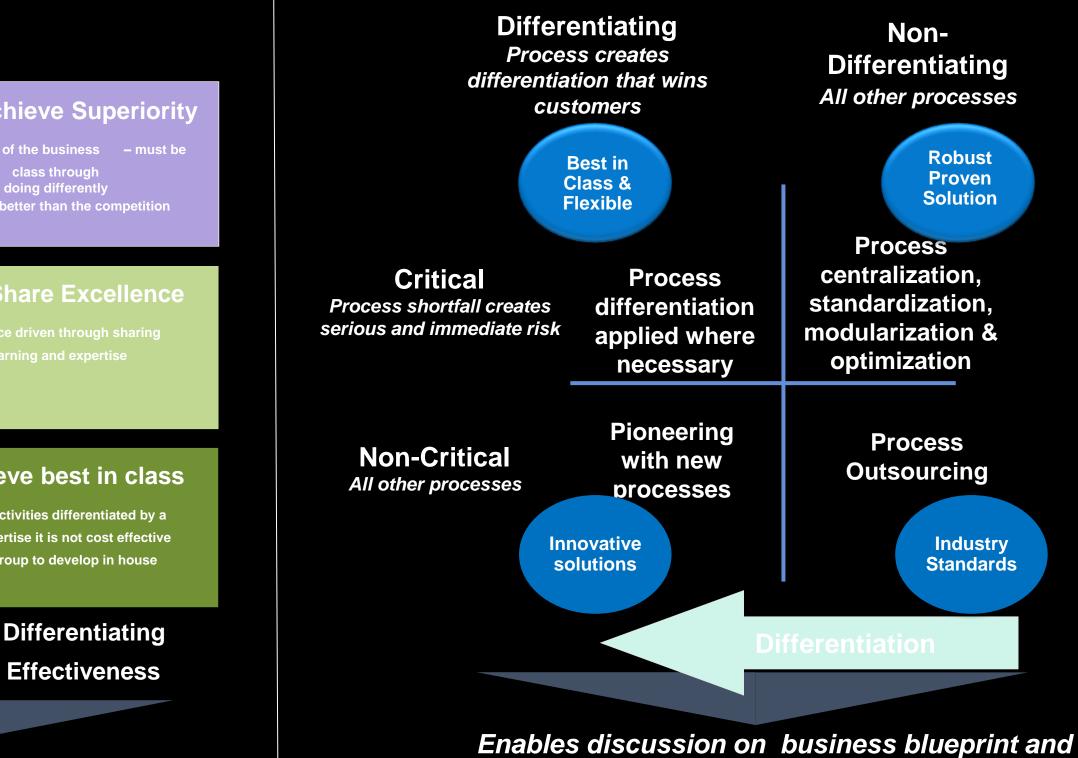
Enables discussion on operational decisions and where to invest

Efficiency









IT consequences





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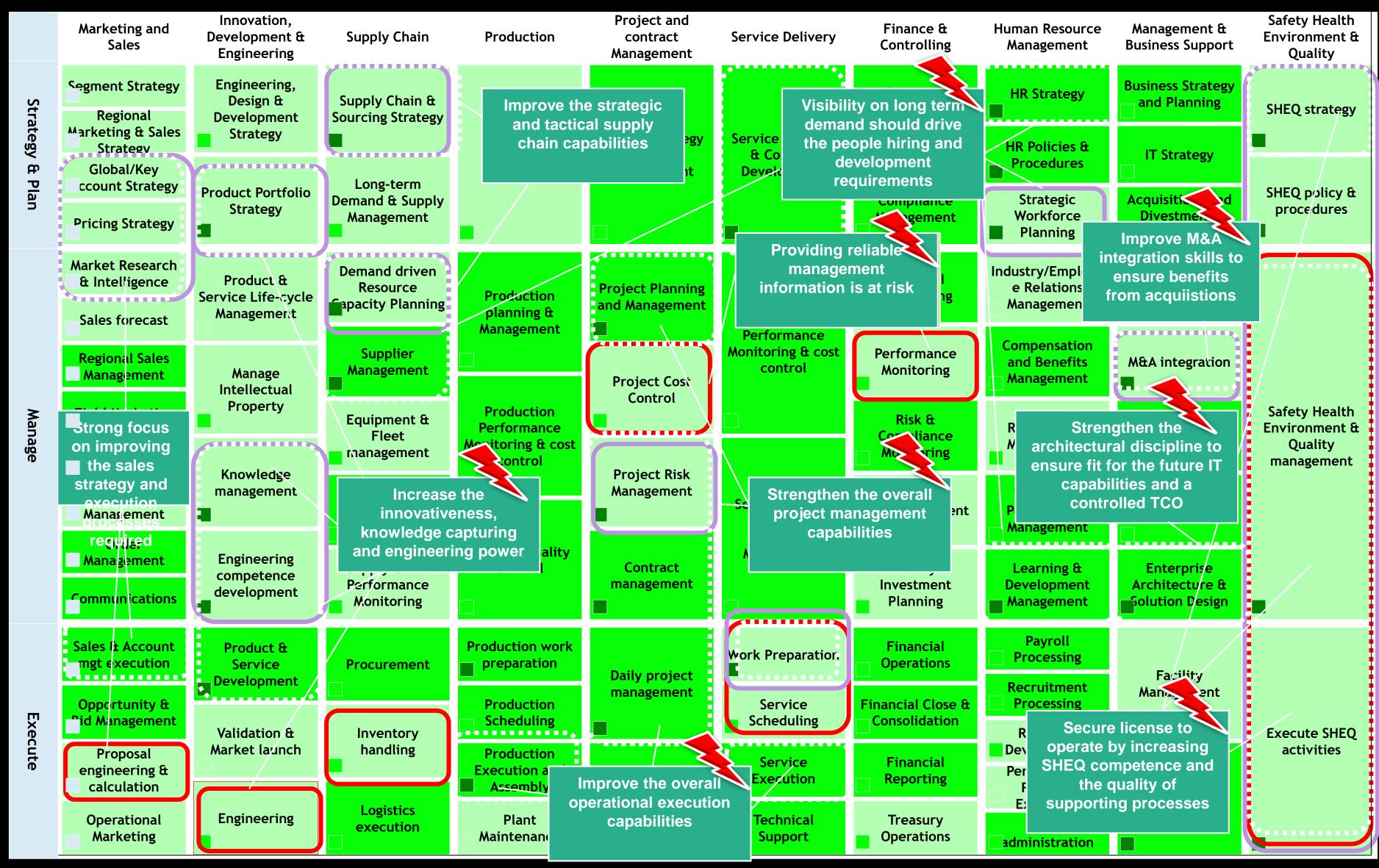
HEATMAPPING TO ASSESS MATURITY GAPS PROVIDES INSIGHT IN WHERE TO FOCUS THE ATTENTION IN A TRANSFORMATION

	Marketing and Sales	Innovation, Development & Engineering	Supply Chain	Production	Proj co Mana		
Strategy & Plan	Segment Strategy Regional Marketing & Sales Strateov Global/Key count Strategy	Engineering, Design & Development Strategy Product Portfolio Strategy	Supply Chain & Sourcing Strategy Long-term Demand & Supply Management	Production Strategy	Projec & c deve		
5	Market Research & Intelligence Sales forecast	Product & Service Life- cycle Management	Demand driven Resource Capacity Planning Supplier	Production planning & Management	Projec and Ma		
Manage Execute	Regional Sales Management	Manage Intellectual Property	Equipment & Fleet management	Production Performance Monitoring &	Proje Ce		
	Management Sales Contract Management Order	Knowledge management	Procurement Contract Management	cost control	Proje Mana		
	Management	Engineering competence development	Supply Chain Performance Monitoring	Product Quality Control	Co mana		
	ales & Account mgt execution	Product & Service Development	Procurement	Production work preparation Production	Daily mana		
	Bid Management Proposal engineering & calculation	Validation & Market launch	Inventory handling	Scheduling Production Execution and Assembly	Projec		
	Operational Marketing	Engineering	Logistics execution	Plant Maintenance	Admin		
Cri	Critical Differentating Big maturity gap						





EA TRANSTORM Digital Enterprise Transformation



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Digital Enterprise Transformation

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