



Digital Transformation With ePerspectives

Digital Enterprise Method & Framework

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Career Roles

- 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 Europe | DXC Europe
- Senior Consultant | Accenture Sweden
- Practice Leader Object Technology Practice | IBM North America



EA TRANSFORM

Digital Enterprise Transformation



THE IMPERATIVE FOR DIGITAL TRANSFORMATION

Digital transformation addresses the profound transformation of the activities of the business, processes, organization, and IT and technology, to fully leverage the changes and opportunities of a mix of digital technologies and their accelerating impact on business strategic direction.

- Digital Transformation is one of only a few high priorities facing organizations across all industries, and the market size for business and digital transformation is a multi-hundred billion market
- The digital era has brought new challenge to organization such as more aggressive competition, demanding customer expectations, significantly shortened idea to market cycle time, and transition from a product-based model to one of servitization and customer centricity. This leaves organizations with little choice but to successfully embrace and execute digital transformation
- C-level executives have an unprecedented challenge for full visibility and coordination across the business and IT, with encompassing business strategy and business model, products, services, resources, locations, applications, projects, etc., hence greater oversight into work and improved accuracy and currency of insight
- According to McKinsey most organizations experience much greater complexity in their digital transformation journey leading to even opposite effects such as being slower to market or less capable of responding quickly to the changing customer demands
- It is therefore imperative for organizations to devise well-founded digital transformation roadmaps that can be simplified enough to be uniformly understood and embraced across various parts of the organization that often have different backgrounds and approaches, and fully optimized and aligned with Business Strategy & Goals, KPI's, Values, Customer Experience, as well as Enterprise IT & Technology landscape
- This makes a strong case for an outcome-based EA-driven approach to manage the complexity associated with digital transformation to ensure that change & transformation Programs are also harmonized and optimized across Business and IT



KEY CHALLENGES TO DIGITAL TRANSFORMATIONS

1. Follow a method and approach to Digital Transformation that actually works and can be executed.

Most Digital Transformation initiatives have failed to produce the promised results and benefits due to organizational complexities and difficulties to ensure that transformation planning is based on real understanding of current landscape and future ambitions, and to define a practical and doable transformation roadmap towards the target state. Methodologies used for digital transformation are often academic and not practical, let alone proven.

Many System Integrators (SI's) use approaches that are tedious, complex to understand, and highly expensive.

Many organizations find this out the hard way, after very comprehensive and highly costly initiatives not only fail to live up to the great promises made, but may also lead to further complications warranting corrective measures to untangle the new complexities.

It is most critically important to rely on an approach to digital transformation that leverages true harmonized and enterprise-architecture driven transformation, but is expressed in "Business/Humanized" language that is more intuitive and can be understood and embraced uniformly across the organization, and across the business and IT.

2. Consolidate complex interrelationships and dependencies between entities despite different roles and mindsets.

This requires an unprecedented level of oversight, control, and coordination not only within each separate entity, but across a wide range of organizational entities that often operate in silos (e.g. Business Strategy or Operations, IT Operations, PMO and EA). Same uniform language and similar methodology and terminology, and same oversight and interpretation of enterprise insight and data with same semantics in approach is needed to avoid organizational misalignment.

KEY CHALLENGES TO DIGITAL TRANSFORMATIONS (II)

3. Keep people on the same page across the organization with uniform data and interpretation of it.

Not only do organizations need uniform approach and terminology and coordination across organizational entities, but also tools that can be aligned with the uniform enterprise-wide approach.

Static desktop-tools like Excel and Word are entirely inadequate for reliable oversight and decision making. Tools must follow the same “Enterprise Architecture reference model” used across the organization and be suited to accommodate digital enterprise architecture and transformation methodologies.

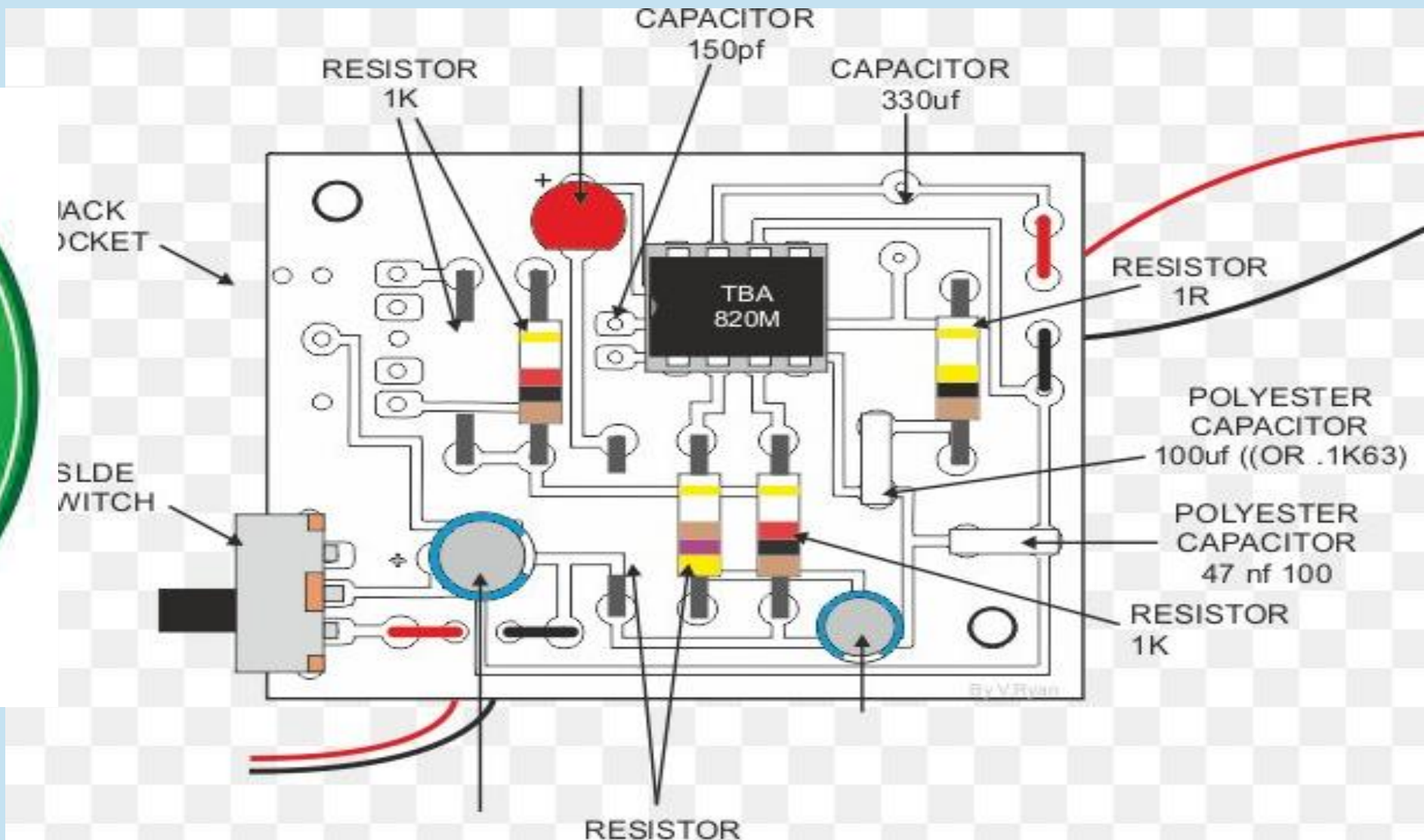
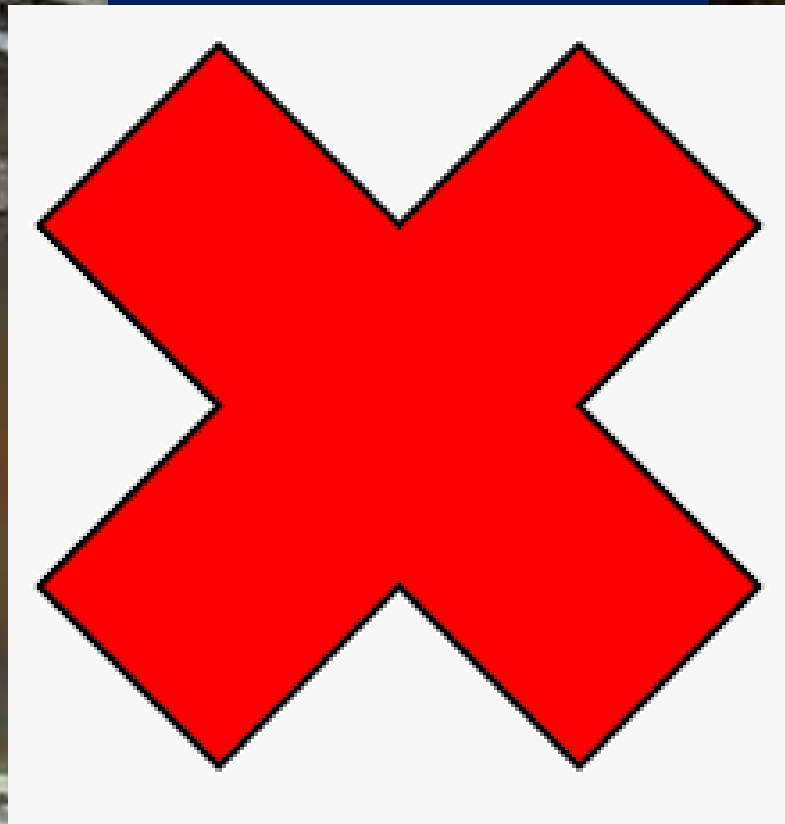
They also need to be digitized and remain up to date with reliable and on-demand available data as a single version of truth to enable effective collaboration to make faster and more effective decisions, achieve growth targets, adapt more deftly to changing conditions, and better plan for the future.

4. Accurately measure progress of digital transformation and the benefits delivered.

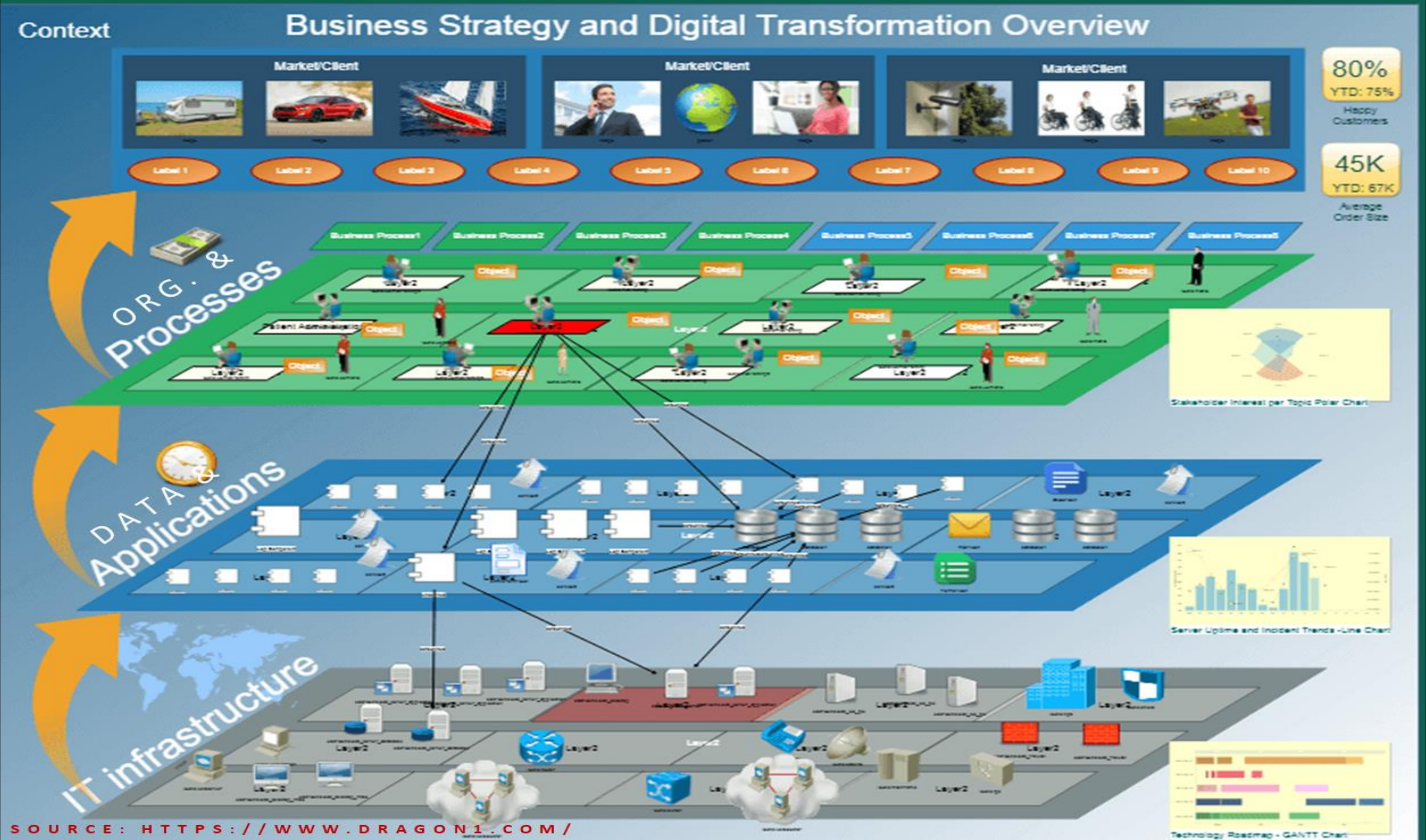
Keeping the right information and real-time analytics at your fingertips will enable you to most effectively measure progress. The right solution here again is a strategic dashboard or “Command & Control Center”, which should be accessible across the organization. Decision makers need access to a strategic dashboard that gives them full visibility and control over the digital transformation landscape, to measure changes through real-time visibility into performance, financials, and investments from across the business and IT.

Moreover, this will reduce the risk of failure, improve the ability to meet growth targets and to quickly make trade-off decisions when necessary based on priorities or constraints.

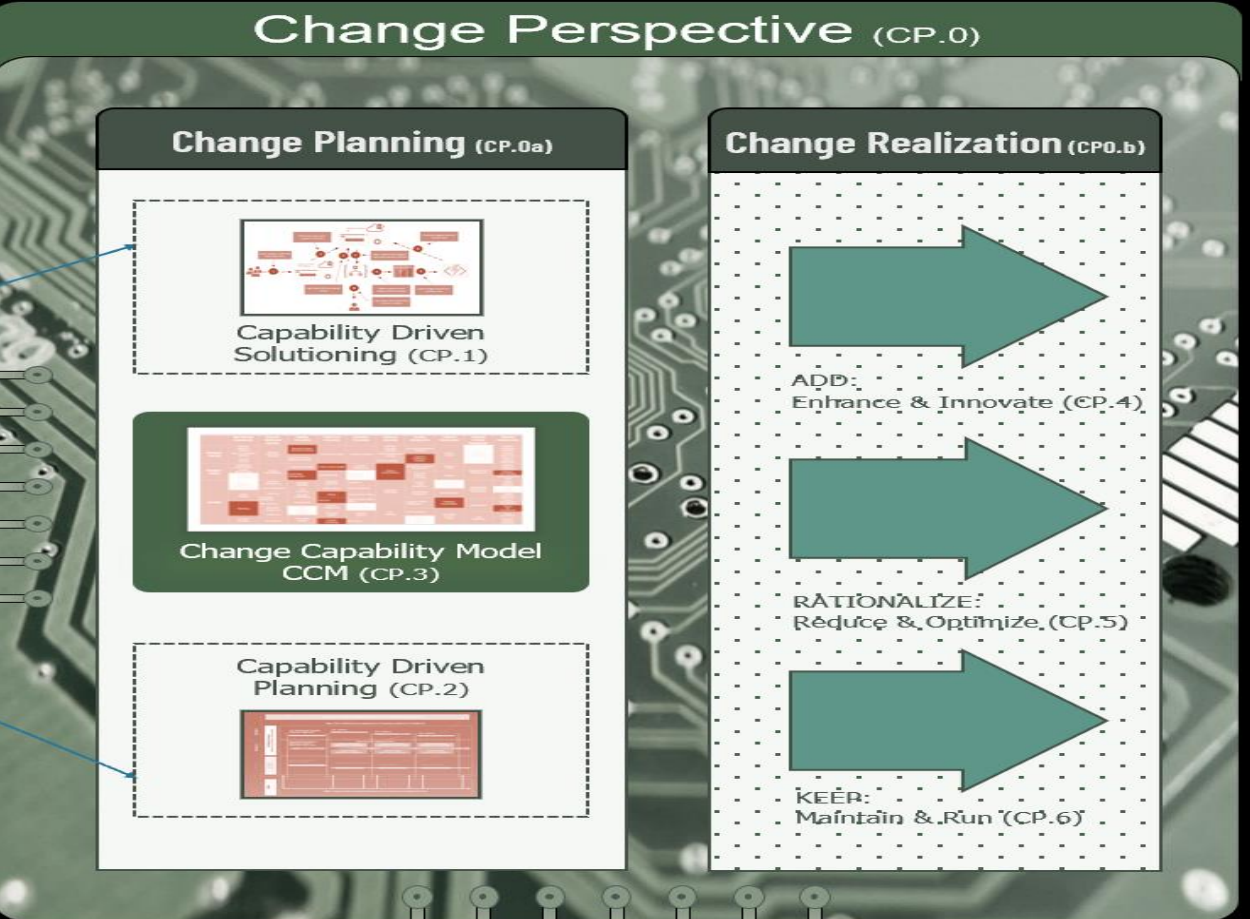
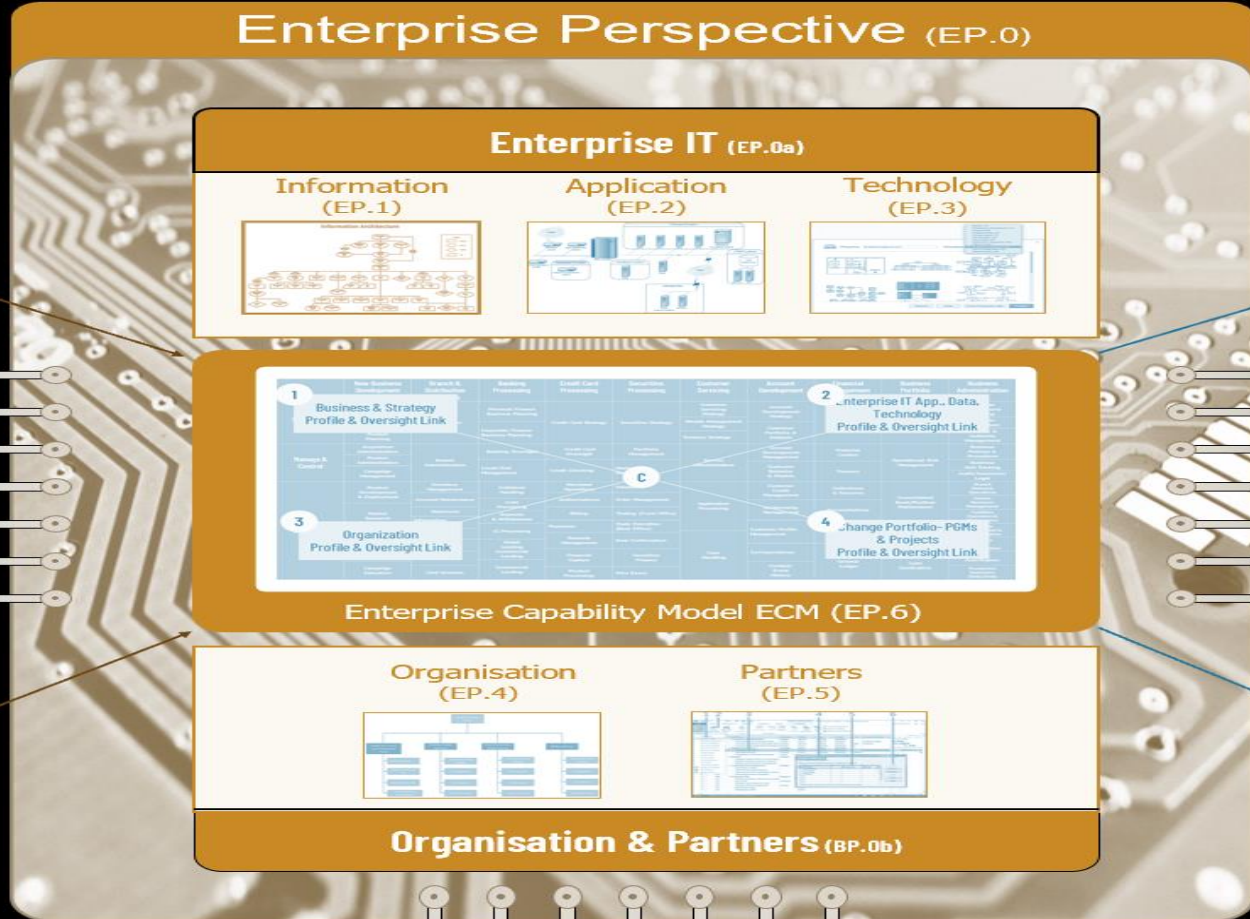
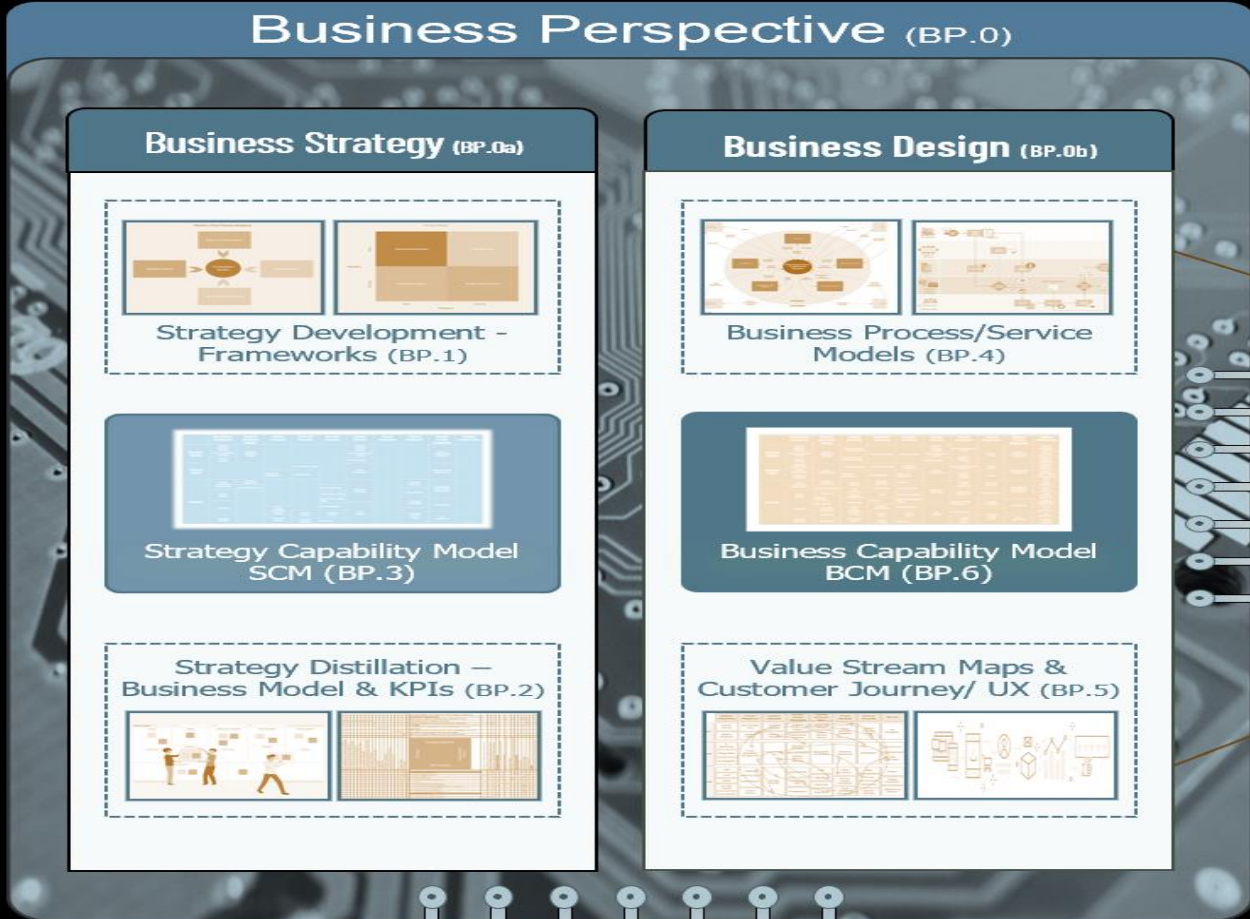
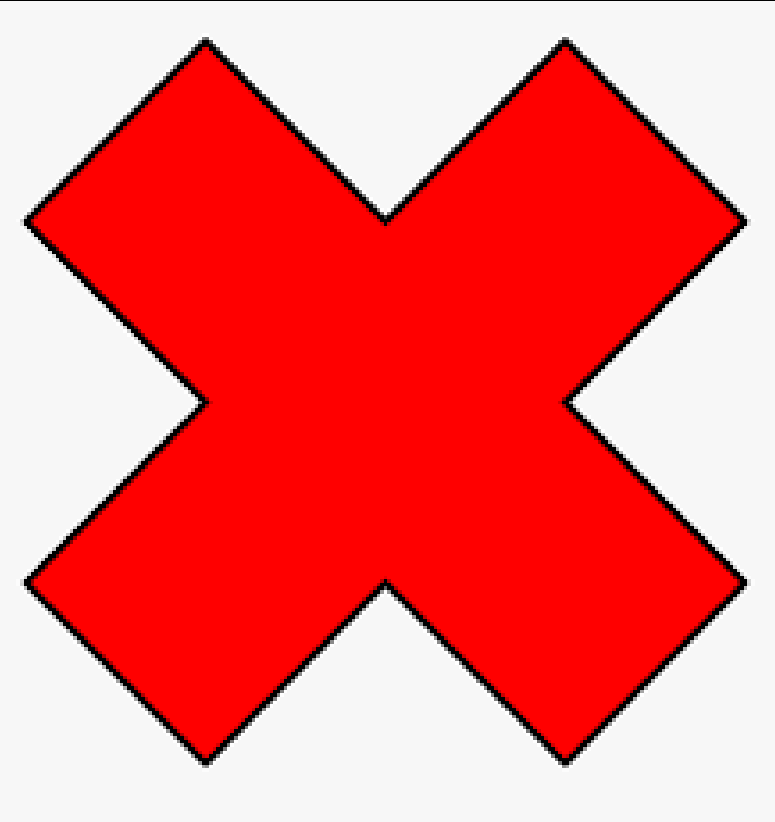
DIGITAL PARADIGM SHIFT - ELECTRONICS



NEED FOR PERSPECTIVES: NEED TO HAVE TRACEABILITY FROM HIGH LEVEL BUSINESS STRATEGY & DESIGN TO IMPLEMENTATION & DEPLOYMENT



DIGITAL PARADIGM SHIFT – BUSINESS ENTERPRISE



Enterprise Planning Perspective (PP.0)
Operations Perspective (OP.0)

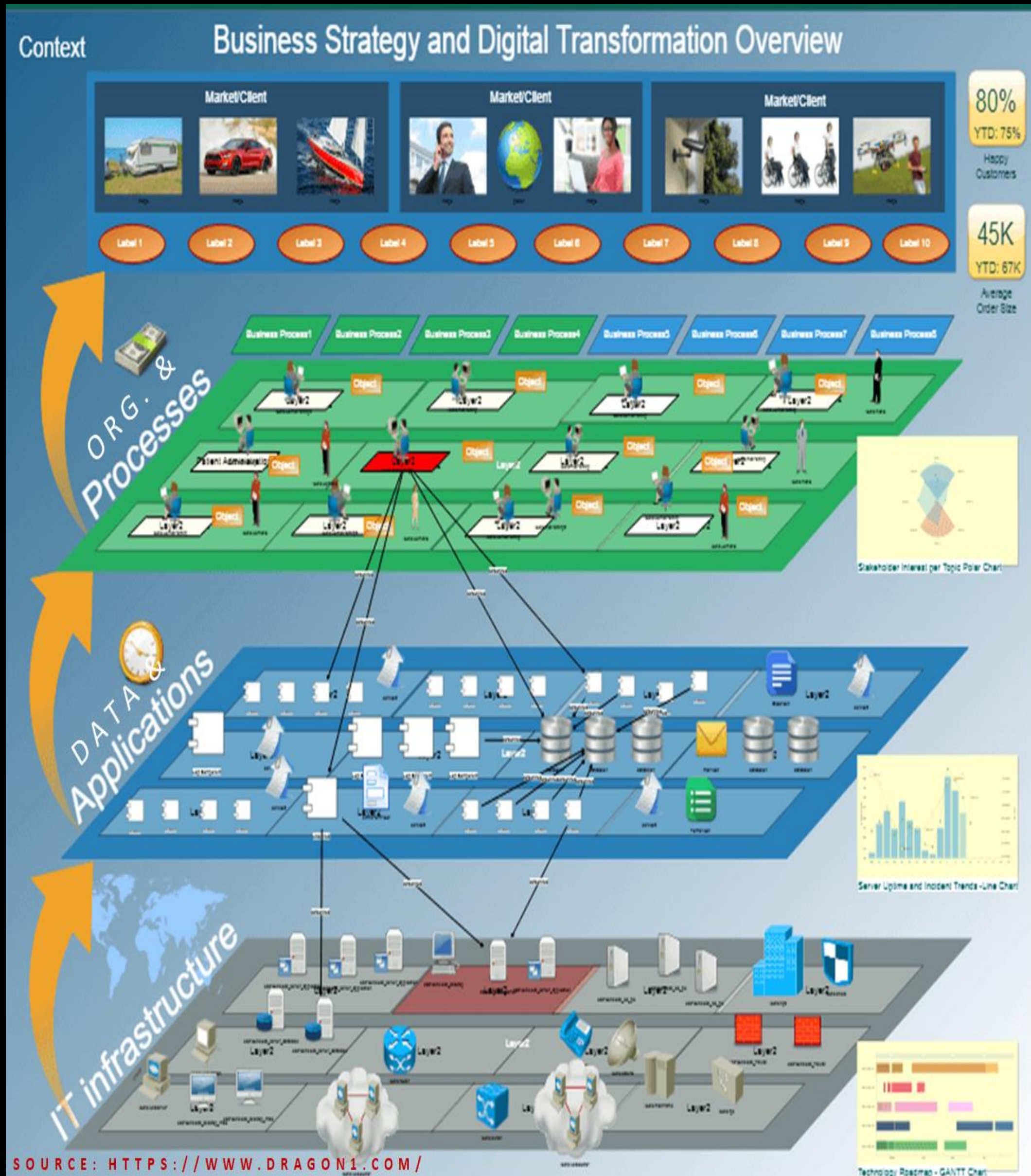


EPERSPECTIVES: DIGITAL ENTERPRISE – BASELINED, SIMPLIFIED, AND UNIFIED

ILLUSTRATIVE IMPLEMENTATION

	N	P	AC	AD	AE	AF	AS	AT	BE	BF	BG
	BP4-Derived	BP6	EP – Enterprise Architecture EA				GAP		Portfolio Planning		
Services	Strategic Contributions (Values, Goals, KPIs)	Business Capability Model	EP1- Application Architect	EP2- Data Architecture	EP3- Infrast. Architecture	EP4- Org. & Resourcing	Y/N	Change Specifications	Solution/Cost	Programme Structure	Project/Stream
ment	5000.00	MARKET_SALES DOMAIN	A101, A102, A105, A107, A103, A104, A106, A127, A130, A151, A155, A152, A154, A161, A148, A153, A170, A191, A193, A192, A194, A195	D101, D103, D104, D107, D105, D106, D171, D190, D191, D192	S10, S11, S12, S15, S16, S21, S18, S19, S107, S108, S112, S121, S122, S123, S124, S125, S197, S198, S196, S195, S192, S191	R1, R23, R24, R2, R3, R6, R5, R7, R23, R9, R13, R25, R26, R27, R72, R75, R74, R73, R79, R80, R91, R92, R93, R94, R95, R96					
	4000.00	PRODUCT DOMAIN	A201, A203, A204, A205, A221, A222, A223, A224, A225, A226	D201, D202, D203, D221, D222, D223, D224, D225, D226	S201, S202, S203, S223, S222, S224, S225, S226, S227	R20, R21, R22, R24, R25, R26, R27, R28, R29					
t	5000.00	CUSTOMER DOMAIN	A311, A313, A312, A315, A314, A316, A317, A318, A319, A320, A321, A322, A323, A331, A332, A333, A334, A354, A365, A371, A374, A327, A345, A393, A301, A306, A309, A310	D311, D312, D313, D315, D314, D316, D317, D318, D319, D320, D321, D322, D323, D324, D331, D332, D333, D334, D354, D365, D371, D374, D327, D345, D393, D306, D309, D310	S311, S312, S313, S314, S315, S319, S316, S317, S318, S320, S321, S322, S323, S324, S326, S327, S328, S331, S332, S333, S334, S336, S337, S354, S365, S366, S371, S372, S374, S345, S393, S309, S310	R32, R33, R38, R36, R34, R36, R34, R37, R34, R38, R34, R39, R34, R40, R34, R41, R34, R42, R34, R43, R31, R37, R39, R35, R34, R40			PGMxxxx\PGMcccc		
	6400.00	SERVICE MANAGEMENT	A421, A414, A422, A423, A430, A431, A439, A438, A435, A441, A444, A442, A450, A451, A452, A453, A454, A457, A458, A459, A460, A463, A473, A482, A483	D412, D414, D422, D423, D431, D433, D432, D441, D442, D444, D450, D451, D452, D453, D454, D457, D458, D459, D460, D463, D473, D482, D483	S412, S414, S422, S423, S432, S433, S434, S435, S436, S437, S448, S449, S442, S443, S450, S451, S452, S453, S455, S460, S454, S456, S457, S458, S459, S461, S463, S473, S482, S483	R42, R43, R44, R41, R47, R48, R45, R46, R51, R27, R61					
	4500.00	RESOURCE DOMAIN	A351, A353, A523, A525, A533, A537, A541, A543, A542, A552, A553, A564, A565, A572, A573, A581, A582, A591, A592, A510	D351, D353, D523, D525, D533, D537, D541, D542, D543, D552, D553, D564, D565, D572, D573, D581, D583, D584, D591, D596, D516	S351, S352, S353, S356, S523, S525, S533, S537, S538, S541, S542, S543, S552, S553, S555, S557, S559, S564, S565, S566, S572, S573, S581, S582, S583, S584, S588, S591,	R35, R36, R33, R52, R53, R57, R58, R54, R55, R59, R56, R51, R61					

EXAMPLE: A "PERSPECTIVE BASED APPROACH TO REGULATORY COMPLIANCE"

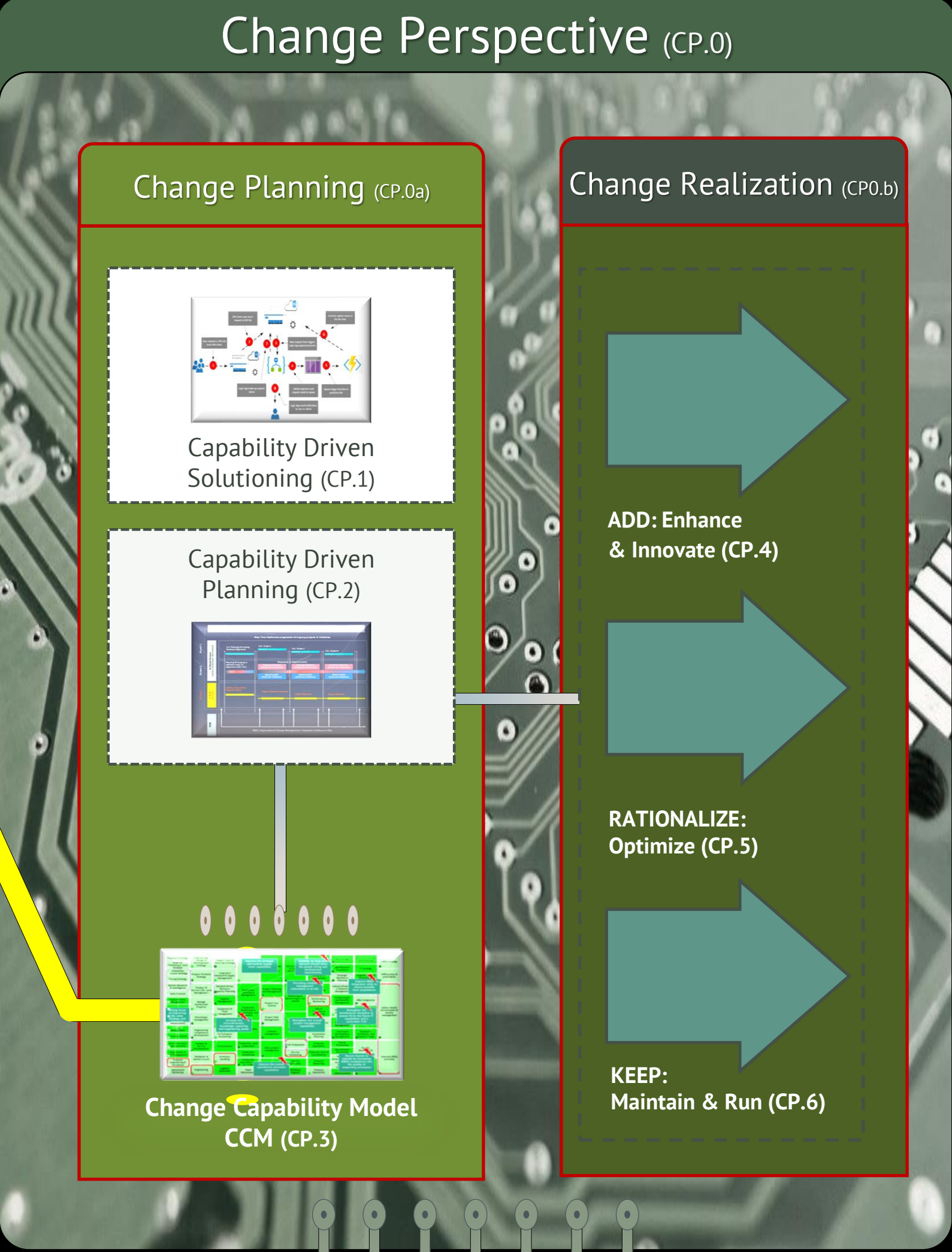
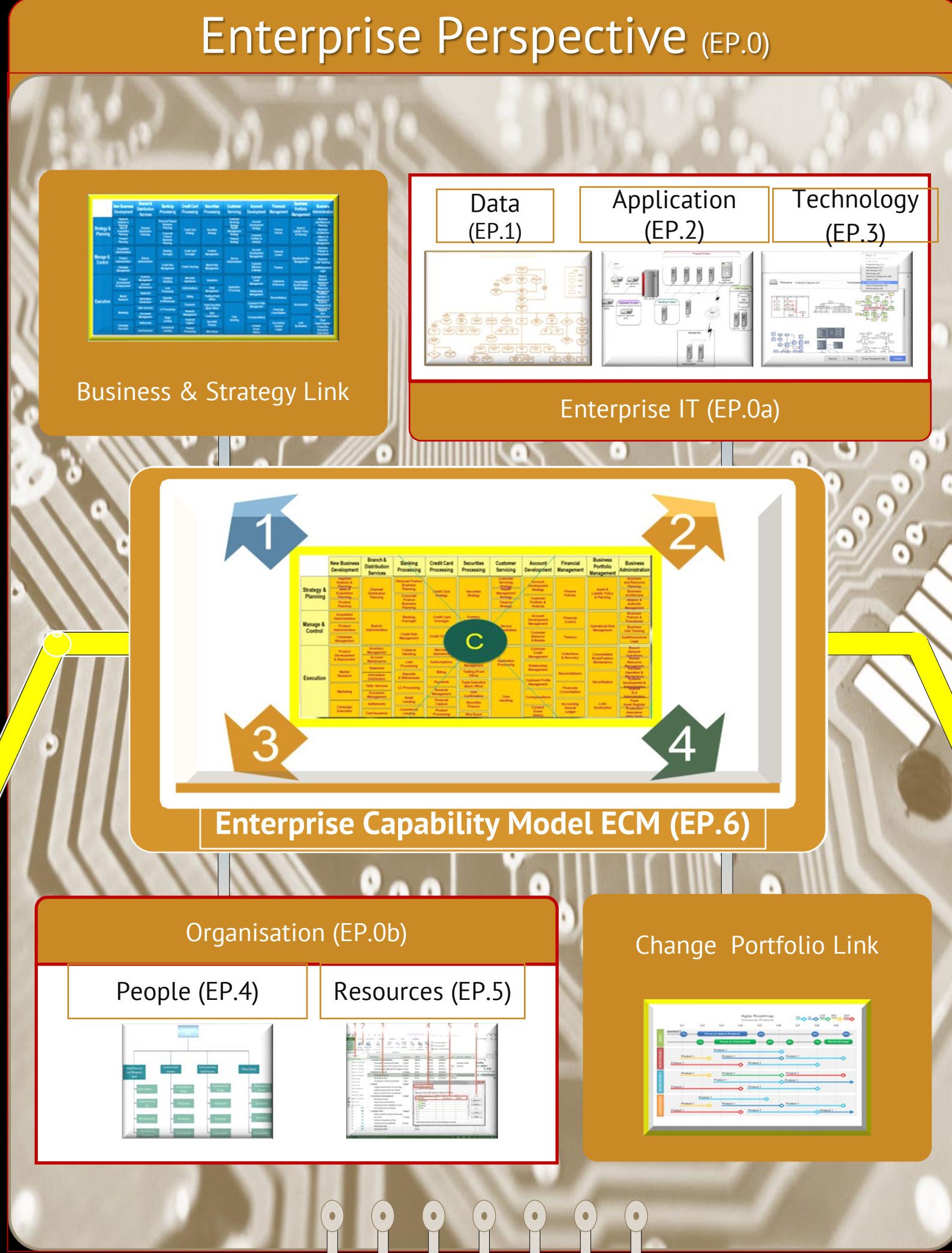
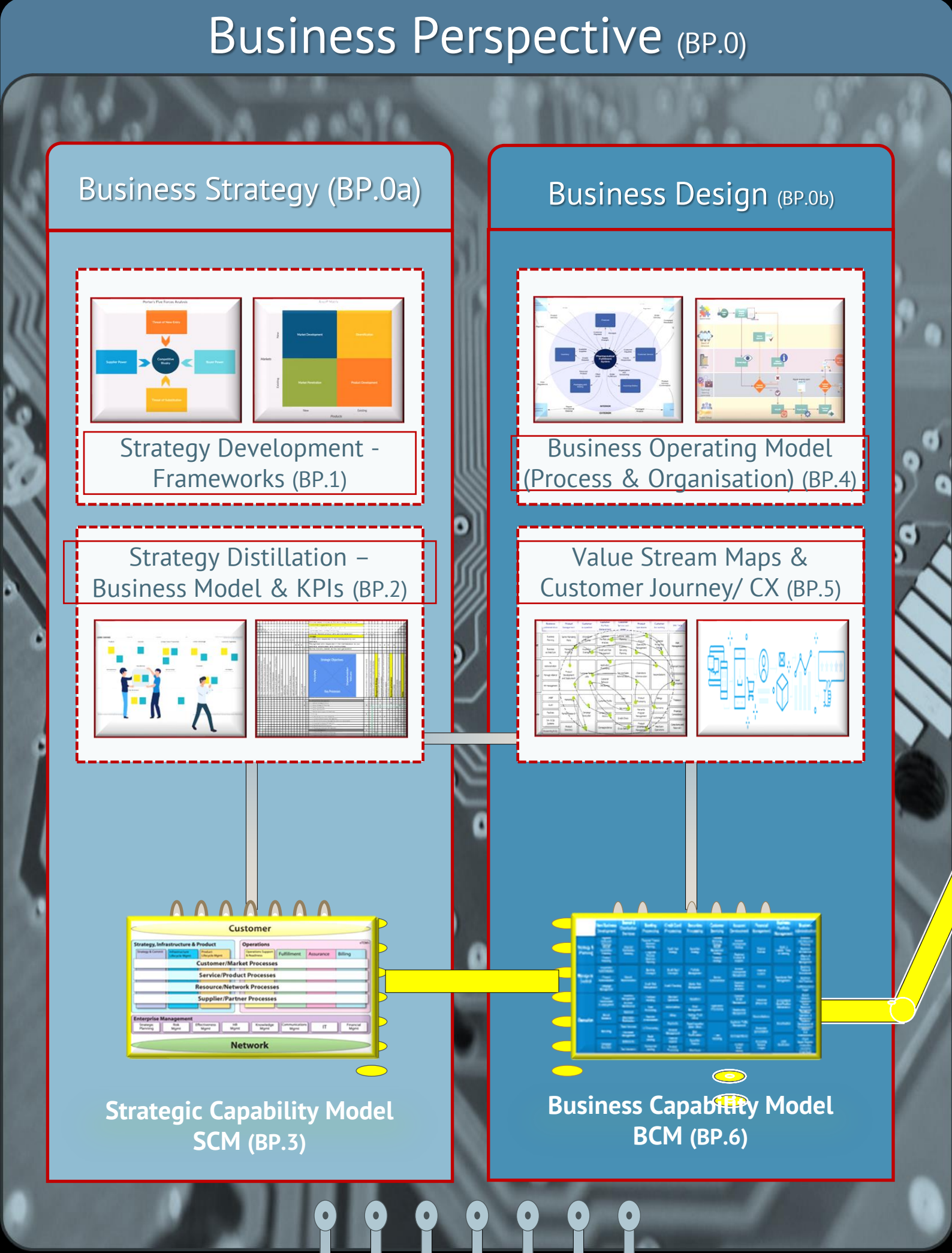


SOURCE: [HTTPS://WWW.DRAGON1.COM/](https://www.dragon1.com/)

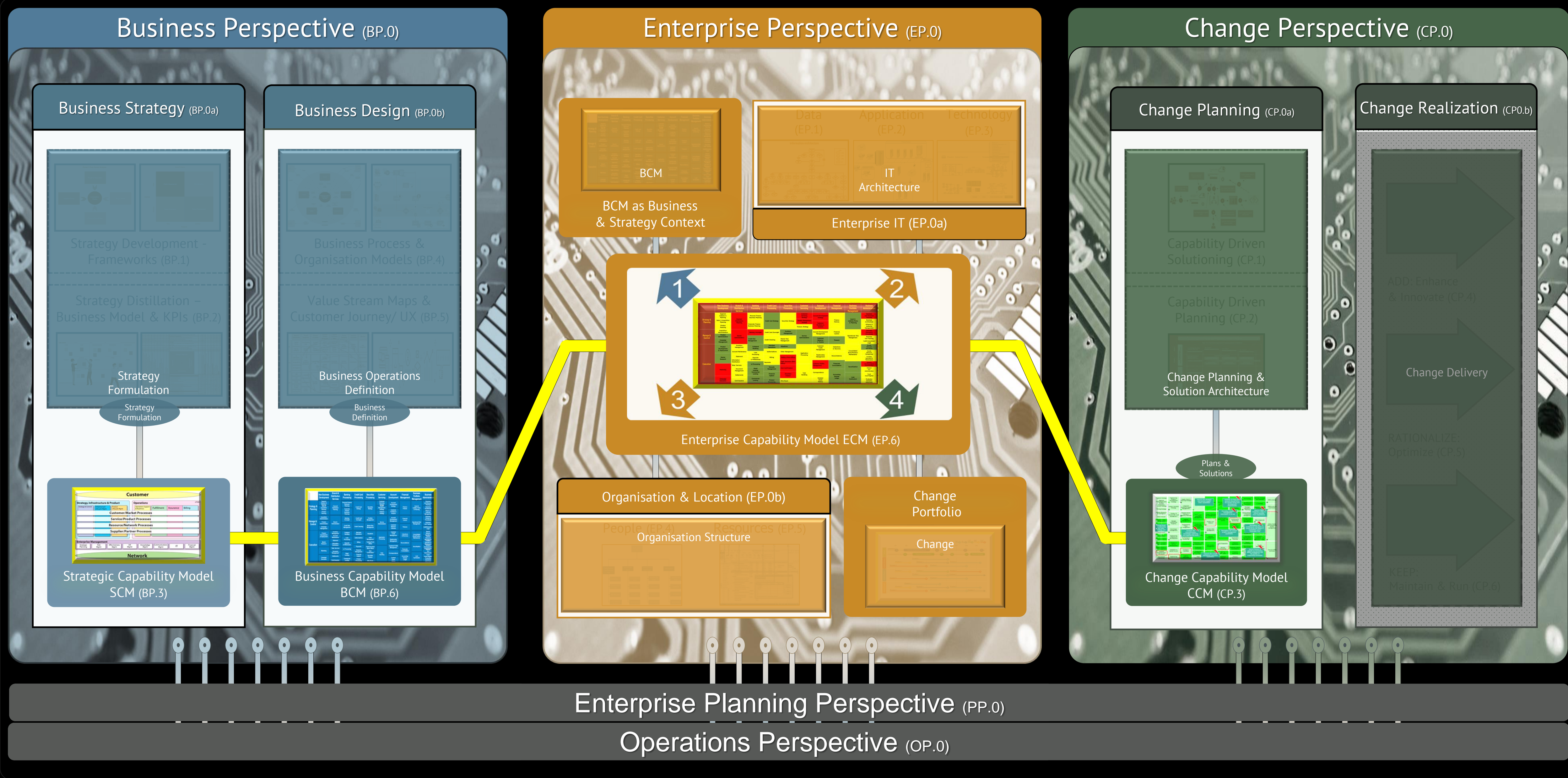


- This picture presents the scope of what must be covered under Regulatory Compliance
- Achieving Compliance is a highly challenging undertaking for business organizations
- Many companies start downstream and acquire "Compliance" Solutions and application
- Regulatory Compliance is a business focused concept, not a technology focused one, hence we must start from top level Business Strategy, then following downstream (Business Design, IT & Organization Architecture, to implemented solutions and technologies
- Need an approach that focuses on different "Perspectives" (based on a multi-layered architecture), to assess and determine exactly where Compliance is pertinent to the business and hence to the enterprise.

EPERSPECTIVES DIGITAL ENTERPRISE FRAMEWORK



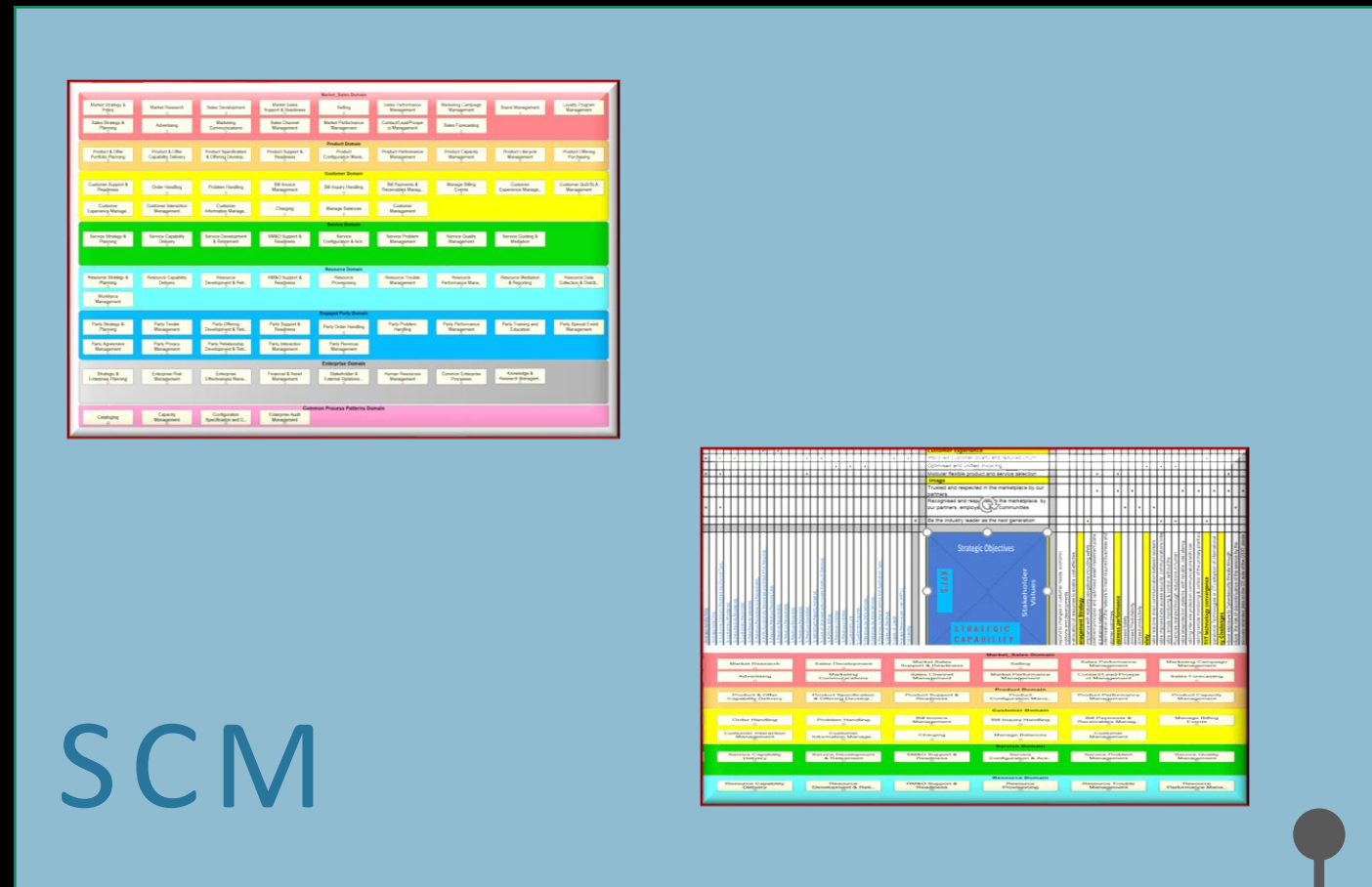
EPERSPECTIVES DIGITAL ENTERPRISE FRAMEWORK IN MOTION



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?



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?



ECM

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

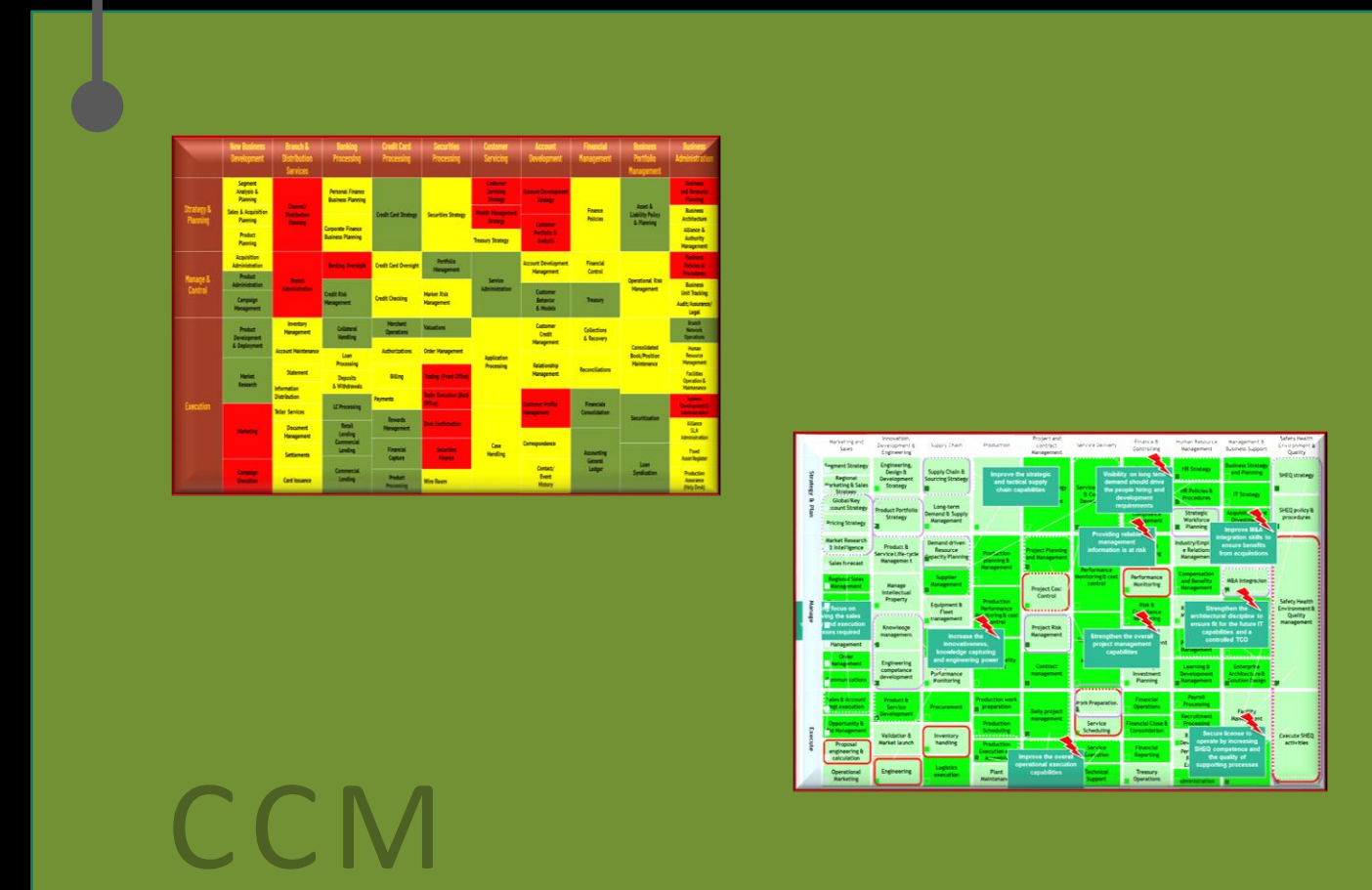
Business Capabilities can best support baselined Strategic Capabilities, what Business Service Capabilities are needed for the Business to operate optimally to fulfill Strategic Goals and KPI's, and, where can we differentiate?



BCM

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

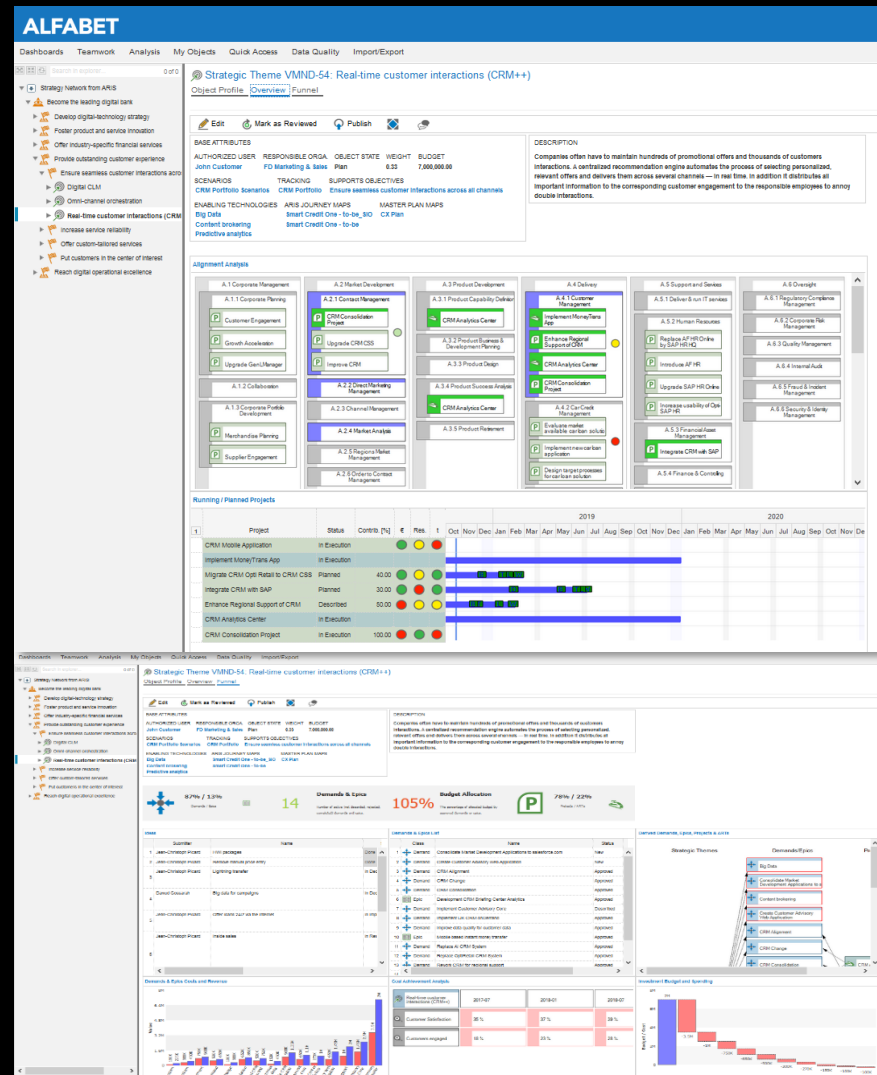
Which are the areas for Implementation, Change or Transformation to achieve optimized improvement for change Program to be planned or prioritised?



CCM

ENTERPRISE CAPABILITY MODEL (ECM):

BUSINESS CAPABILITY MODEL (BCM) BECOMES MAPPED, PROFILED, AND "BASELINED" WITH 360-DEGREE ENTERPRISE INSIGHT



Business & Strategy Profile & Oversight Link

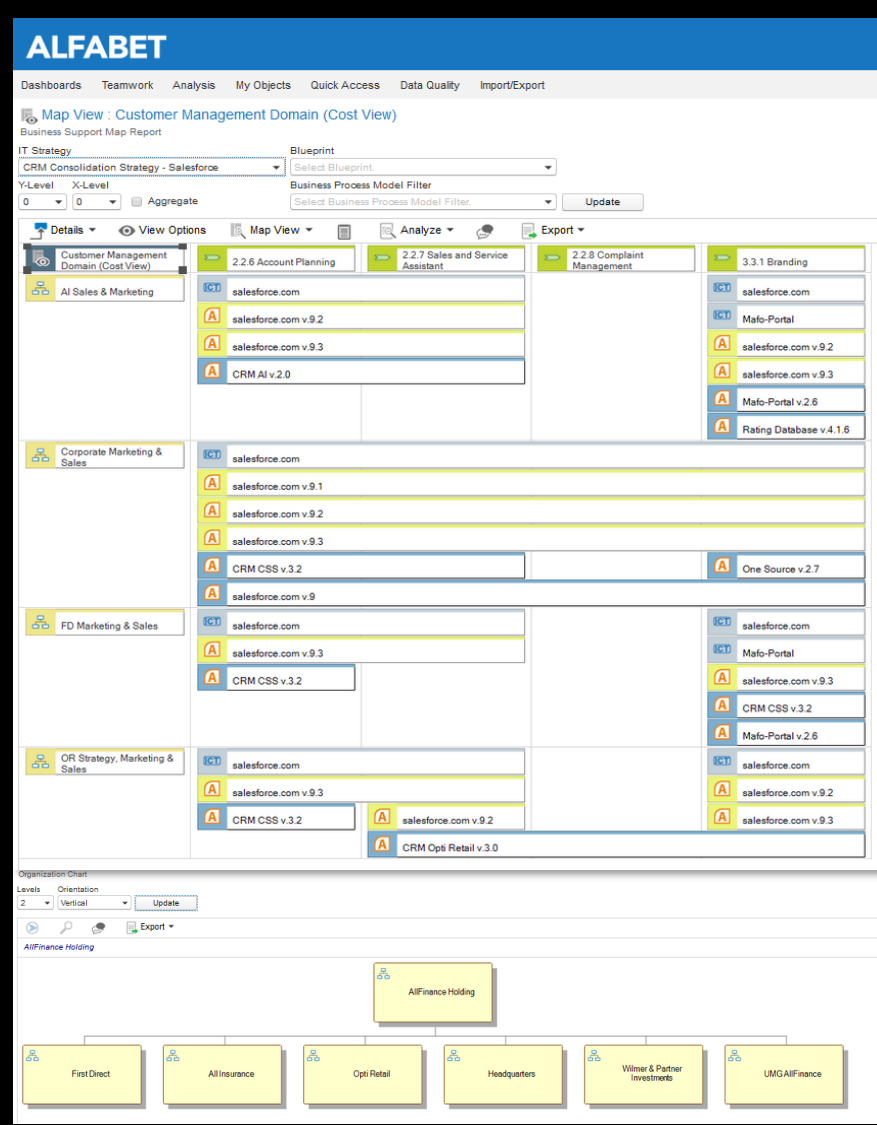
1

Enterprise IT App., Data, Technology Profile & Oversight Link

2

	New Business Development	Branch & Distribution Services	Banking Processing	Credit Card Processing	Securities Processing	Customer Servicing	Account Development	Financial Management	Business Portfolio Management	Business Administration
Strategy & Planning	Segment Analysis & Planning Sales & Acquisition Planning Product Planning	Channel/Distribution Planning	Personal Finance Business Planning Corporate Finance Business Planning	Credit Card Strategy	Securities Strategy	Customer Servicing Strategy Wealth Management Strategy Treasury Strategy	Account Development Strategy Customer Portfolio & Analysis	Finance Policies	Asset & Liability Policy & Planning	Business and Resource Planning Business Architecture Alliance & Authority Management
Manage & Control	Acquisition Administration Product Administration Campaign Management	Branch Administration	Banking Oversight Credit Risk Management	Credit Card Oversight Credit Ch...	Portfolio	Service Administration	Account Development Management Customer Behavior & Models	Financial Control Treasury	Operational Risk Management	Business Policies & Procedures Business Unit Tracking Audit/Assurance/Legal
Execution	Product Development & Deployment Market Research Marketing Campaign Execution	Inventory Management Account Maintenance Statement Information Distribution Teller Services Document Management Settlements Card Issuance	Collateral Handling Loan Processing Deposits & Withdrawals LC Processing Retail Lending Commercial Lending	Merchant Operations Authorizations Billing Payments Rewards Management Financial Capture Product Processing	Trade Execution (Front Office) Trade Execution (Back Office) Deal Confirmation Securities Finance Wire Room	Application Processing Case Handling	Customer Credit Management Relationship Management Customer Profile Management Correspondence	Collections & Recovery Reconciliations Financials Consolidation Accounting General Ledger	Consolidated Book/Position Maintenance Securitization Loan Syndication	Branch/Network Operations Human Resource Management Operation & Maintenance Systems Development & Administration SLA Administration Fixed Asset Register Production Assurance (Help Desk)

C

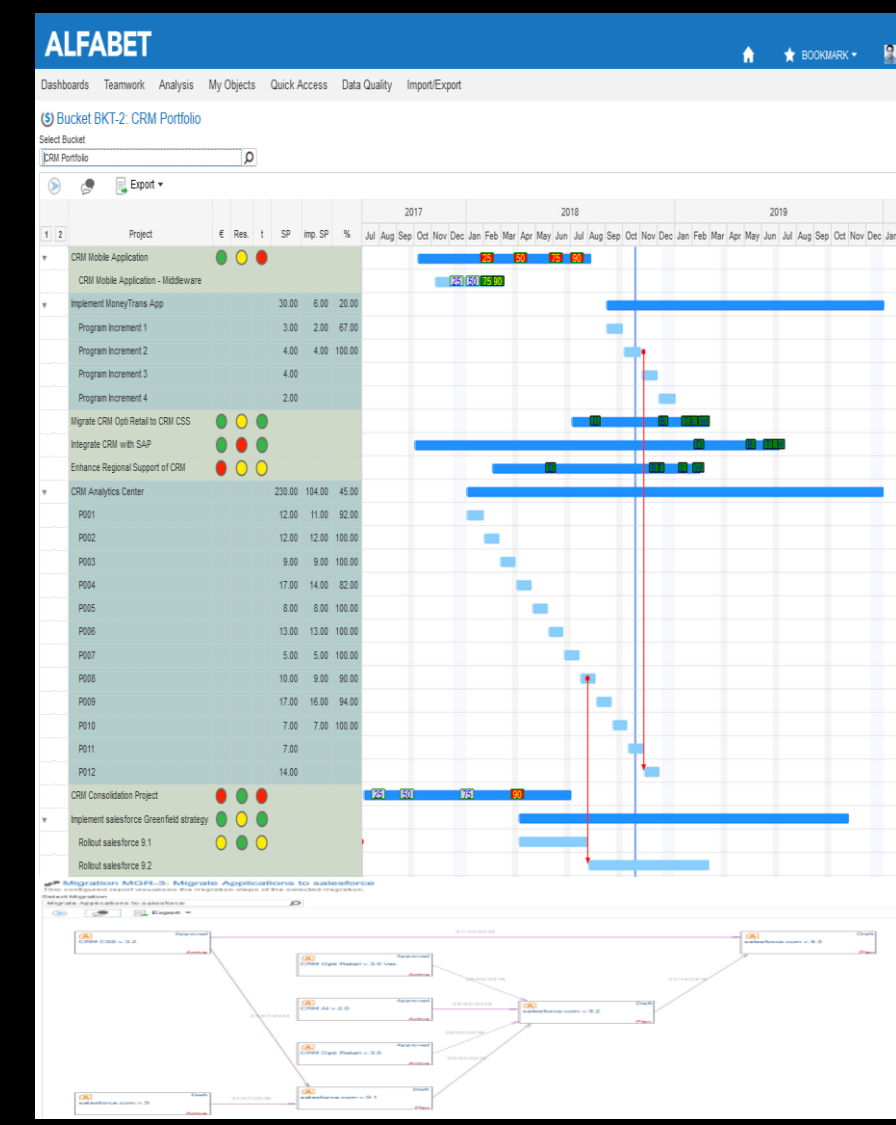
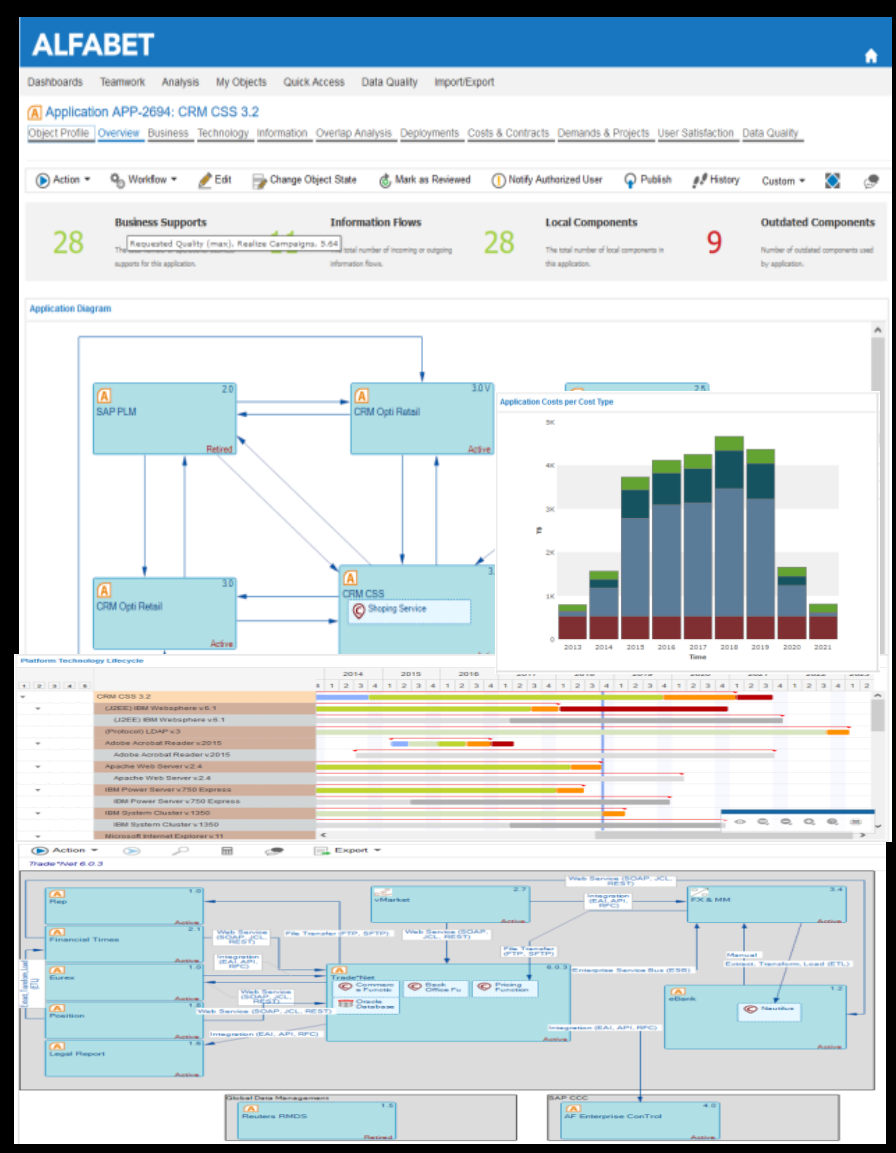


Organisation Profile & Oversight Link

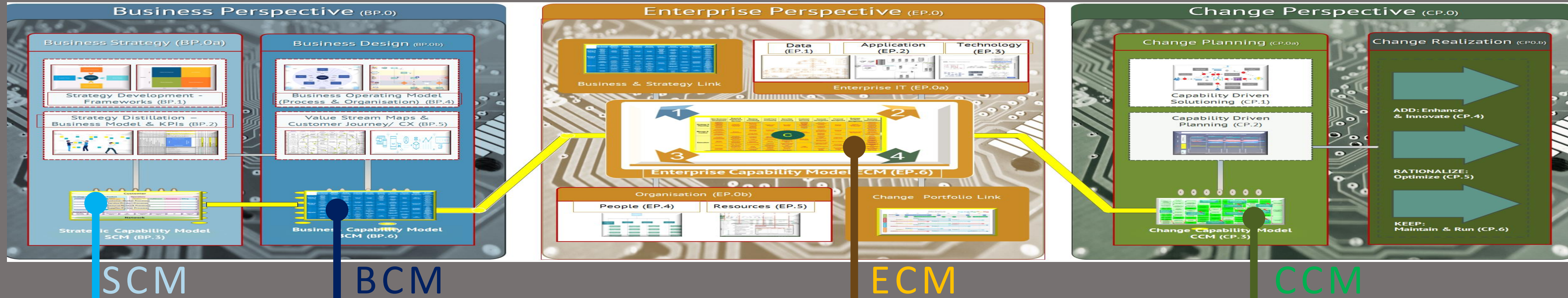
3

Change Portfolio- PGMs & Projects Profile & Oversight Link

4



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
Strategic Capabilities	Business Process & Services	Business Capabilities	Business Capabilities	Business Capabilities	Business Capabilities	Business Capabilities	Business Capabilities	Business Capabilities	Business Capabilities	Business Capabilities
4000.00	4000.00	4000.00	4000.00	4000.00	4000.00	4000.00	4000.00	4000.00	4000.00	4000.00
0.78	0.78	0.78	0.78	0.78	0.78	0.78	0.78	0.78	0.78	0.78
0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99

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
Enterprise Architecture EA	Enterprise Architecture EA	Enterprise Architecture EA	Enterprise Architecture EA	Enterprise Architecture EA	Enterprise Architecture EA	Enterprise Architecture EA	Enterprise Architecture EA	Enterprise Architecture EA	Enterprise Architecture EA	Enterprise Architecture EA
3000.00	3000.00	3000.00	3000.00	3000.00	3000.00	3000.00	3000.00	3000.00	3000.00	3000.00
0.85	0.85	0.85	0.85	0.85	0.85	0.85	0.85	0.85	0.85	0.85
0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99

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
Change Planning	Change Planning	Change Planning	Change Planning	Change Planning	Change Planning	Change Planning	Change Planning	Change Planning	Change Planning	Change Planning
2000.00	2000.00	2000.00	2000.00	2000.00	2000.00	2000.00	2000.00	2000.00	2000.00	2000.00
0.95	0.95	0.95	0.95	0.95	0.95	0.95	0.95	0.95	0.95	0.95
0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99

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



EPERSPECTIVES: DIGITAL ENTERPRISE – BASELINED, SIMPLIFIED, AND UNIFIED

ILLUSTRATIVE IMPLEMENTATION

	B	C	D	G	N	O	P	U	V	W	Y	Z	AA	AB	AC	AD	AE	AF	AK	AL	AM	AO	AP	AQ	AR	AS	AT	AX	AY	AZ	BB	BC	BD	BE	BF																
1	BP2	BP3 - derived from BP2	BP4	BP4-Derived		BP6					0.85			EP6	EP - Enterprise Architecture EA								0.85		CP3	GAP			0.85			Portfolio Planning																			
2	X-Matrix correlations	Strategic Capabilities	Business Process & Services	Strategic Contributions (Value KPIs)	Performance	Business Capability Model					Diagrams	Workflows	Performance	Enterprise Capability Model	EP1- Application Arch	EP2- Data Architecture	EP3- Infrast Architecture	EP4- Org. & Reso				Diagrams	Workflows	Performance	Change Capability Model	Change Specifics									Program Structures																
11	V1, V2, V3, G1, G3, KP3, KP5, G4, KP6, KP7, G2, V5, KP9, V12, G21, KP12, KP13, KP14, KP15, KP16, V13, G36, KP11, V11, G15, KP51, KP52, KP53, V7, KP2, KP8, G19, KP23, KP30, KP31, KP32, KP33, KP34, V10, G11, G12, KP21, KP22, KP39, KP40, KP41, KP42, KP43, KP44, V14, KP17, KP18, KP19, KP20, KP23, KP24	MARKET_SALES DOMAIN	11 Market/Sales Management	5000.00	0.78	MARKET_SALES DOMAIN	3000.00	2779.53	2976.48				3000.00	0.49	MARKET_SALES DOMAIN	A101, A102, A105, A107, A103, A104, A106, A127, A130, A151, A155, A152, A154, A161, A148, A153, A170, A191, A193, A192, A194, A195	D101, D103, D104, D107, D105, D106, D171, D190, D191, D192	S10, S11, S12, S15, S16, S21, S16, S18, S107, S108, S102, S121, S122, S123, S124, S125, S197, S198, S196, S195, S192, S191	R1, R23, R24, R2, R3, R6, R5, R7, R23, R9, R13, R25, R26, R27, R72, R75, R74, R73, R79, R80, R91, R92, R93, R94, R95, R96	2200.00	2017.93	2227.38			2227.38	0.59	MARKET_SALES DOMAIN																								
12	V5, G7, KP10, KP12, KP13, KP14, KP15, V9, G2, G3, G11, KP9, KP11, V12, V13, G21, G22, KP1, G15, KP51, KP52, V26, G12, KP61, KP62, KP63, KP64, KP65, KP66, KP67, KP68, KP69, V27, G17	PRODUCT DOMAIN	12 Product Management	4000.00	0.63	PRODUCT DOMAIN	5300.00	4425.50	5252.62				5300.00	0.87	PRODUCT DOMAIN	A201, A203, A204, A205, A221, A222, A223, A224, A225, A226	D201, D202, D203, D221, D222, D223, D224, D225, D226	S201, S202, S203, S223, S222, S224, S225, S226, S227	R20, R21, R22, R24, R25, R26, R27, R28, R29	1990.81	1925.65	2026.20			2026.20	0.54	PRODUCT DOMAIN																								
13	V13, V18, V21, G5, G7, KP12, KP14, KP16, KP18, KP17, KP18, KP19, KP20, KP21, KP22, KP23, KP24, V14, V16, G8, G11, KP13, G17, G23, KP23, KP34, KP35, V13, G21, G25, KP37, KP38, KP39, KP40, KP41, V31, G35, V35, G36, KP36, V36, G38, V37, G33, V34, KP42, KP43, V39, G40, KP25, KP26, KP27, KP29, KP30, KP31, KP33, KP44, KP47, KP48, KP49	CUSTOMER DOMAIN	13 Customer Management	5000.00	0.78	CUSTOMER DOMAIN	3920.0	3334.0	3238.9				3919.97	0.64	CUSTOMER DOMAIN	A311, A313, A312, A315, A314, A316, A317, A318, A319, A320, A321, A322, A323, A331, A332, A333, A334, A354, A365, A371, A374, A327, A345, A393, A301, A306, A309, A310	D311, D312, D313, D315, D314, D316, D317, D318, D319, D320, D321, D322, D323, D324, D325, D326	S311, S312, S313, S314, S315, S319, S316, S317, S318, S320, S321, S322, S323, S324, S326, S327, S328, S331, S332, S333, S334, S336, S337, S364, S365, S366, S371, S372, S374, S345, S393, S399, S391	R32, R33, R38, R36, R34, R36, R34, R37, R34, R38, R34, R39, R34, R40, R34, R41, R34, R42, R34, R43, R31, R37, R39, R35, R34, R40	2018.27	2111.75	1981.83			2111.75	0.56	CUSTOMER DOMAIN																								
14	V14, G11, KP41, KP42, KP43, KP44, KP45, KP46, KP47, V11, G14, KP40, V17, G23, KP34, KP35, KP36, V34, G43, V35, G34, KP37, KP38, KP39, V36, G44, KP61, KP62, KP63, KP64, V44, KP14, KP15, KP16, KP17, KP18, KP19, KP20, KP21, V45, G15, KP51, KP52, KP53, KP54, KP55, V43, G54, G45, KP56, KP57, V46, V47, KP71, KP72, KP73, KP74, V49, G53, KP91, KP92, KP93, KP94, KP95, G54, KP95, KP96, KP97	SERVICE MANAGEMENT	14 Service Management	6400.00	1.00	SERVICE MANAGEMENT	4571.00	4461.52	4639.93				4639.93	0.76	SERVICE MANAGEMENT	A421, A414, A422, A423, A430, A431, A439, A438, A435, A441, A444, A442, A450, A451, A452, A453, A454, A457, A458, A459, A460, A463, A473, A482, A483	D412, D414, D422, D423, D431, D433, D432, D441, D442, D444, D450, D451, D452, D453, D454, D457, D458, D459, D460, D463, D473, D482, D483	S412, S414, S422, S423, S432, S433, S434, S435, S436, S437, S438, S439, S441, S442, S443, S445, S446, S447, S448, S449, S442, S443, S450, S451, S452, S453, S455, S460, S454, S456, S457, S458, S459, S461, S463, S473, S482, S483	R42, R43, R44, R41, R47, R48, R45, R46, R51, R27, R61	3750.00	3736.03	3752.18			3752.18	1.00	SERVICE MANAGEMENT																								
15		RESOURCE DOMAIN	15 Resource Management	4500.00	0.70	RESOURCE DOMAIN	3340.00	3195.76	3481.20				3481.20	0.57	RESOURCE DOMAIN	A551, A553, A523, A525, A533, A537, A541, A543, A542, A552, A553, A564, A565, A572, A573, A581, A582, A591, A592, A510	D551, D553, D523, D525, D533, D537, D541, D542, D543, D552, D553, D564, D565, D572, D573, D581, D583, D584, D591, D596, D516	S551, S552, S553, S556, S523, S525, S533, S537, S538, S541, S542, S543, S552, S553, S554, S555, S559, S564, S565, S566, S572, S573, S581, S582, S583, S584, S588, S591, S592, S593, S594	R56, R36, R33, R52, R53, R57, R58, R54, R55, R59, R56, R51, R61	2270.00	2114.68	2235.13			2270.00	0.60	RESOURCE DOMAIN																								
16		ENGAGED PARTY DOMAIN	16 Engaged Party	4850.00	0.76	ENGAGED PARTY DOMAIN	5890.00	5533.94	6100.12				6100.12	1.00	ENGAGED PARTY DOMAIN	A611, A621, A622, A631, A632, A641, A642, A651, A652, A661, A662, A664, A671, A674, A682, A684, A691, A694, A6A1, A6A4, A6B2, A6B4, A6C1, A6D1, A6D2, A6D3	D611, D612, D621, D622, D631, D632, D641, D642, D651, D652, D661, D662, D663, D664, D671, D674, D682, D684, D691, D694, D6A1, D6A2, D6A4, D6B2, D6B4, D6B5, D6C1, D6C2, D6D1, D6D2	S611, S612, S614, S621, S622, S623, S624, S631, S632, S633, S639, S641, S641, S649, S645, S651, S652, S653, S654, S655, S657, S659, S663, S664, S666, S667, S673, S681, S682, S683, S684, S688, S691, S692, S693, S694	R61, R62, R63, R67, R66, R64, R68, R65, R69	2760.00	2681.28	2705.91			2760.00	0.74	ENGAGED PARTY DOMAIN																								
17		ENTERPRISE DOMAIN	17 Enterprise	3100.00	0.48	ENTERPRISE DOMAIN	4783.63	4667.86	4890.66				4890.66	0.80	ENTERPRISE DOMAIN	A711, A722, A723, A732, A733, A734, A741, A742, A721, A727, A724, A725, A726, A743, A753, A761, A762, A763, A764, A765, A766, A772, A774, A747, A775, A782, A783	D711, D722, D723, D731, D732, D734, D741, D742, D721, D727, D733, D724, D726, D725, D743, D753, D761, D762, D763, D764, D765, D766, D774, D747, D775, D782, D783	S711, S712, S722, S723, S724, S725, S731, S733, S734, S735, S741, S742, S744, S745, S746, S721, S727, S772, S778, S728, S726, S732, S743, S753, S755, S756, S761, S762, S763, S764, S765, S766, S774, S773, S747, S754, S793, S794, S795	R71, R73, R75, R72, R74, R77, R78, R79, R44, R67, R76, R72, R73, R80	2700.00	2591.39	2688.73			2700.00	0.72	ENTERPRISE DOMAIN																								
18		COMMON PROCESS PATTERNS DOMAIN	18 Common Process Patterns	1000.00	0.16	COMMON PROCESS PATTERNS DOMAIN	2250.00	2250.00	2250.00				2250.00	0.37	COMMON PROCESS PATTERNS DOMAIN																																				

ACCELERATE DIGITAL TRANSFORMATION

Whether the aim is to reduce costs while achieving digital innovation, address regulatory requirements or become more agile to meet business demands, ePerspectives can help successfully drive and underpin the enterprise digital transformation journey, with differentiating value such as:

- **Ensure business drives IT** with fully traceable Business to IT enablement – business and IT aligned with uniform framework
- **Empower business with holistic oversight** across the organization in a dashboard – the dashboard serves as “Command & Control Center”
- **Enable significant cost saving** with 360-degree up-to-date enterprise oversight – once enterprise 360-degree insight is baselined, there can be immediate significant cost saving opportunities that require minimum investment or effort, e.g. in application portfolio optimization
- **Enable fact-based transformation & change planning** that is rational and not emotional - ability to define, harmonize, and manage change initiatives optimally
- **Simplified Business and IT landscape**, with facilitated Enterprise governance
- **Maintain existing or newly developed assets and enablers** in a central asset repository tool that can be (re)used across the organizations
- **Drive reuse for deliverables and assets** based on a standardized combination of reference models, offerings and architectural artefacts to accelerate and improve efficiency and quality
- **Improve the predictability of change via Impact simulations**, what if analytics and trade-off analysis, and evolve the architecture to create and test alternative future states before committing to implementing one
- **Move away from spreadsheet based enablers and assets** with a centralized XCM Capability driven approach , replacing numerous enterprise artefacts into with “only 1 Enterprise-wide Central and consolidated Artefact” approach that standardizes how we store & access knowledge hence available for reuse, and remains current as single version of truth, unlike e.g. in Word, Excel, Visio, etc., where data can be outdated, cumbersome to access, and unreliable especially for strategic decisions such as cost saving
- **Improve staff efficiency Reduce the average resource cost** per engagement by optimally leveraging business or IT or onsite or offshore teams by following a uniform framework and methodology, tooling and collaboration with interdependencies and interactions being clear in detail, to improve the enablement and upskilling of staff, including new or junior staff to accelerate and improve their contribution
- **Ability to generate business case from harmonized, reliable, and current enterprise insight** to pre-defined, or dynamically defined reporting relying on the framework metamodel implemented in the tool, where true Enterprise “Digital DNA” makes possible access to reports that bring the exact insight and parameters that the business requires to justify decisions such as budget allocation prioritization (We call this “EAQL”, i.e. Enterprise Architecture Query Language”, that can query and report on all key EA aspects

KEY CHARACTERISTICS

5 Key focus PERSPECTIVES of BUSINESS, ENTERPRISE, CHANGE, PLANNING , and OPERATIONS (Key focus here on)the first 3

1-ONE UNIFIED ENTERPRISE BASELINE – UNIFIED LANGUAGE AND TERMINOLOGY

ePerspectives is a framework that can be applied to any organization as a UNIFIED BASELINE to clarify various functions and organizational entities and harmonizes them to better fulfil a collective and ENTERPRISE-LEVEL purpose. This is similar to using an ELECTRONIC CIRCUIT DIAGRAM for the enterprise, with various SELF-CONTAINED COMPONENTS that representing different functions and interactions across the enterprise enabling MODULAR design , and UNIFIED, SEQUENTIAL, TRACEABLE, END-TO-END view of the enterprise

2-MINIMISED NUMBER OF ARTEFACTS AND DOCUMENTS

ePerspectives only uses ONE CENTRAL ENTERPRISE ARTEFACT ! This is called X-CAPABILITY MODEL OR “XCM”, which serves as the “Enterprise Decision Making Dashboard” or “Command & Control Center”, that makes it possible to achieved unified global oversight, plan, control, and monitor optimally , and apply what-if scenarios and fact-based analysis for optimization and cost saving. XCM is similar in semantics, but different in characteristics, across the 3 Perspectives of Business (BCM), Enterprise (ECM), and Change (CCM). While every individual Perspective will have INTERNAL ARTEFACTS AND DOCUMENTS, these are only deemed of visibility relevance only to the individual Perspective in question. ALL key relevant aspects and artefacts across the organization can be accessed through using this baselined XCM. A ROLE -BASED ACCESS MODEL ensures that only data and artefacts that are pertinent to a given role/Perspective are made accessible accordingly.

3-SEPARATION OF CONCERNS (PERSPECTIVE ENCAPSULATION)

ePerspectives underlines the importance not mixing concepts across very different functions (perspectives) to avoid different and disjointed role-dependent organizational views and perceptions as well as terminologies that cannot be easily reconciled. Each PERSPECTIVE focuses only on A)Its own scope and area of concern and B)Its interactions and contracts to fulfill with respect to other organizational functions (Perspectives)

4-INTERNAL vs EXTERNAL

Having one Unified Enterprise Baseline makes it possible to achieve Separation of Concerns across the organization through dividing the scope and area of concern for each Perspective into 2 distinct categories:

- INTERNAL:** What is only of direct relevance and interest to a given perspective, e.g. “Enterprise Architecture” or “Change Planning” but not directly relevant to other functions and entities in the organization (except to rely on their “agreed input/output” where applicable)
- EXTERNAL:** Focus only on what is of relevance and interest to the orchestration and interaction between different Perspectives (departments, BU’s...) in order to best operationalise interactions with other functions and entities (Perspectives) in the organisations to optimise the flow, interaction, and mutual contract fulfilment

5-HIGH COHESION, LOW COUPLING

Breaking down the organization to separate self-contained and inter-dependent components that interact and collaborate based on clearly agreed “contracts” makes the organization highly cohesive, with components’ primary characteristics and functionality being only directly related and relevant to their Perspective, while Coupling is minimized as the number of critical interactions points is minimized, thus facilitating the planning and monitoring and control, and significantly increasing flexibility due to modularity.

DTAAS WITH EPERSPECTIVES: ON A PAGE

Synopsis

Accelerate a digital transformation journey with an intelligible and practical approach that encompasses proven and best-practice digital transformation methodology and tools as differentiating enabler and accelerator to harmonize Business and IT and bring the control and oversight back to the business and away from tedious methods and technology jargon, to achieve RESULTS.

Value

- **Simplified:** Our approach and framework help simplify the complex enterprise landscape, and distil it into a simplified picture that enables stronger oversight, control, and governance
- **Humanasied Language:** Our approach and framework are in "Business/Human Language" and especially suited to executive decision makers who require thorough oversight across the entire estate of Business and IT
- **Business in driving seat:** It puts the business back in the driving seat enabling it to express and drive change based on intelligible business terms and language, rather than IT and Technology driving (or decelerating) change in own language and terminology and expecting business to understand, adjust, and follow
- **Proven:** The approach and framework have been developed by business and IT industry thought leaders, and successfully implemented at leading organizations with excellent reviews from the executive leadership with referenceable testimony that strongly endorses it and confirms the "before and after" model above
- **Before State:** Making assessments and decisions by having to reach out to various parts of the organization for crucial data and insight, which is captured in different shapes or formats (PPT, Excel, written documents, opinions, etc.) rendering it often unreliable and emotion based, or not up to date
- **After State:** Make assessments and decisions by going to an executive dashboard on-demand, analyzing and assessing up to date and 360 degree enterprise insight and data spanning across strategy, business, Technology & IT, organization and change portfolio, enabling fact and RoI-based decision making, change and transformation planning, and cost and effort harmonization & optimization

Typical business reasons to see ePerspective

- Digital Transformation efforts have stagnated or failed, need for an approach that is intelligible to be uniformly understood by business and IT, and is practical, value based, and not overly costly
- Enterprise Strategic Baselineing requires reliable and current 360-degree harmonized oversight across different entities in the organization across the business and IT
- Cost Saving is high priority but can only be made possible with reliable and current 360-degree harmonized oversight of all key data and parameters across the organization
- Mergers & De-mergers are highly challenging especially when driven as "IT initiatives", and require like-for-like Business Strategy and Business Model comparison and Gap Analysis
- Enterprise Regulatory Audit / Compliance is highly challenging especially when driven as "IT initiatives", since compliance-related aspects are spread across many diverse and different aspects hence difficult to identify and action, and focus is required on compliance-related KPI's, Processes, and the complex IT landscape
- Business Design, Customer Journey & Experience warrants incorporation of cutting-edge business & technology innovation, and alignment with Business Strategy and IT solutions
- Legacy Modernization warrant bimodal transformation – "Optimize the Now & Future-proof the now"
- Portfolio Rationalization needs 360-degree oversight of applications and their true "business value"
- Unified business-to-IT enterprise Target Operating Model (TOM) is difficult to achieve with tired-and-failed tedious and costly methodologies, and can be made possible with ePerspectives
- IT, Enterprise, and Business Design Transformation & TOM is difficult to achieve with tired-and-failed tedious and costly methodologies, and can be made possible with ePerspectives

VOICE OF CLIENTS

Our digital transformation program had many challenges and was stagnating. It was not clear what different streams were doing and how they aligned. Arsalan led this engagement that brought us clarity and conviction based on a fresh approach we could understand and relate to, and a clear roadmap that put the Program back on track.

A CIO at a Global Insurance Leader

The framework and the 4+1 dashboard is my "Command & Control Center" giving me on-demand oversight to make real fact-based decisions..

A CIO at a Global Technology Leader & Household name

Great value in Approach and tool generating fact-based business case, Before I used to approve most IT spend without any way to understand it!

A Director of Business at a Leading Healthcare Provider

This was a complex and strategic country-wide transformational program ...involving business transformation...As such it had major impact on the business...required the support of many stakeholders... They were all delivered, orchestrated by Arsalan. The project is considered a major success by customers, and by our mgmt., and has given the confidence that the team is capable of executing similar projects.

A Head of Enterprise Architecture at a European Telecoms giant

Arsalan led the engagement helped us understand where we are and how our current applications are supporting our - our current processes and how the technology will support our - our ambition in terms of our future strategy.

And through that work we can start to identify where the gaps are, where the opportunities are and we'll be able to do our transformation based on that work and that will really transform our ability to deliver our services in a much more flexible and lower cost way, and be much more responsive to our service needs, and the work has really helped us understand that link between the technology and how it supports the delivery of services.

A CIO at one of the largest global Public Sector organisations

Its remarkable what Arsalan was able to achieve in such a short time frame, let me outline a few high lights: ... This is just to mention a few examples in addition you brought a lot of best practice models to strengthen Enterprise Architecture discipline as well as IT services.

A Head of Global Architecture & Technology at a Global Technology Leader & Household name

Great solutions and support where we are frustrated with other leading SI's whose consultancy engagements leave us with more questions than answers! Really helped us understand that link between the technology and how it supports the - service and their delivery of services to the - ... And that will really transform our ability to deliver our services if in a much more flexible way, in a lower cost way and be much more responsive to our service needs.

A Head of Innovation at a Large Global Organisation



Thank You!

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EATTRANSFORM

Digital Enterprise Transformation