

## ((G)) LEADING PRACTICE We set the Enterprise Standards!

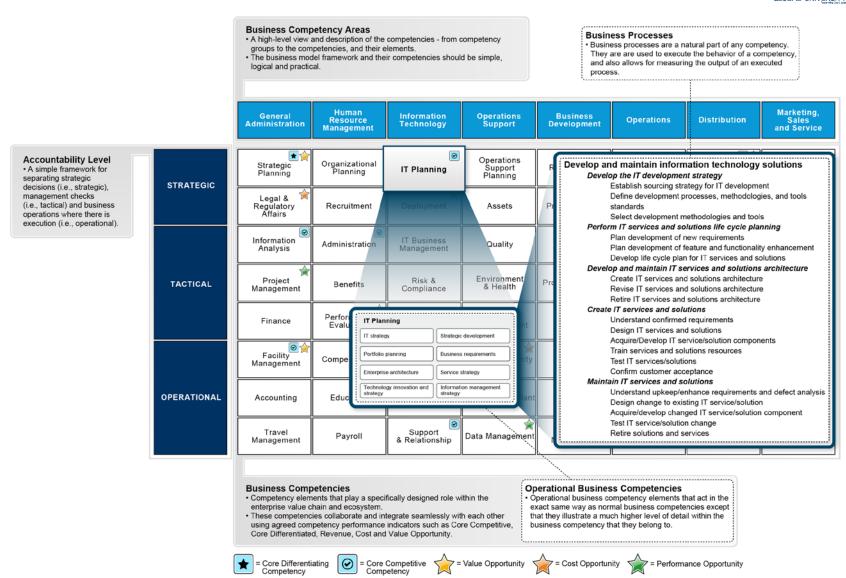
## **Business Models**

**Business Model Reference Content** 



## Business Model What is it and how is it used?





## **Examples of generic building blocks of a Business** Model design



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**Business Processes** 

	General Administration	Human Resource Management	Information Technology	Operations Support	Business Development	Operations	Distribution	Marketing, Sales and Service
STRATEGIC	Strategic Planning	Organizational Planning	IT Planning	Operations Support Planning	R&D Planning	Operations Planning	Distribution Planning	Segmentation Planning
	Legal & Regulatory Affairs	Recruitment	Deployment	Assets	Product Design	Component Manufacture	Scheduling	Selling
TACTICAL	Information Analysis	Administration	IT Business Management	Quality	Research	Operations Procurement	Order Fulfillment	Market Analysis
	Project Management	Benefits	Risk & Compliance	Environment & Health	Production Setup	Product Manufacture	Transportation	Channels
	Finance	Performance Evaluation	Information Management	Sourcing & Procurement	Intellectual Property	Inbound Inventory	Import & Export	Brand Management
OPERATIONAL	Facility Management	Compensation	Service Delivery	Safety & Security	Product Deployment	Product Assembly	Distribution	Customer Account
	Accounting	Education	Development	Equipment & Plant	Content	Refining	Finished Goods Inventory	Customer Acquisition
	Travel Management	Payroll	Support & Relationship	Data Management	Product Maintenance	Packaging	Costing	Servicing





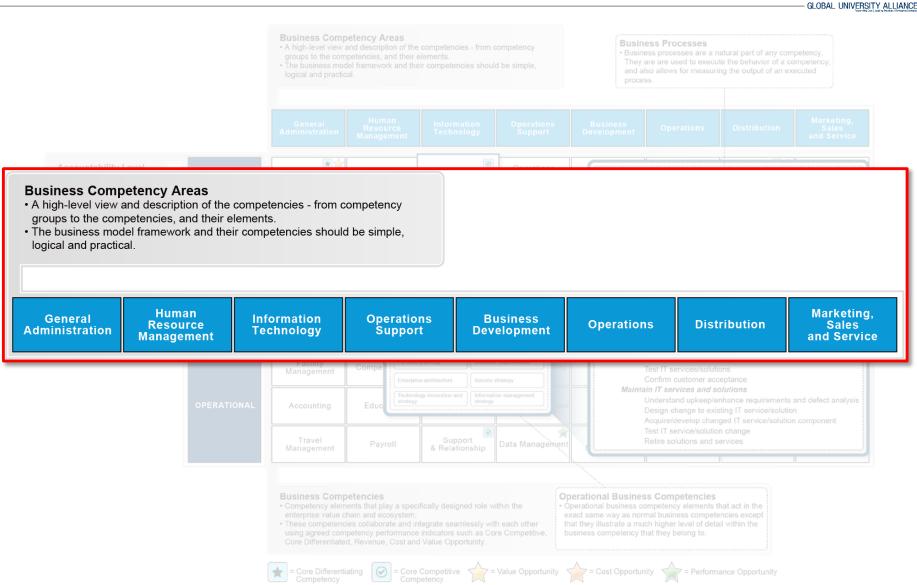




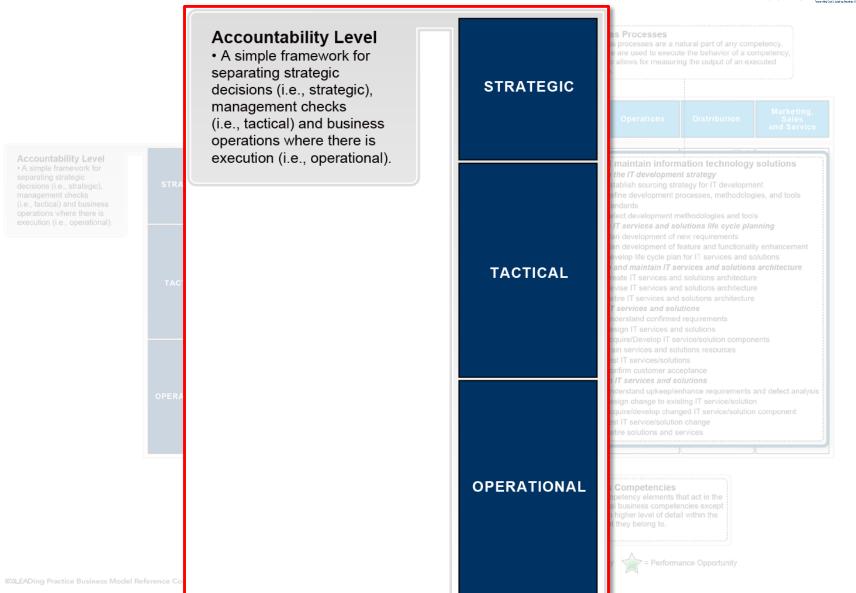


# The Business Competency Areas of the Business Model





## The Accountability View of the Business Model



## The Business Competencies of the Business Model

			n of the competencies - from competenc	Business They are	Business Processes  Business processes are a natural part of any competency. They are are used to execute the behavior of a competency, and also allows for measuring the output of an executed process.			
		General Human Administration Resource	Information Oper. Technology Sup	ations Business port Development	Operations Distribution	Marketing, Sales		
Accounting	Education	Development	Equipment & Plant	Content	Refining	Finished Goods Inventory		
Travel Management	Payroll	Support & Relationship	Data Management	Product Maintenance	Packaging	Costing		
Business Competencies  Competency elements that play a specifically designed role within the enterprise value chain and ecosystem.  These competencies collaborate and integrate seamlessly with each other using agreed competency performance indicators such as Core Competitive, Core Differentiated, Revenue, Cost and Value Opportunity.								
	Travel Management Payroll Support & Relationship Data Management Retire solutions and services							
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## The Operational Business Competencies of the Business Model



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## **Operational Business Competencies**

 Operational business competency elements that act in the exact same way as normal business competencies except that they illustrate a much higher level of detail within the business competency that they belong to.

## The Business Processes of the Business Model

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#### **Business Processes**

Business processes are a natural part of any competency.
 They are are used to execute the behavior of a competency, and also allows for measuring the output of an executed process.

A simple framework for separating strategic decisions (i.e., strategic), management checks (i.e., tactical) and business operations where there is execution (i.e., operational).

TRATEGIC

TACTICAL

PERATIONA

## Develop and maintain information technology solutions Develop the IT development strategy

Establish sourcing strategy for IT development Define development processes, methodologies, and tools standards

Select development methodologies and tools

#### Perform IT services and solutions life cycle planning

Plan development of new requirements

Plan development of feature and functionality enhancement

Develop life cycle plan for IT services and solutions

#### Develop and maintain IT services and solutions architecture

Create IT services and solutions architecture

Revise IT services and solutions architecture

Retire IT services and solutions architecture

#### Create IT services and solutions

Understand confirmed requirements

Design IT services and solutions

Acquire/Develop IT service/solution components

Train services and solutions resources

Test IT services/solutions

Confirm customer acceptance

#### Maintain IT services and solutions

Understand upkeep/enhance requirements and defect analysis

Design change to existing IT service/solution

Acquire/develop changed IT service/solution component

Test IT service/solution change

Retire solutions and services

#### Processes

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perations Distribution Marketing, Sales and Service

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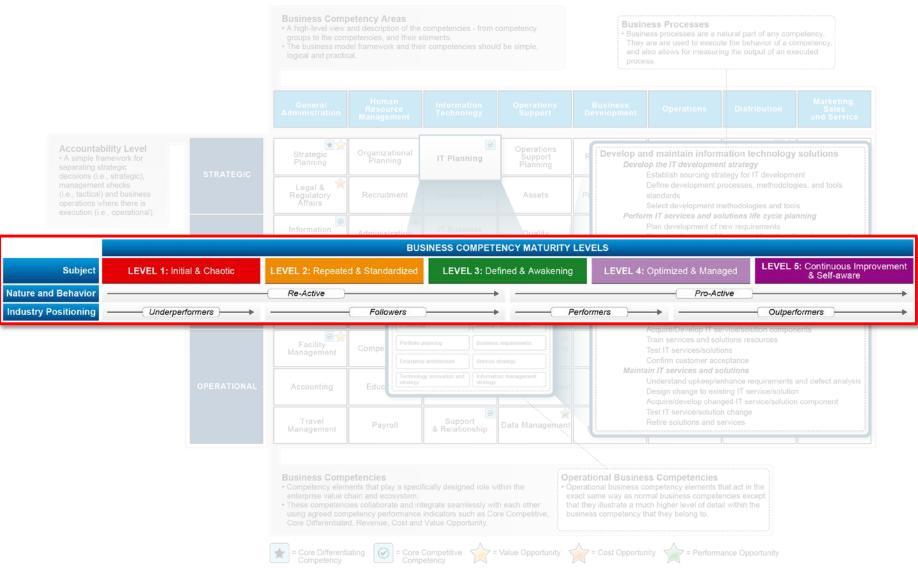


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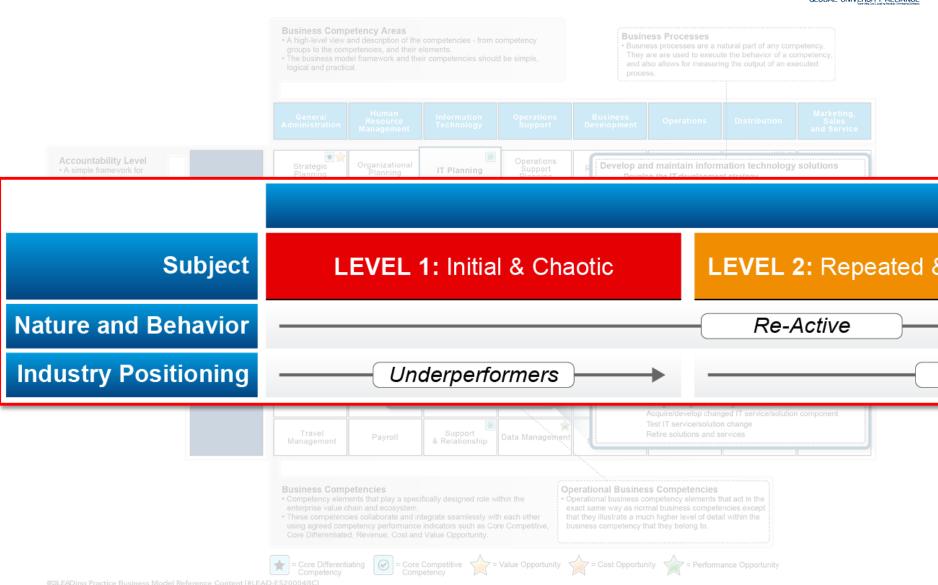
# You can use our custom designed domain indicators to assign them to individual competencies

	General Administration	Human Resource Management	
STRATEGIC	Strategic Planning	Organizational Planning	= Core Differentiating Competency  = Core Competitive Competency
STRATEGIC	Legal & Regulatory Affairs	Recruitment	= Value Opportunity
	Information Analysis	Administration	= Cost Opportunity = Performance Opportunity
TACTICAL	Project Management	Benefits	
	Finance	Performance Evaluation	

## Maturity level indicators of level 1-5 allows you to define the estimated "As-Is" and future "To-Be" state of each competency



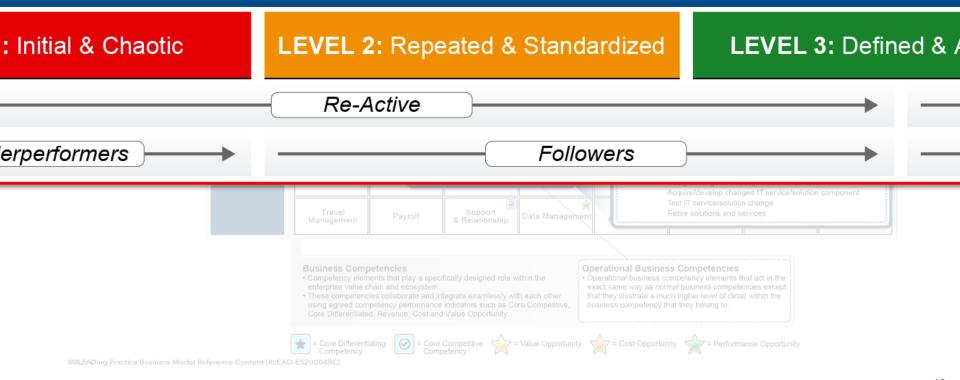
## **Maturity Level 1: Initial and Chaotic**



## **Maturity Level 2: Repeated & Standardized**



### **BUSINESS COMPETENCY M**



## **Maturity Level 3: Defined & Awakening**

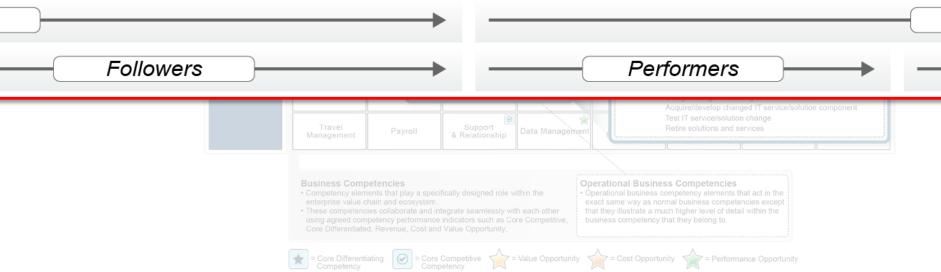
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## **BUSINESS COMPETENCY MATURITY LEVELS**

LEVEL 3: Defined & Awakening LE

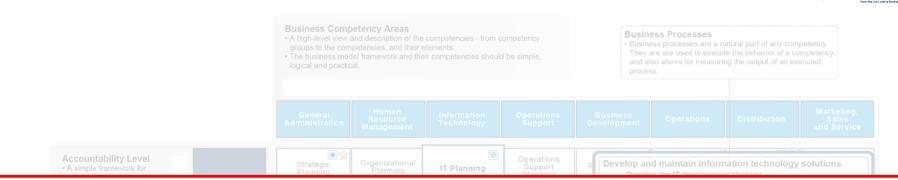
LEVEL 4: Optimized 8



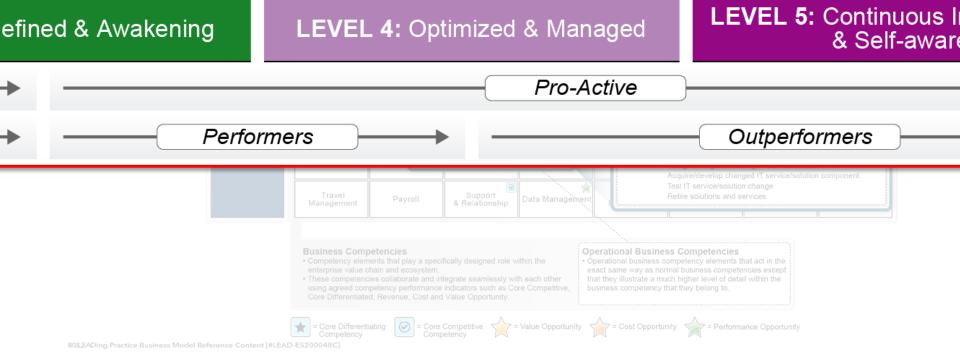
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## **Maturity Level 4: Optimized & Managed**

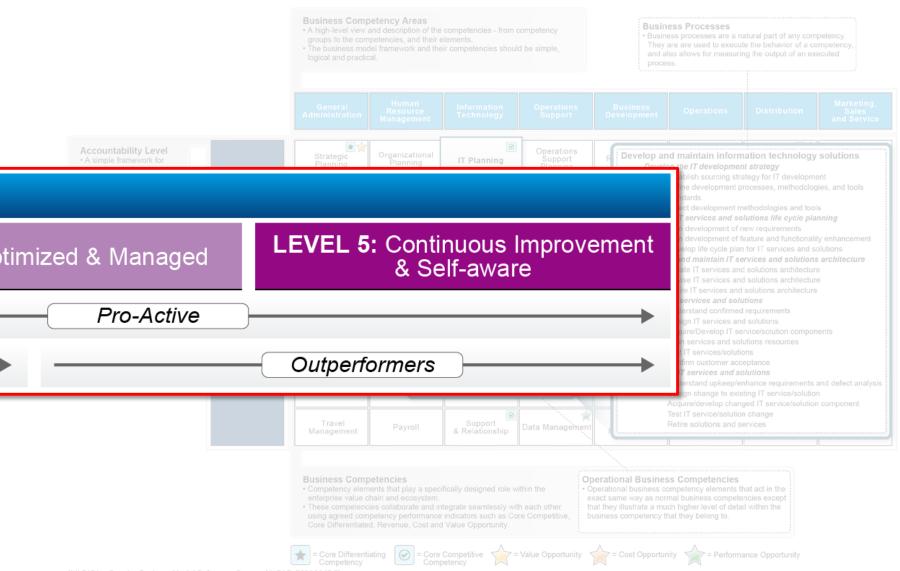




### TENCY MATURITY LEVELS



## **Maturity Level 5: Continuous Improvement & Self-Aware**



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BUSINESS LAYER APPLICATION LAYER TECHNOLOGY LAYER

# Thank You



Researching Best & Leading Practices | Developing Standards

