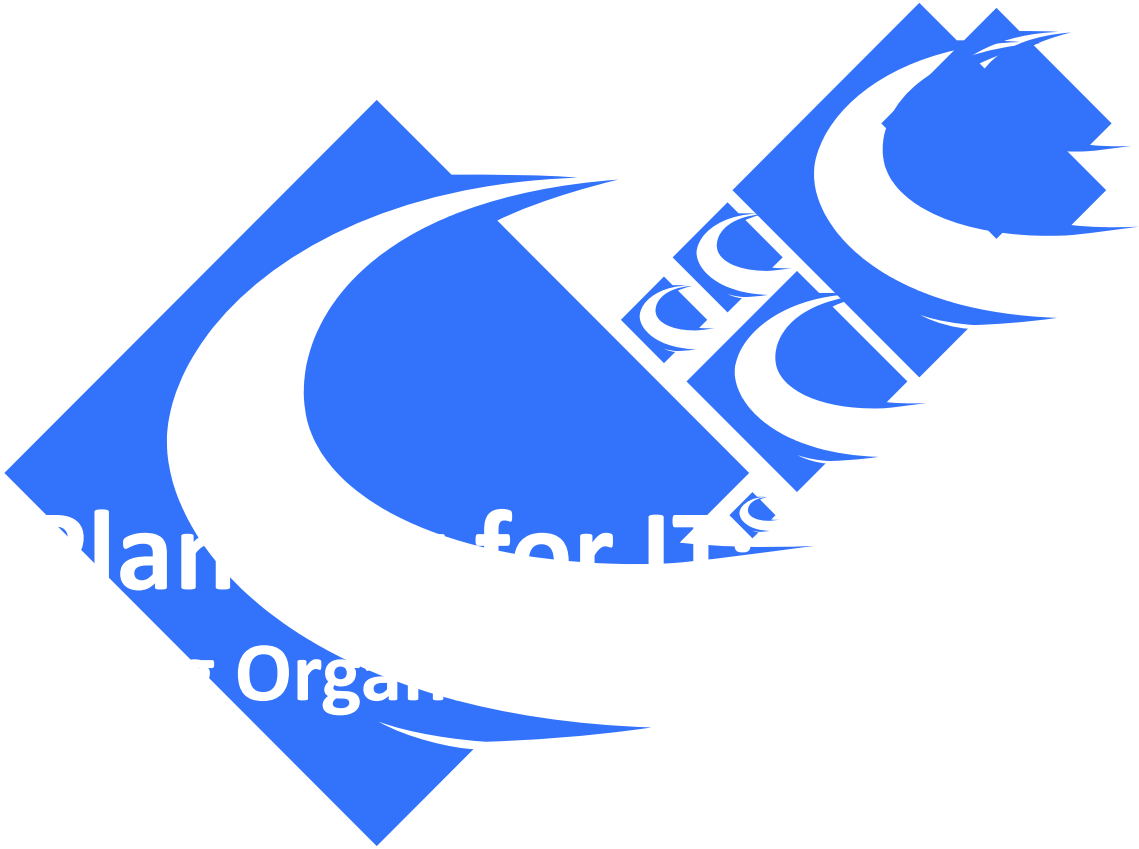


Martin Owen

CEO

© Corso Ltd 2012

- Created in 2011
- To address market gaps within Enterprise Architecture and Strategic Planning knowledge and agile tools
- Founder members: 60+ years of Enterprise Architecture and Strategic Planning experience
- IBM Partners
  - Products
  - Cloud
  - Consulting and Training Services
- Offices in UK, US, Australia
- Certified TOGAF, ArchiMate practitioners

© Corso Ltd 2012

- Mobility/BYOD
- Cloud Services
- Social Media
- Big Data
- Security
- Innovation

© Corso Ltd 2012

- Overview of Strategic Planning for IT
- EA in the Strategic Planning Lifecycle
- Strategic Planning for IT: The Process
- Strategic Planning for IT: The Platform
- Summary

Business Partner IBM™

© Corso Ltd 2012

© Corso Ltd 2012

- A systematic approach that
  - allows ALL stakeholders become leaders in change initiatives
  - helps an organization unite its knowledge of the market, capabilities and delivery into a single platform
  - ensures projects are backed with a solid business case and traceable back through the decision making process
  - ensures the entire project portfolio can be managed as change occurs

Business Partner IBM

© Corso Ltd 2012

corso Strategic Planning for IT

- The evolution of Enterprise Architecture
  - Socialization
  - Portfolio Management
  - Enterprise Architecture (EA) with ArchiMate
  - Solution Delivery

- EA without Strategic Planning for IT truly limits your ability to succeed

Business Partner IBM™

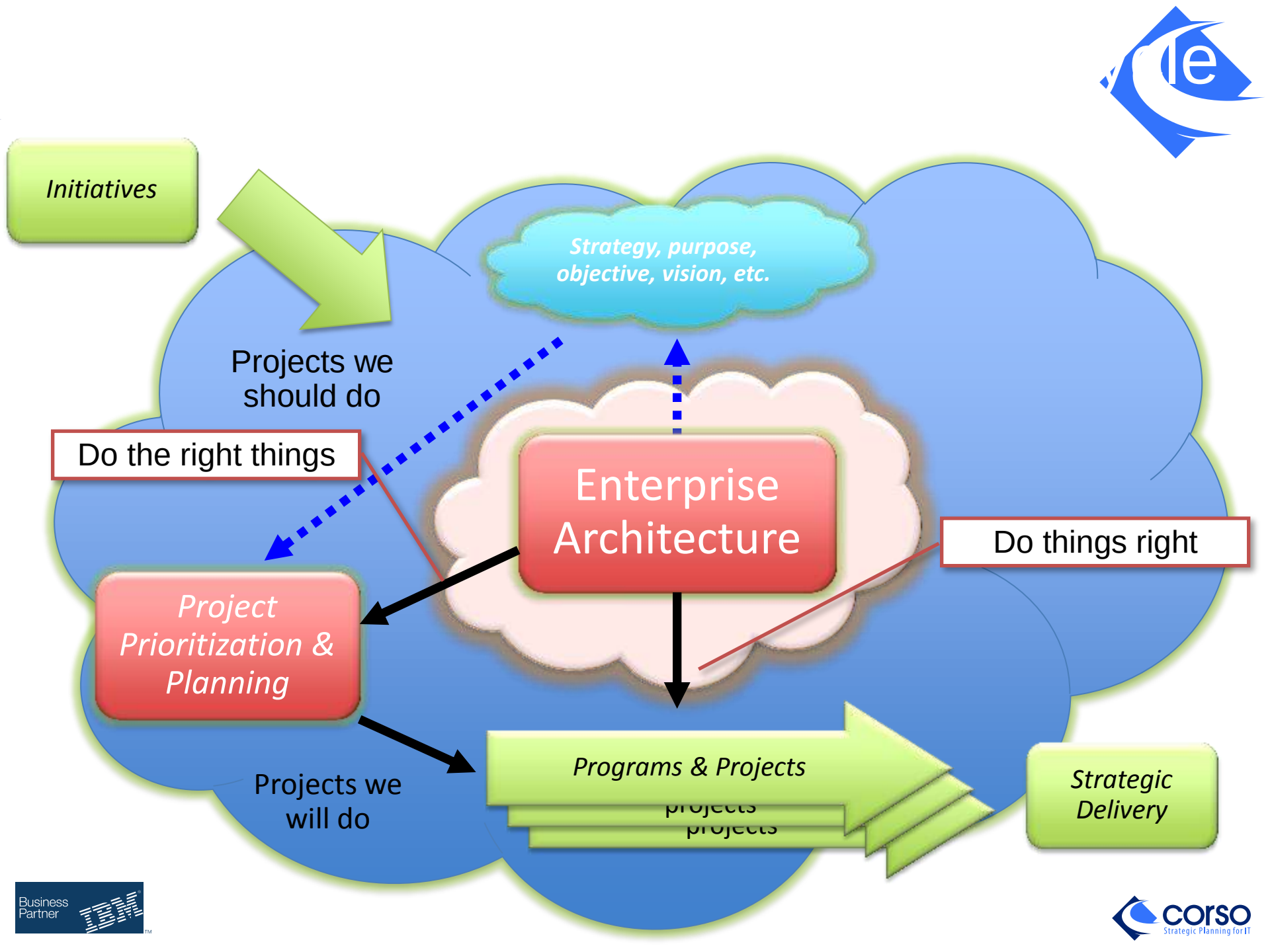
© Corso Ltd 2012

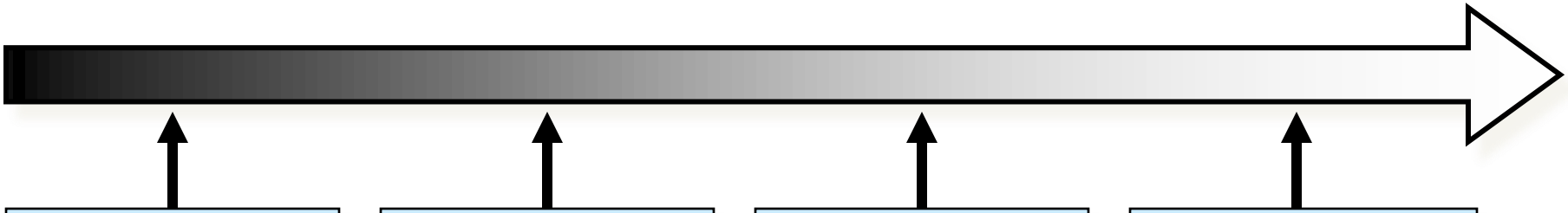
corso Strategic Planning for IT

- Technology trends are driving customer behaviour
  - Web technology
  - Mobile availability
  - Geographically dispersed teams
- Multiple data sources and tools
- Organizations are becoming more engaged with their stakeholders
- Cloud technology makes deployment easier
- SaaS models reduce barriers to entry

© Corso Ltd 2012

© Corso Ltd 2012


Initiatives
Strategy, purpose, objective, vision, etc.
Projects we should do
Do the right things
Enterprise Architecture
Do things right
Project Prioritization & Planning
Programs & Projects
Projects we will do
Strategic Delivery



Cost Reduction
- What do we have?
- Need all of it?
- Consolidate to reduce costs?
- Desire for impact analysis

Governance
- Develop standards and recommended best practices (e.g. technology stacks, server platforms)
- Seeking repeatability
- Encourage IT evolution
- Focusing on IT scope only
- Manage change

Broaden Scope
- Socialization of ideas and architecture
- Meet business needs by linking IT to business
- Managing architectures outside IT
- Increasing focus on business architecture and business processes

Actionable Plans
- Develop business strategy
- Initiatives (Value propositions, capabilities, resources)
- Refine into to-be
- Compare to as-is
- Create transition plan
- Execute
- Demonstrate business value

Cost focus

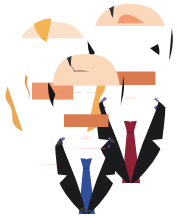
Value focus

Some organizations will move through a progressive set of phases as they adopt a strategic planning approach

Business Partner IBM™

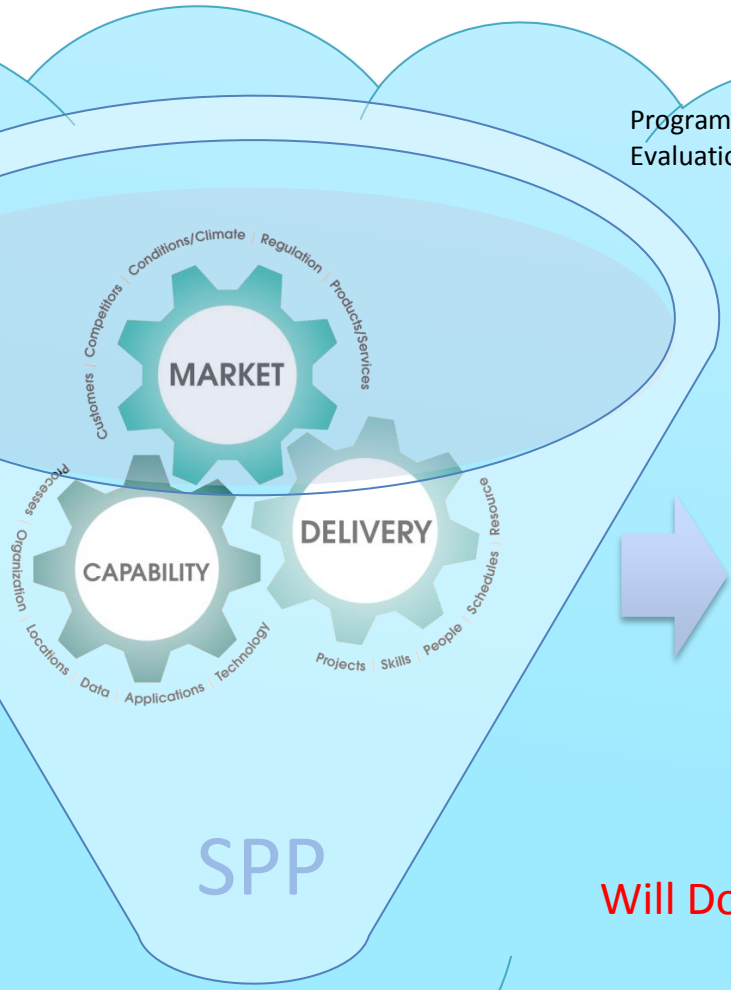
© Corso Ltd 2012

corso
Strategic Planning for IT



Everyone

IT / System Centric
Ideas
Initiatives
Information
Goals
Objectives



SPP

Like to Do

Will Do

Program Evaluation Board

Prioritized Project Portfolio
Requirments (NF)
Dates
Cost
Resources
Risk
Priority
Dependencies

User

Business Partner IBM

© Corso Ltd 2012

corso Strategic Planning for IT

- Usually based on cost and resource availability
- No formal techniques to assess impact and true value
- Stakeholders with differing requirements are not always involved
- Difficult to assess impact of initiatives on existing project portfolio

Business Partner IBM

© Corso Ltd 2012

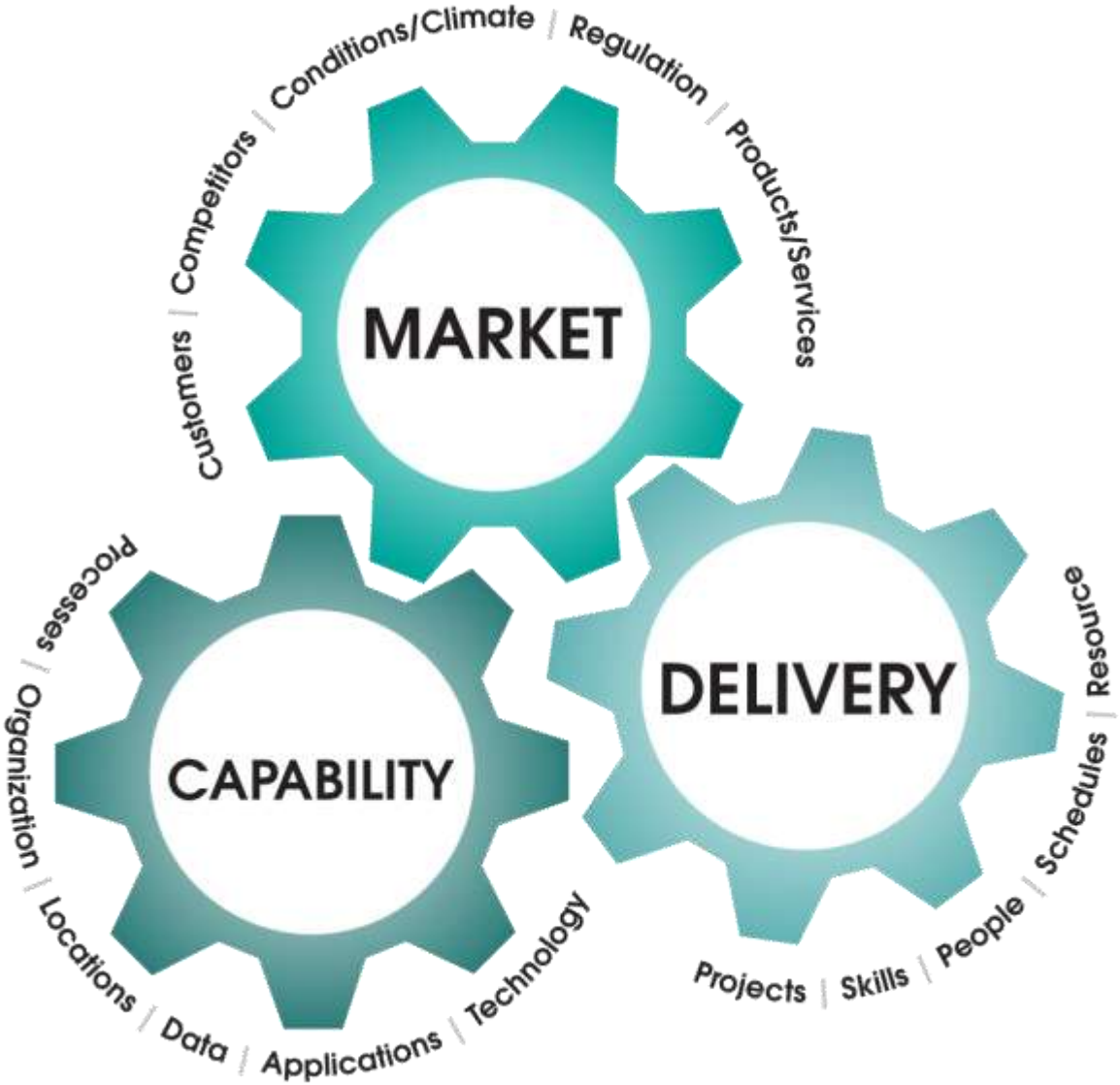
corso Strategic Planning for IT

- Diversity and disconnect
  - Diverse teams
  - Diverse tools
  - Diverse vocabularies
  - Diverse repositories
- What's needed is a framework to handle and prioritize the demands of the organization whilst embracing
  - Enterprise Architecture
  - Programme Management
  - Systems delivery

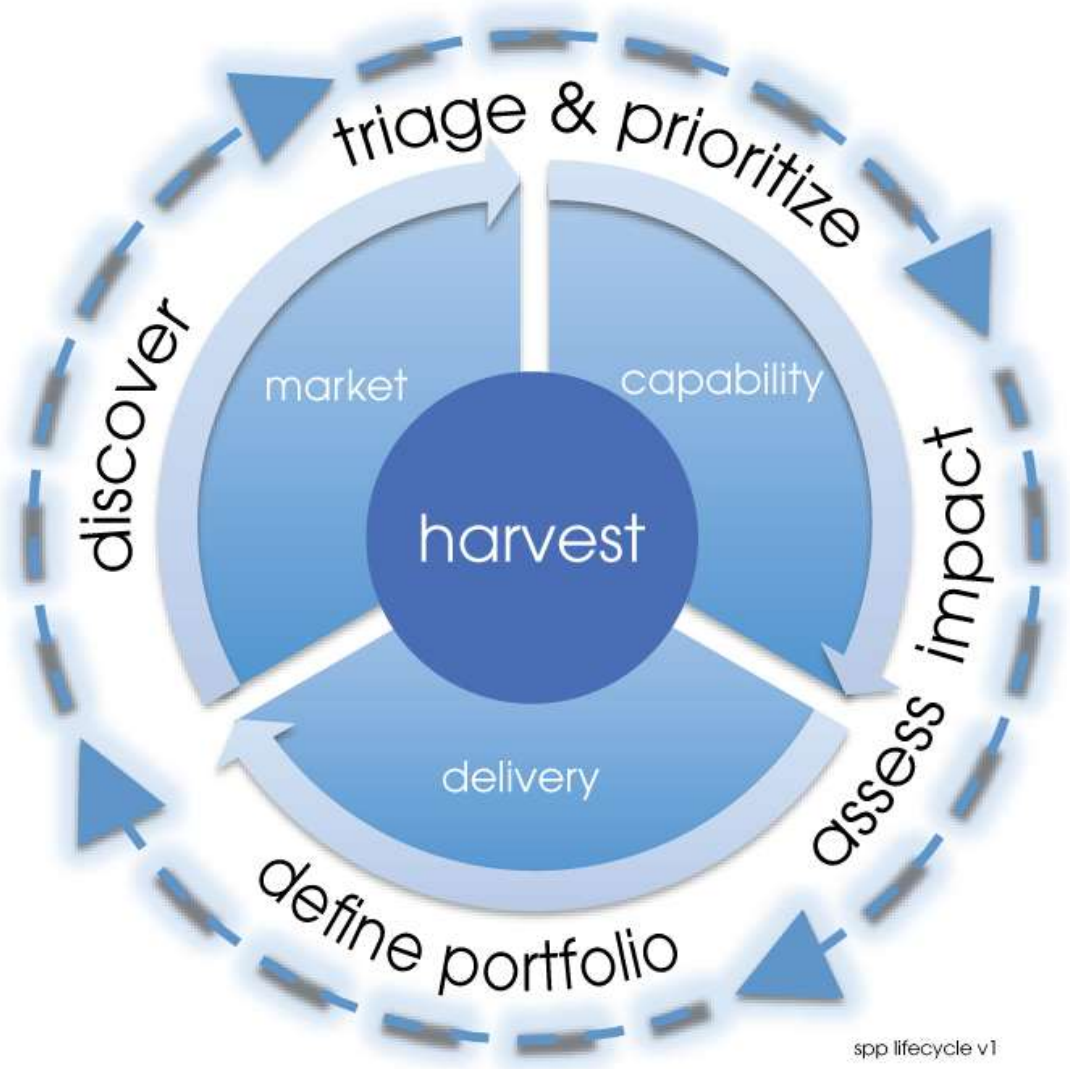
Business Partner IBM™

© Corso Ltd 2012

corso Strategic Planning for IT



© Corso Ltd 2012



© Corso Ltd 2012

- Starts with an organization knowing what it has – often called an ‘inventory’ built through ‘harvesting’
- Correlation of Environment, Capability and Delivery information which requires a conjoined meta-model
- A standardised view of the architecture
- Business intelligence to provide questions and answers

Business Partner IBM™

© Corso Ltd 2012

Application/Technology Deployment

Discovery ⋯▸ Triage/Prioritize ⋯▸ Impact Analysis ⋯▸ Delivery

Market Analysis

Portfolio Management

Project/Team Management

Crowd Sourcing

Enterprise Architecture

Solution Architecture/BPM

Business Intelligence

Social

Project Management Office

Executive / Senior Mgr

Enterprise Architect(s)

Project Team

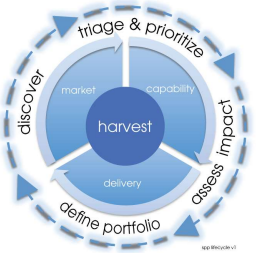
Solution Architect(s)

Collaboration

(C) Corso Ltd 2012

CONFIDENTIAL

Anyone can produce a Request for Change (RFC)



RFC

Discover

- Ideas
- Products/Services
- Regulations
- Competitors
- Economic Landscape
- Goals
- Objectives
- Strategic Intent (Business)
- Initiatives
- Guiding Principles
- Standards
- Best Practices

Harvest

- EA/SPP
- Project Portfolio
- Customers

Enterprise Arch. Team
Program Evaluation Board

Priority RFC

Triage & Prioritize

- Define Prioritization Criteria
- Review
- Reject
- Accept
- Group
- Prioritize
- Business Value Analysis

Program Evaluation Board

Initiative

Assess Impact

- Examine Initiative
- Group Initiatives
- Assess against EA
- Produce Target States (TS)
- Produce Transition Plan for each TS
- Product Solution Alternatives (SA)
- Document SA
- Build Business Proposal (BP)

Enterprise Arch. Team

Business Proposal

Define Portfolio

- Examine BP
- Review SAs vs. Project Portfolio
- Make Informed Business Decision
- Business Value vs. Cost
  - Prioritize SAs
  - Select SA
  - Prioritize BP
  - Select BP
- Define Projects
- Prioritize Projects

Program Evaluation Board

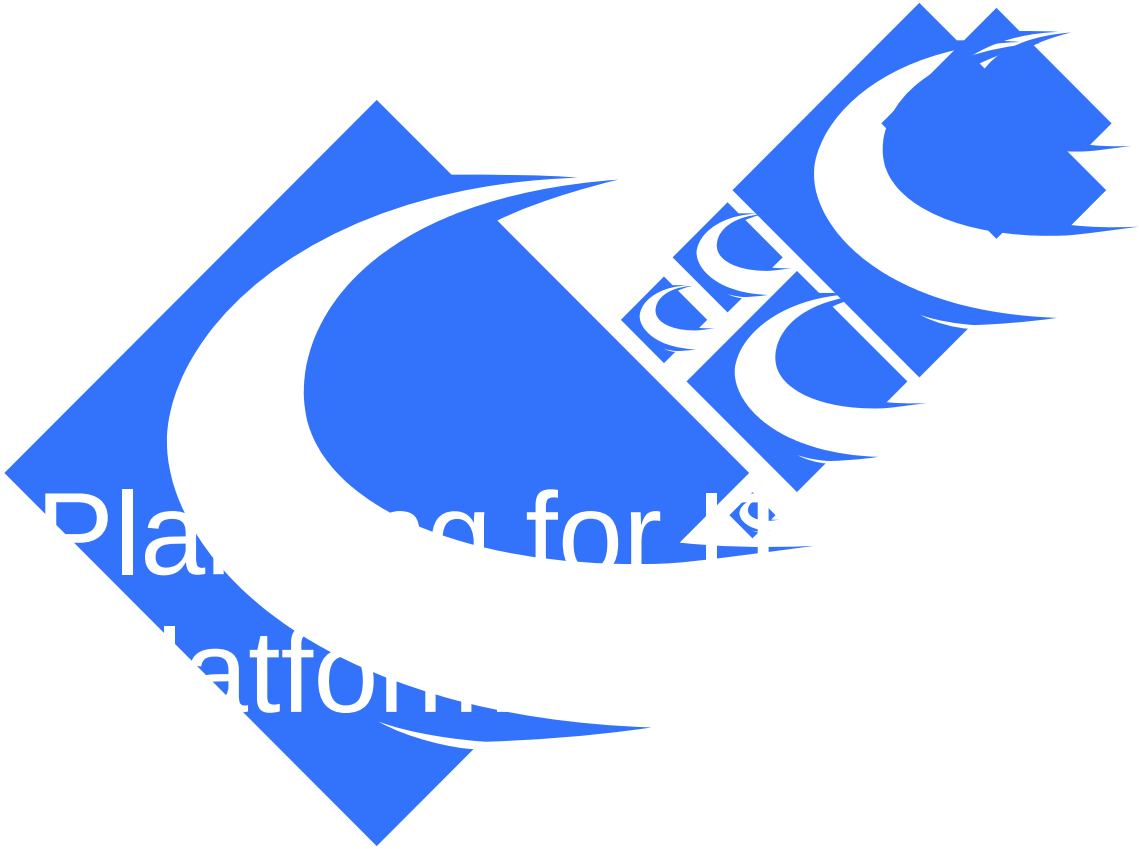
Project

Innovator Analysis – Who thought of what and its Business Value

Business Partner IBM

© Corso Ltd 2012

corso Strategic Planning for IT



Business Partner IBM

© Corso Ltd 2012

corso Strategic Planning for IT

Focal Point — RFC

Twitter — RFC Ideas

Yammer — RFC Ideas

Google — RFC

Salesforce — Harvestable Data

Focal Point
- Initiatives
- RFCs

Analysis, Prioritization, Set Criteria

System Architect — Business Proposal

Solution Alternatives, Map Initiatives to Architecture, Business Proposal, Use Archimate

Focal Point — Project Schedule

RTC — Delivery

Cubi/BI

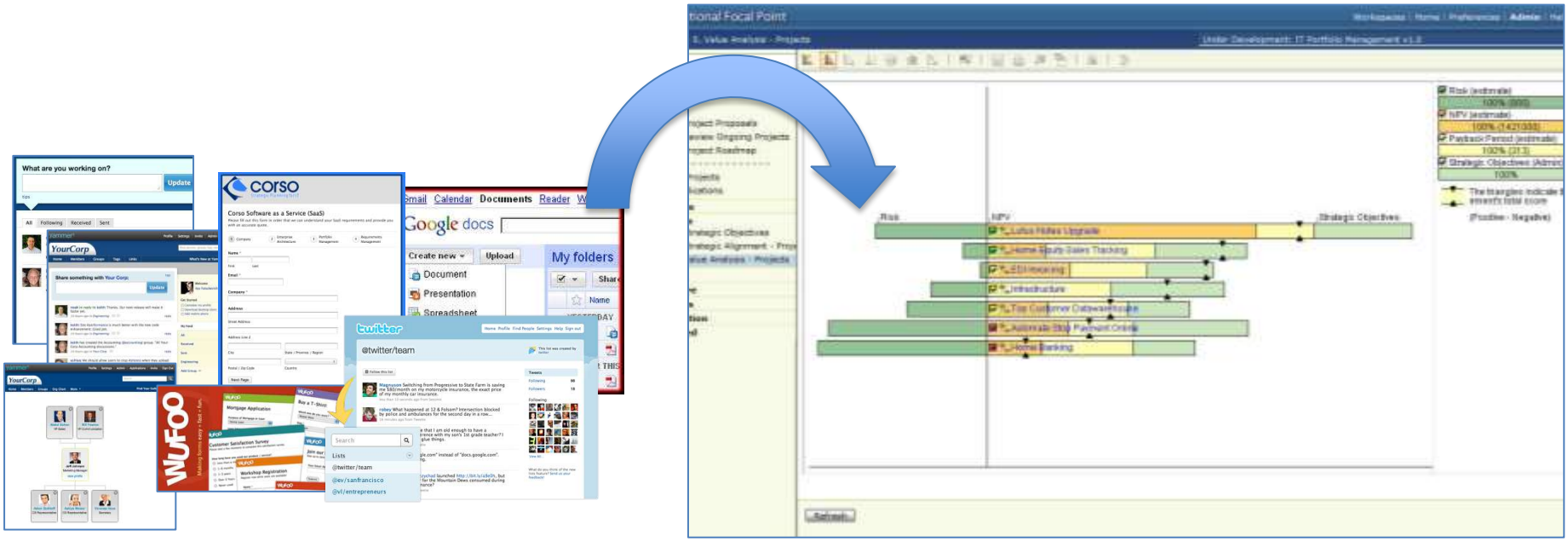
RFC Status by User
RFC Status by Category
Top 10 RFCs by Priority
Top 10 Customers by RFC
Top 10 RFCs by .....

Business Partner IBM

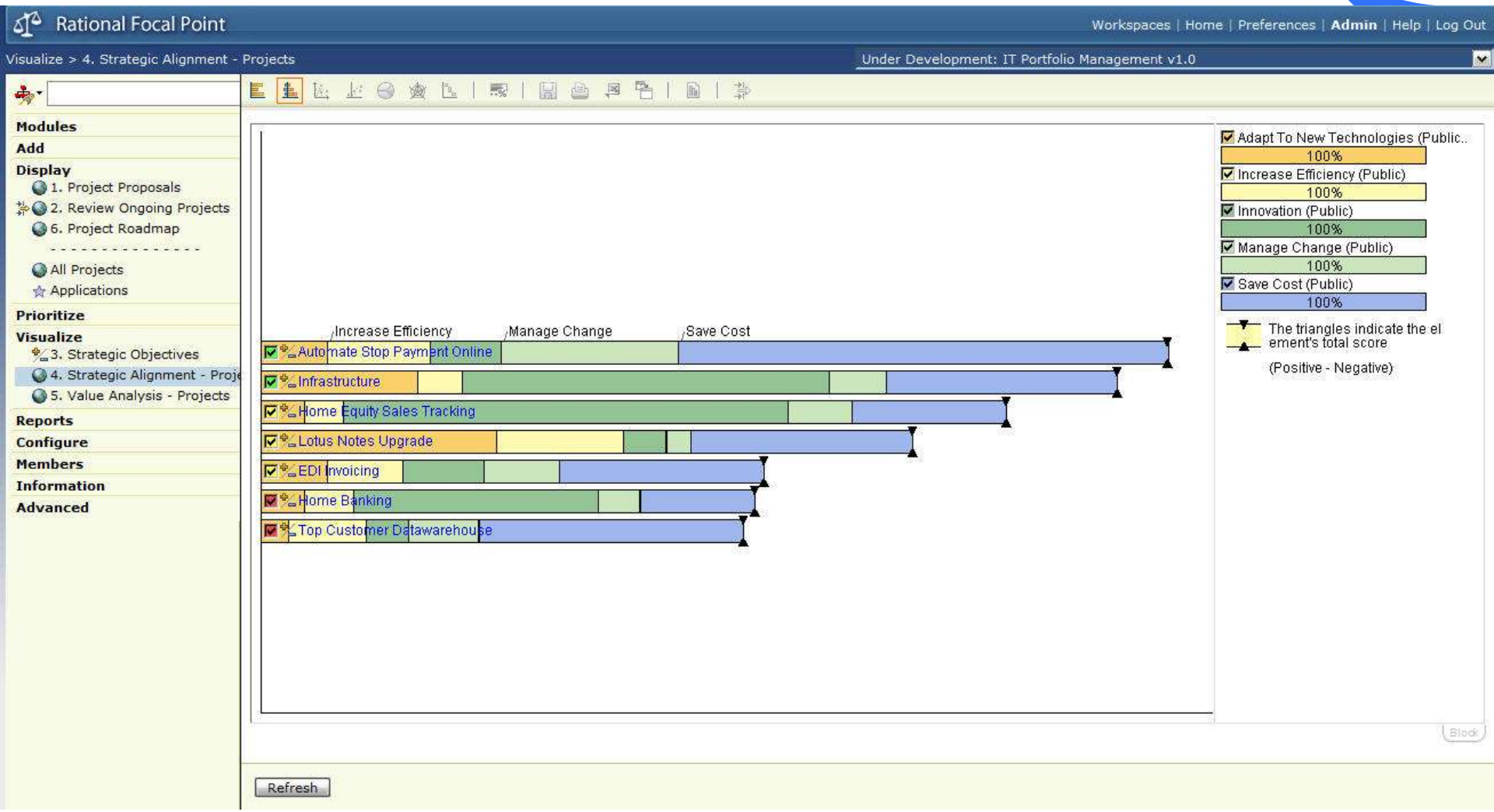
© Corso Ltd 2012

corso Strategic Planning for IT

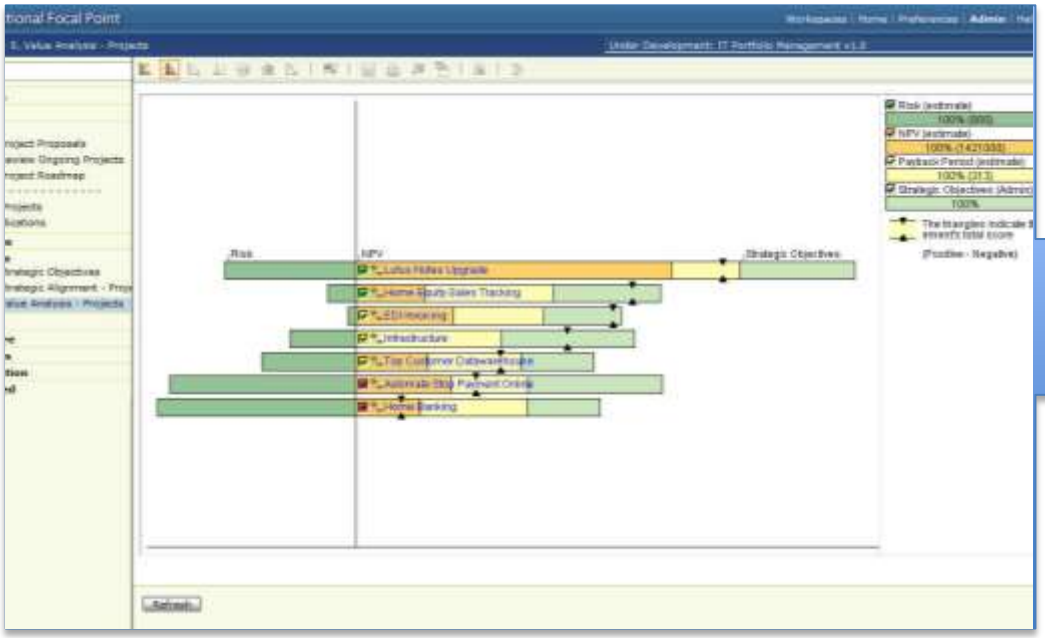
© Corso Ltd 2012



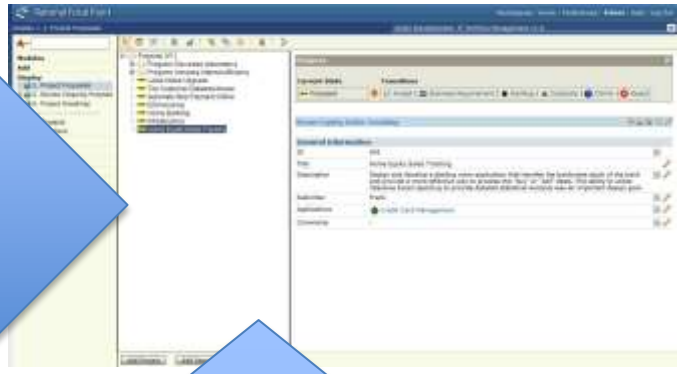
© Corso Ltd 2012



© Corso Ltd 2012

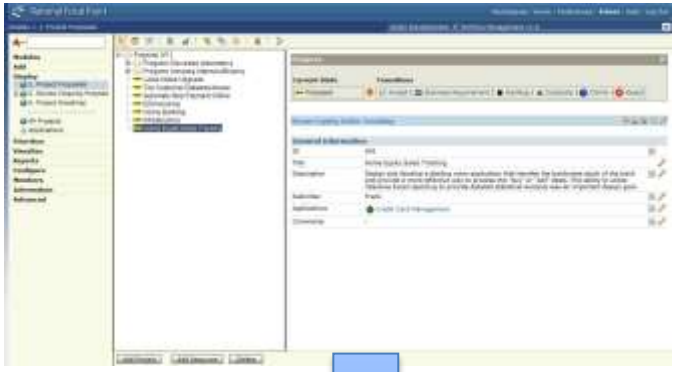


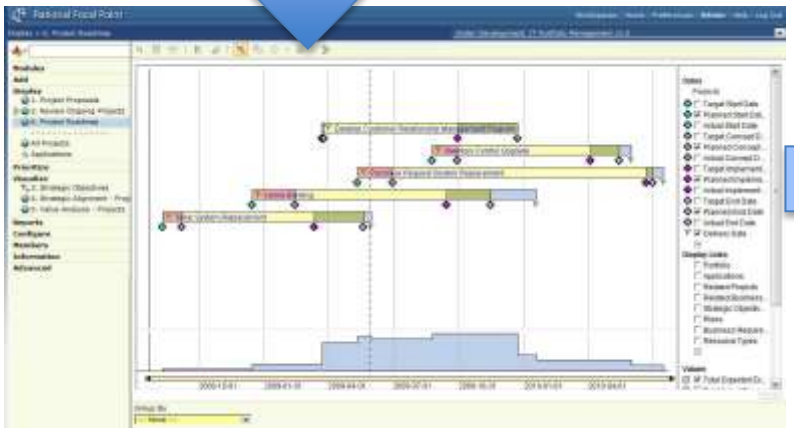
Initiatives



Current and Future
Enterprise Architecture

© Corso Ltd 2012





© Corso Ltd 2012

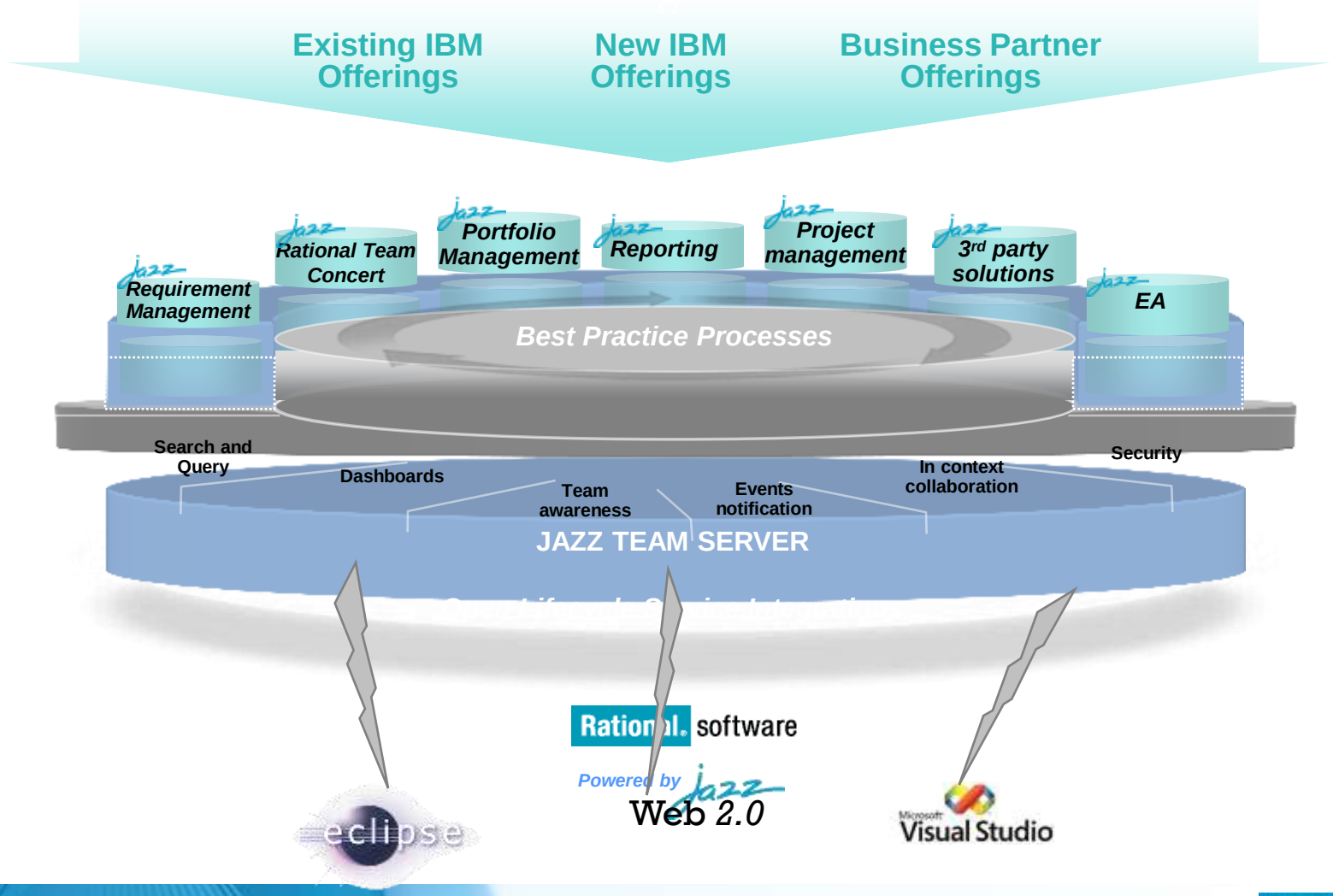
- A SPP is both a framework and methodology
- Gives the organization the ability to ask questions and get answers
- Linking of information is fundamental to the success of the SPP
- Information does not exist in a single repository (this is inconceivable)

Business Partner IBM

© Corso Ltd 2012

corso Strategic Planning for IT

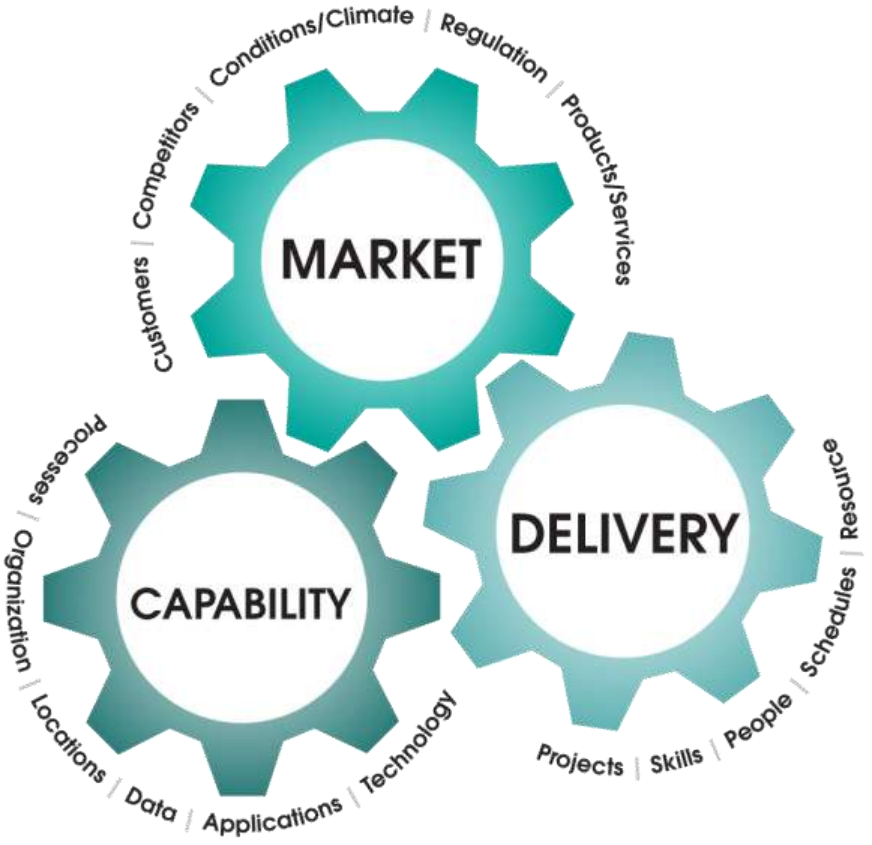
An evolution of value in collaborative lifecycle management bringing forward existing investments and delivering new innovative capabilities



© Corso Ltd 2012

- Effectively Manage new initiatives and change
- Deliver a systematic approach to manage change
- Align systems with capabilities
- Engage all stakeholders
- Co-ordinate different lifecycles and tribes
  - E.g. defines the 'what' and 'why' of solutions rather than the 'how' and 'who' of ALM
- Utilise new technology trends
  - Mobile
  - Jazz
  - Business Intelligence
  - Federated data sources
- Inclusive of IBM technology but allows integration with other technologies

Strategic Planning Platform



© Corso Ltd 2012