

Your Systems Project is NOT a Systems Project!



Presented By:
Achim Reeb
PROsys LLC



Why NOT?

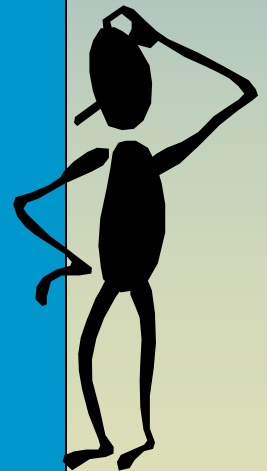
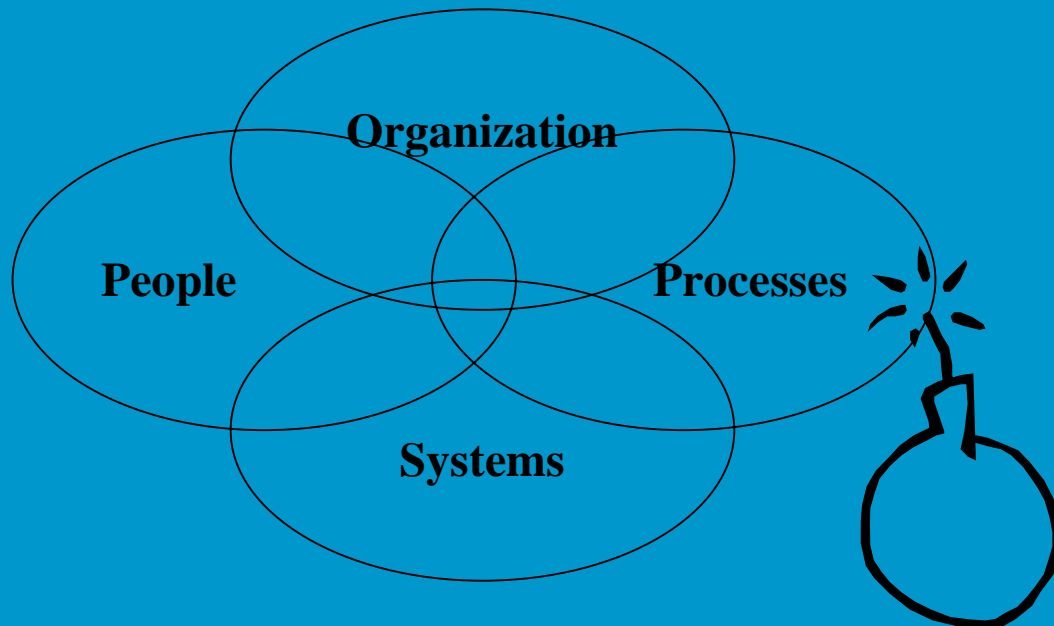
- **Underlying Assumptions**

- Every Technology/Systems Project is driven by a business need
- It is the way we do business (the Business Process) that determines whether we meet our business needs
- Information Systems support the business process
- ➔ Systems projects are only one component of a project aiming at meeting a business need.

Context, Context, Context ...

Business Objectives

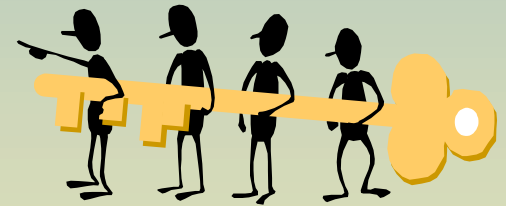
Improve the way we do business



The 10 Do's

for

Maintaining the Context



1. Choose The Right Name!

- Avoid the “System”-Word
 - Names have implications
 - Names have built in assumptions about purpose, objectives, and scope



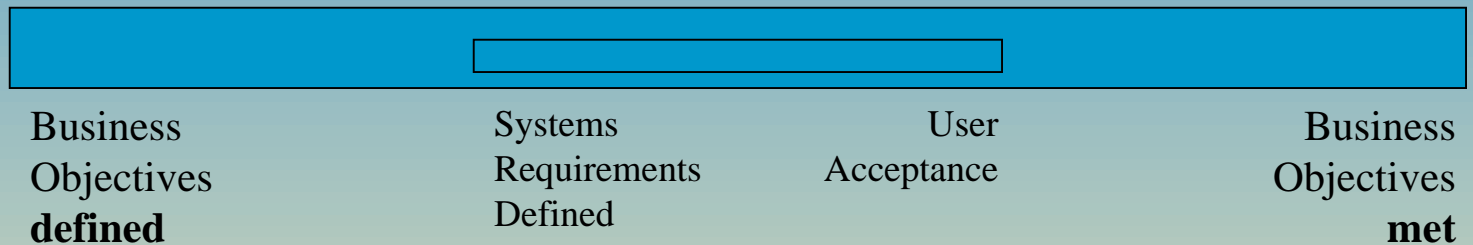
2. Define The Right Objectives

- Improve for sake of improvement ?
- Define measurable objectives !
 - Quality
 - Time
 - Cost



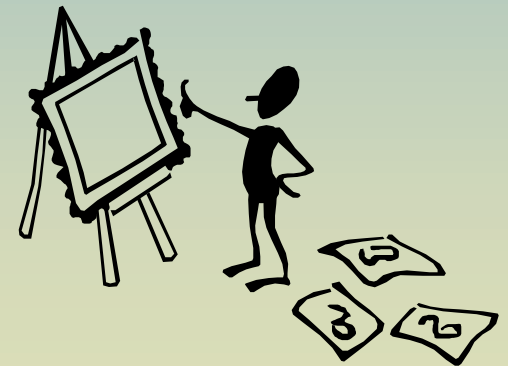
3. Define The Right Scope(s)

- Project Scope

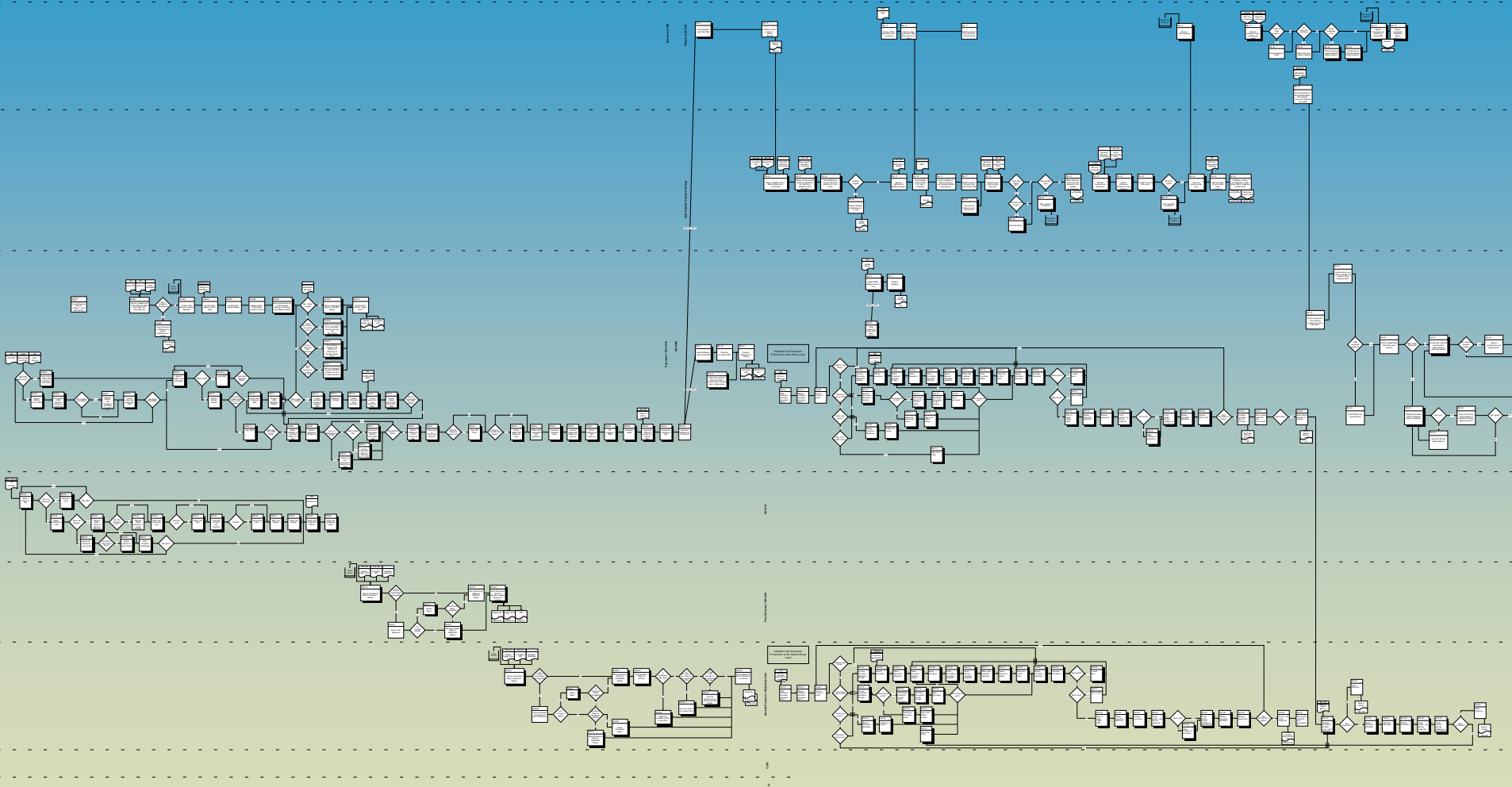


- Process Scope

- System Scope

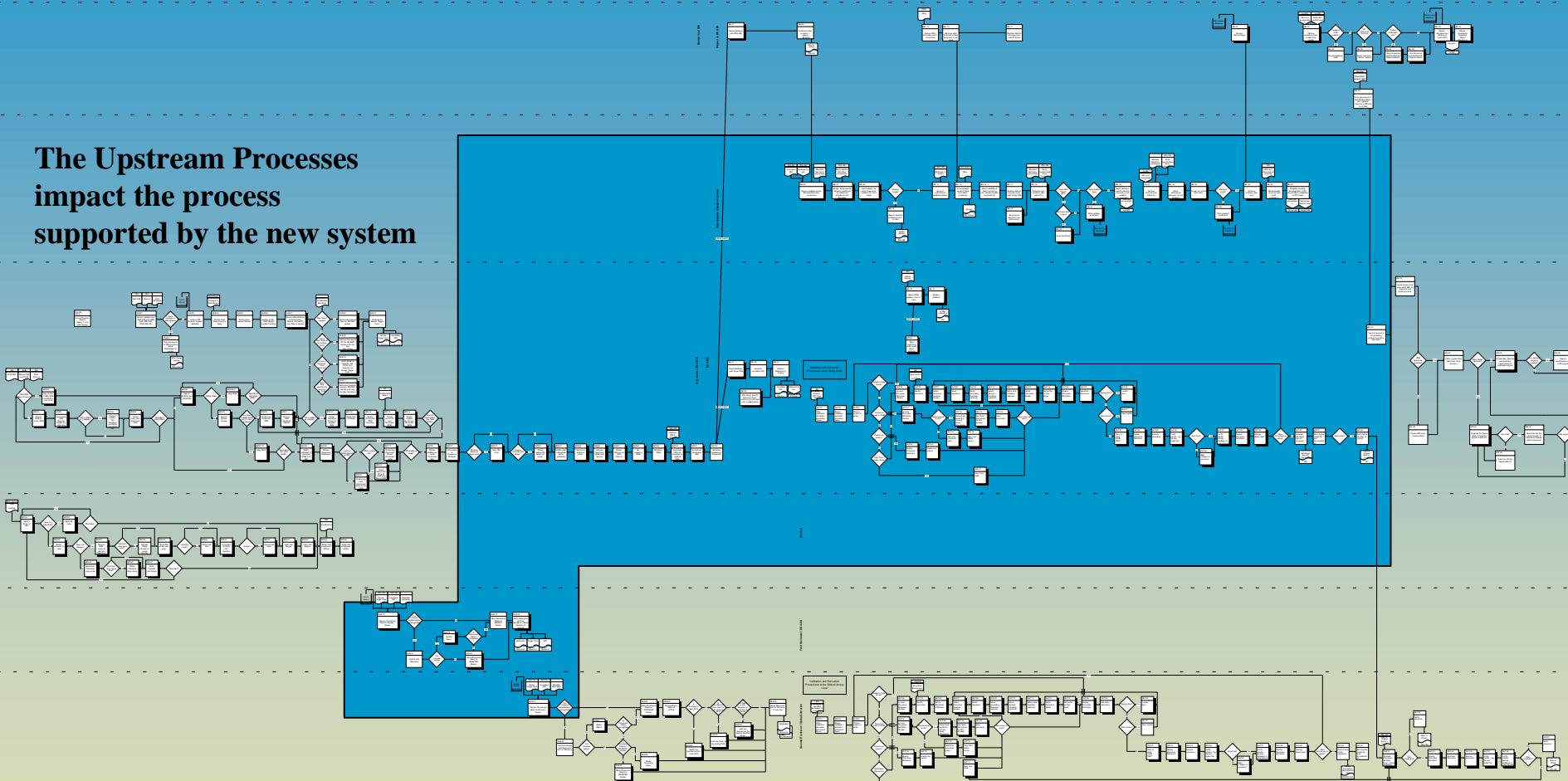


Defining the Scope I



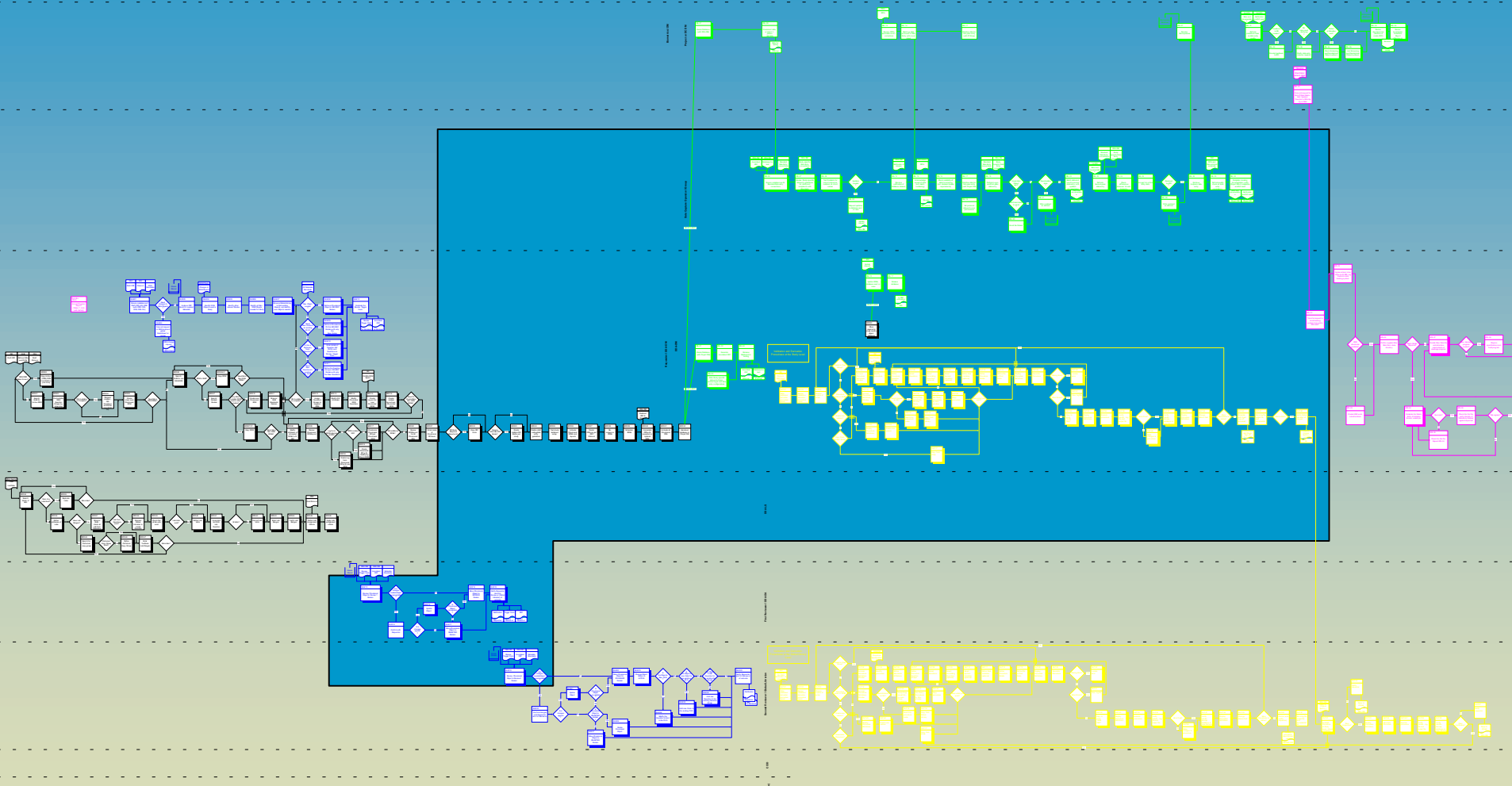
Defining the Scope II

**The Upstream Processes
impact the process
supported by the new system**



**The Downstream
Process is impacted by
the process supported
by the new system**

Defining the Scope V

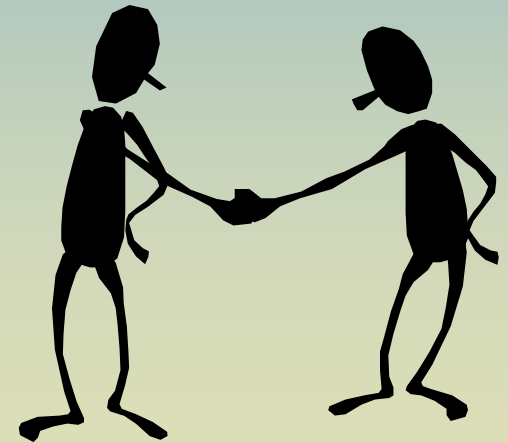


The color codes describe the scope of existing systems

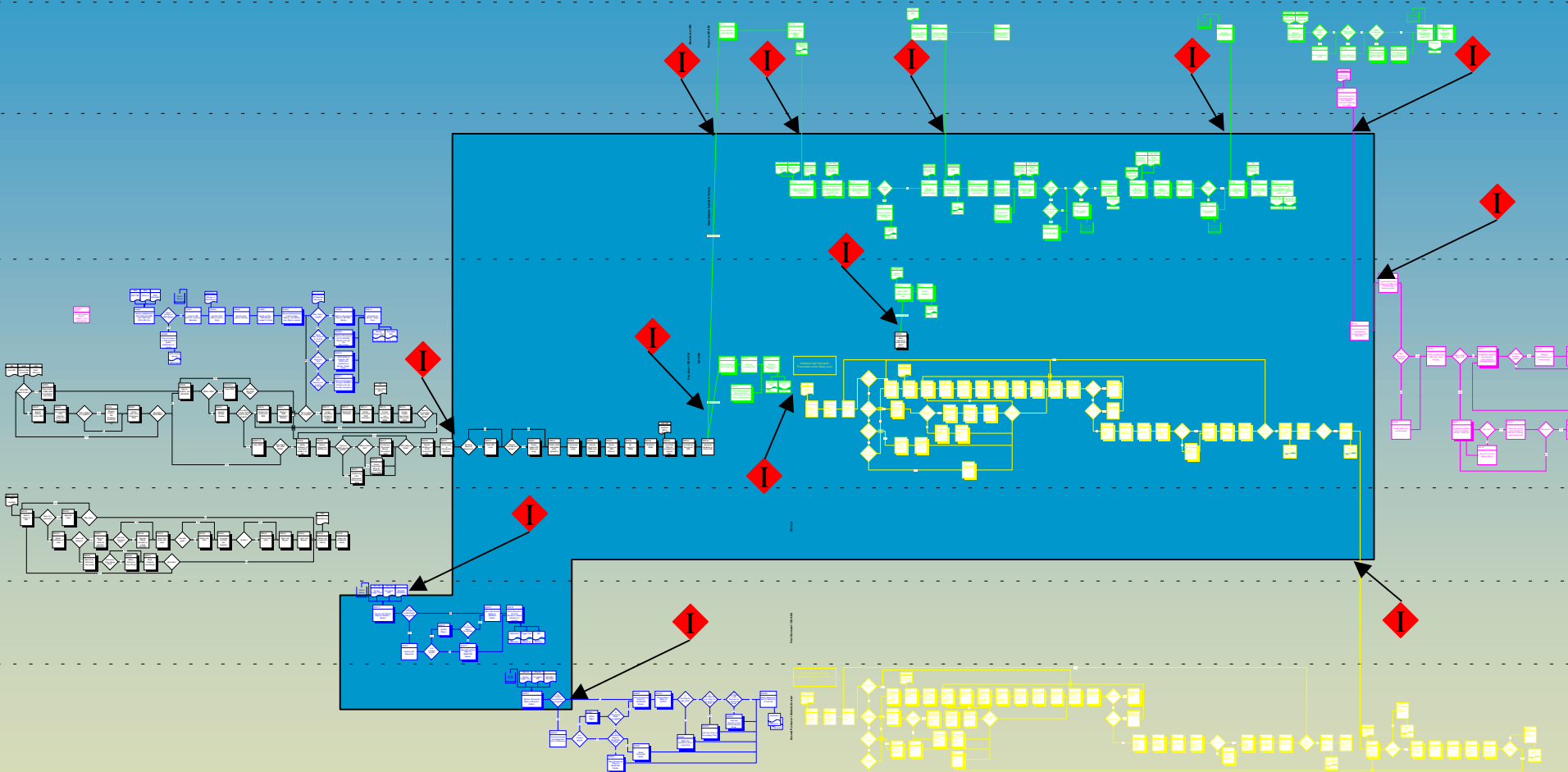
4. Define The Interfaces

- Experience shows that it is the points of information hand-offs that cause the most waste, rework, and duplication.

- Processes
- Systems
- Organization



Defining Interfaces



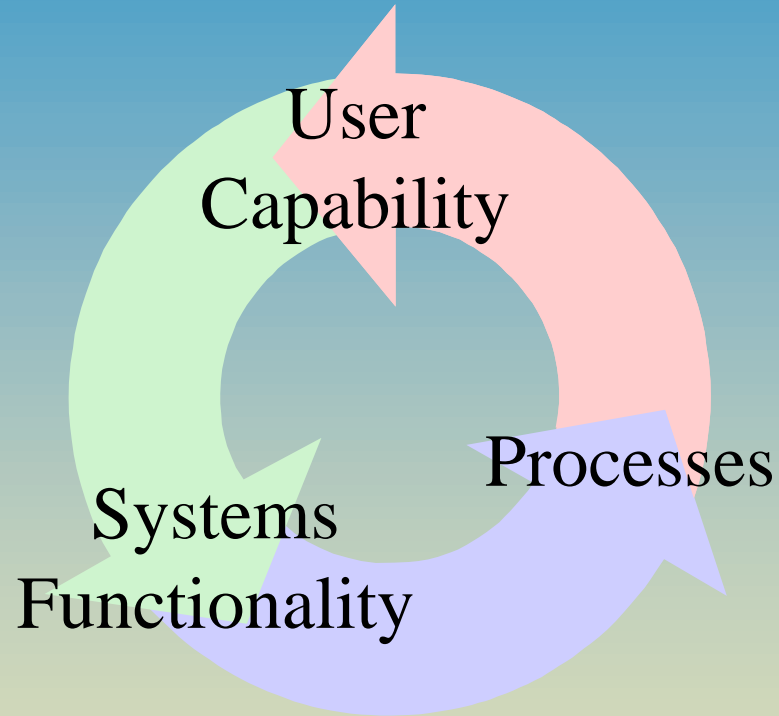
- Wherever lines cross boundaries and colors change, an interface (I) needs definition or ...
- ... elimination

5. Identify/Validate Assumptions

- Our processes and organizations are based on assumptions
- What assumptions is the new system based on?



6. Understand The Contributors



The weakest contribution determines the overall success of the solution

The Right Decision

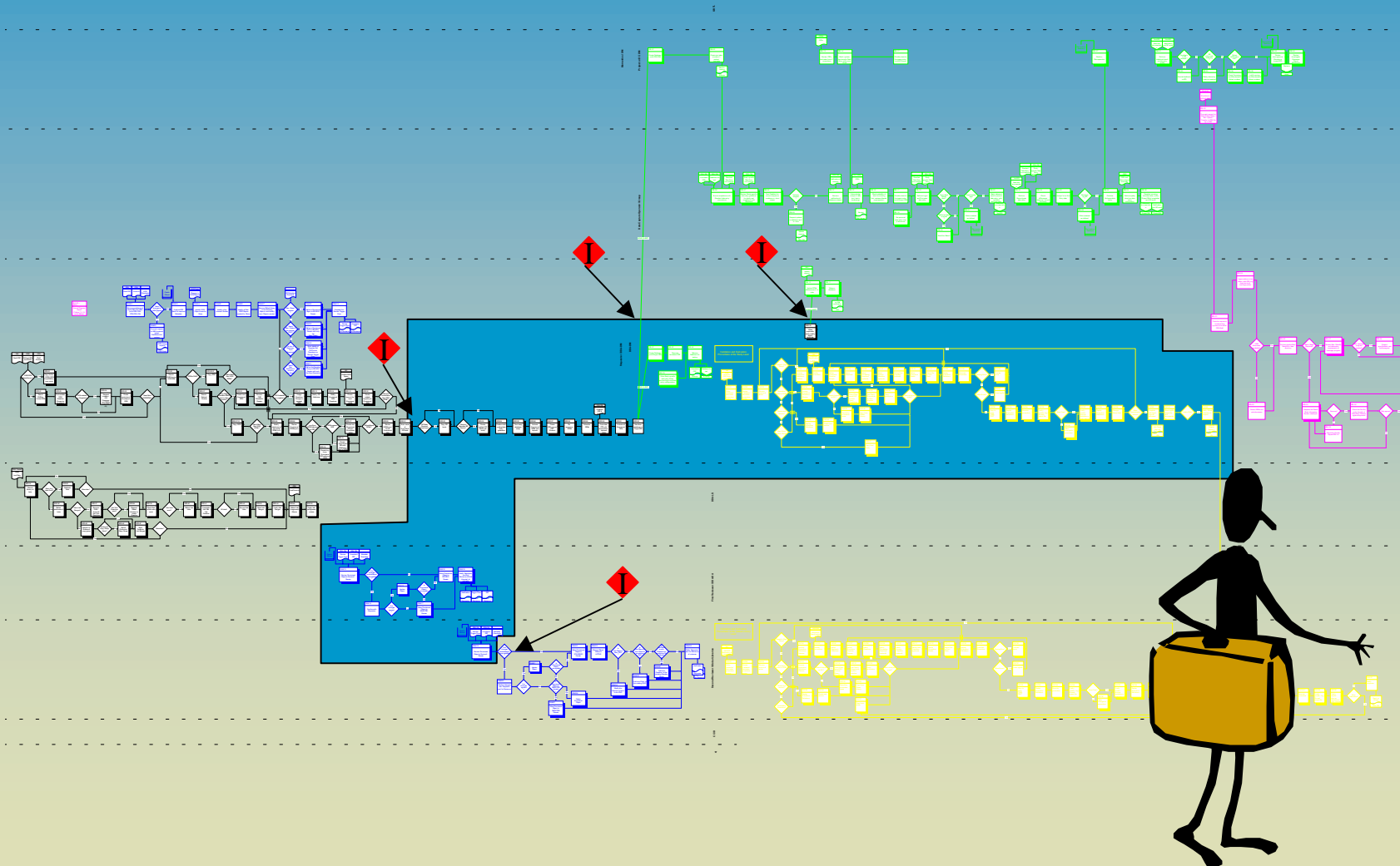
1. Choose The Right Name
2. Define The Right Objectives
3. Define The Right Scope(s)
4. Define The Interfaces
5. Identify/Validate Assumptions
6. Understand The Contributors



Poor implementation can
make the best system deliver
zero value



7. Define The Future



8. Manage Expectations

- System alone is not the (whole) answer

System will deliver Q/T/C gains

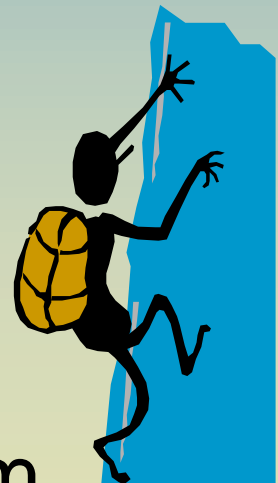
IF

Processes/Organizations/Skills
are in place



9. Choose the Right Pilots

- Tendency is to choose “non-critical” projects.
 - Non-critical projects reflect lack of confidence
 - Non-critical projects cannot demonstrate performance capabilities
- Demonstrate the performance of the business, not the system



10. Train The Right Stuff

- Integrated Process and Systems Training
 - How you do things
 - Where/When you use the system
 - How you use the system
 - Data Standards
 - Where the data comes from
 - What to if * @%#\$&!
 - ...



Conclusion

- New Technologies provide New Systems Capabilities
- New Systems Capabilities enable us to change the way we do business
- New ways of doing business are needed to master the challenges of the next millennium

⇒ Understanding and respecting this link determines the future success of your business





Achim-Reeb@PROsys-LLC.COM

(425) 745-3162