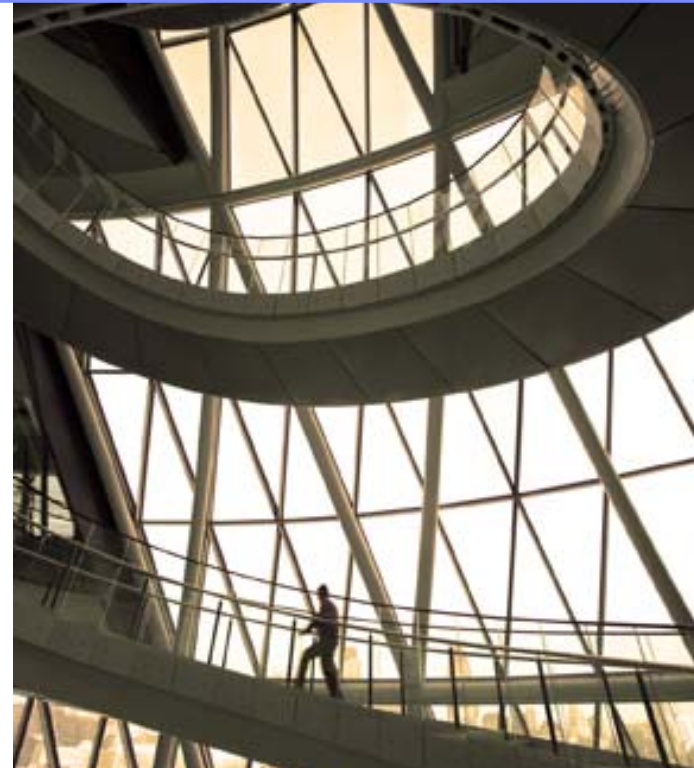




IBM Global Business Services

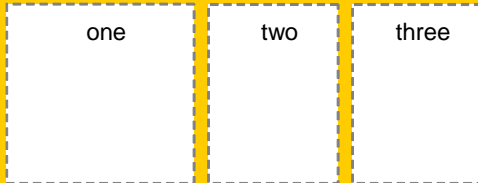
Business Architecture

Examples of Use

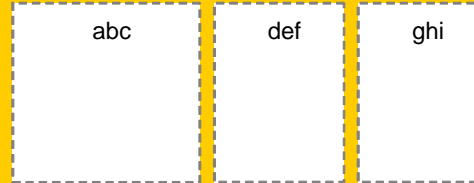


Using a Business adopted BA view (for that business!)

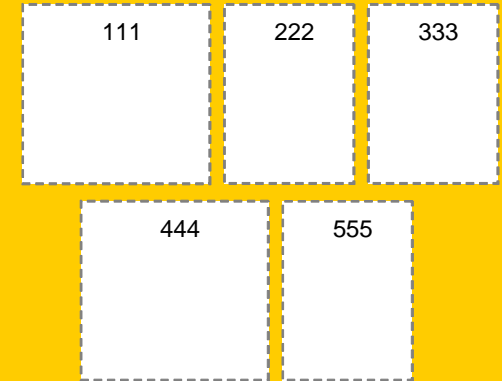
Supply Chain



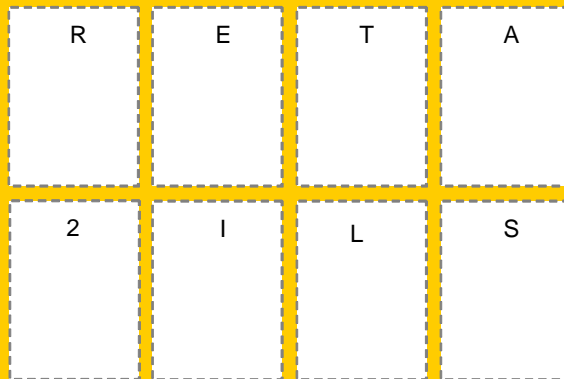
Manufacturing



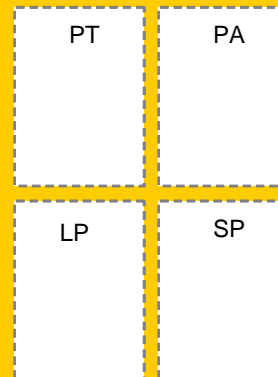
Operations



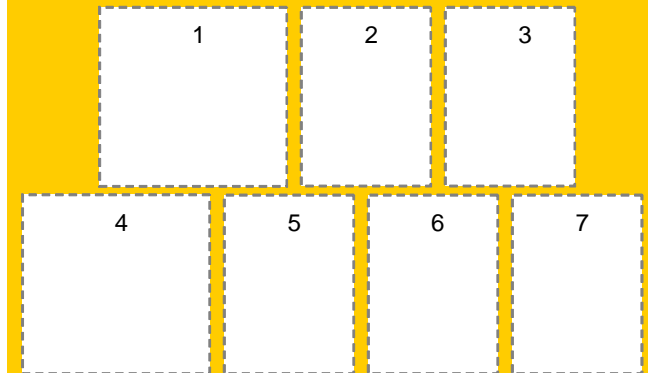
Retail Sales



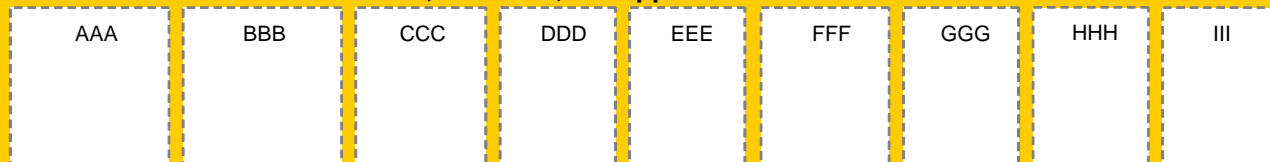
Products



Business Sales



HR, Financial, IT Support Services



We can 'wash it out' to provide a wallpaper or backdrop for our communications and analytics.

Supply Chain

| | | |
|-----|-----|-------|
| one | two | three |
|-----|-----|-------|

Manufacturing

| | | |
|-----|-----|-----|
| abc | def | ghi |
|-----|-----|-----|

Operations

| | | |
|-----|-----|-----|
| 111 | 222 | 333 |
| 444 | 555 | |

Retail Sales

| | | | |
|---|---|---|---|
| R | E | T | A |
| 2 | I | L | S |

Products

| | |
|----|----|
| PT | PA |
| LP | SP |

Business Sales

| | | | |
|---|---|---|---|
| 1 | 2 | 3 | |
| 4 | 5 | 6 | 7 |

HR, Financial, IT Support Services

| | | | | | | | | |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| AAA | BBB | CCC | DDD | EEE | FFF | GGG | HHH | III |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|

Here is an example of how various viewpoints can be considered for analytics and communication

APPLICATION

- Simple Distribution

TECHNOLOGY

- Footprint of major technology components
- Standards Compliance / Risk Exposure

VENDOR

- Distribution – where
- Number of Applications
- Vendor Contracting
- Vendor Maturity
- Systems Integrator Footprint

FINANCIAL

- Programme Costs in Year
- Benefits Realisation - expected / achieving

COMBINATIONS

- Map of Applications and Data
- Map of Application and Process
- Map of Process - Data

APPLICATION

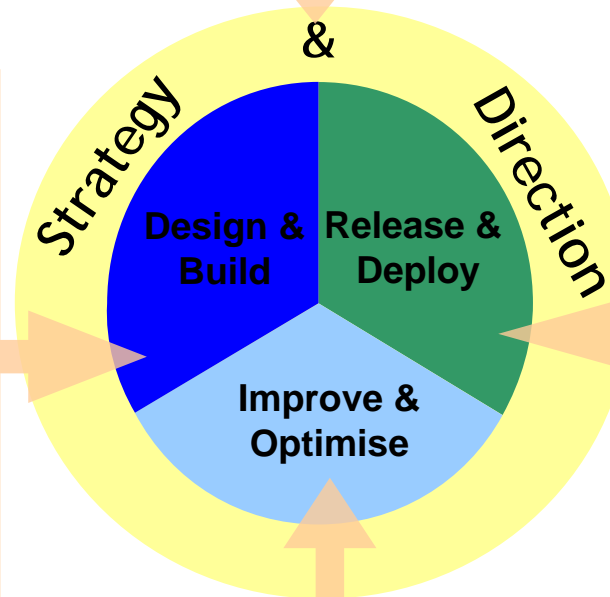
- Bespoke versus COTS Applications
- Strategic Fit [approved, exception]
- Plans for / reasons for exceptions

ERP

- ERP connected Applications

PROCESS

- Flow of processes through applications



APPLICATION

- Deployment [local, central, etc]
- Number & Location of Users

RELEASE INFORMATION

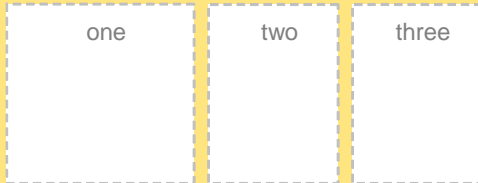
- Applications by Release and / or Country
- Application penetration [e.g. by Country]

APPLICATION

- Cost of Ownership – normalised / total
- Support and Maintenance
- Level of change

These views can then be overlaid onto our 'wallpaper'.

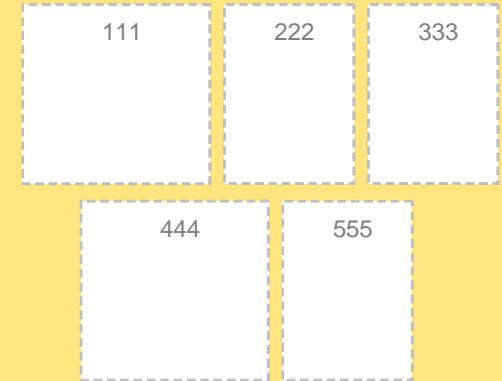
Supply Chain



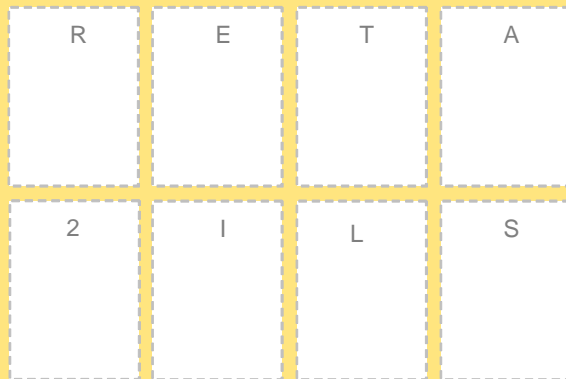
Manufacturing



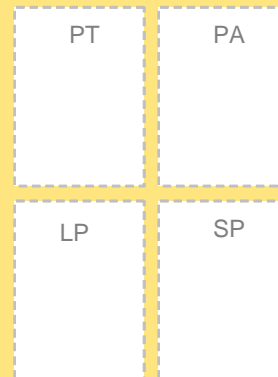
Operations



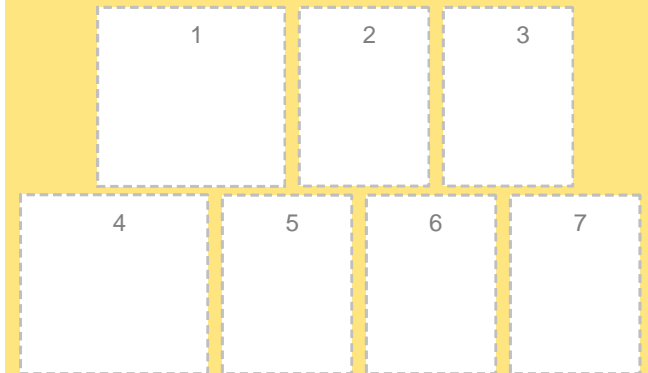
Retail Sales



Products



Business Sales






HR, Financial, IT Support Services






Numbers of applications


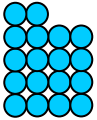

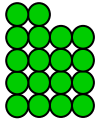

Supply Chain

| | | |
|------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|
| one  | two  | three  |
|------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|

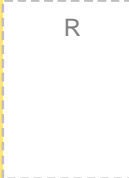







Manufacturing

| | | |
|------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|
| abc  | def  | ghi  |
|------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|



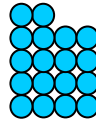

Operations

| | | |
|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|
| 111  | 222  | 333  |
| 444  | 555  | |




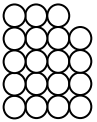



Retail Sales

| | | | |
|-----------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| R  | E  | T  | A  |
| 2  | I  | L  | S  |










Products

| | |
|-------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|
| PT  | PA  |
| LP  | SP  |

Business Sales

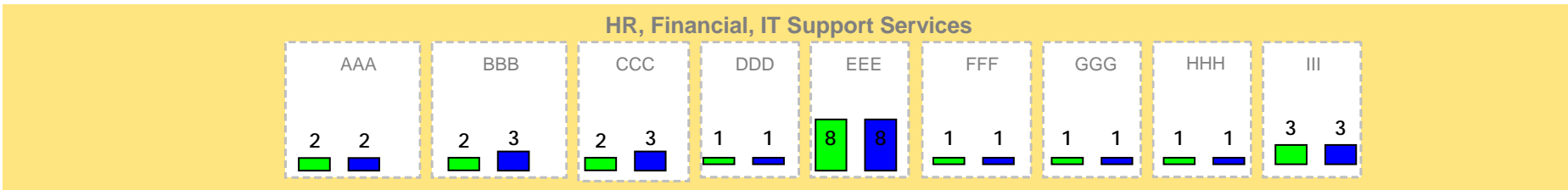
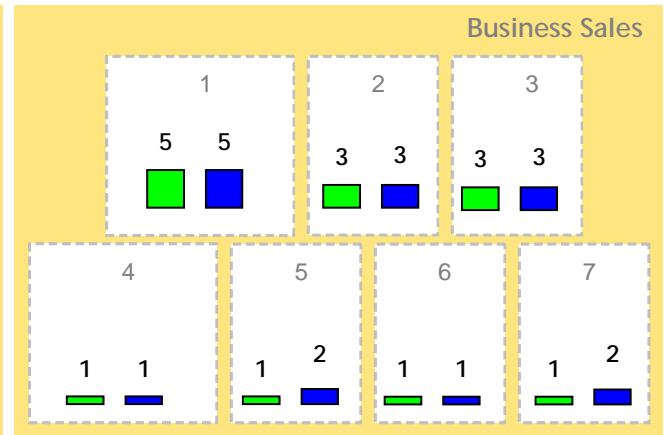
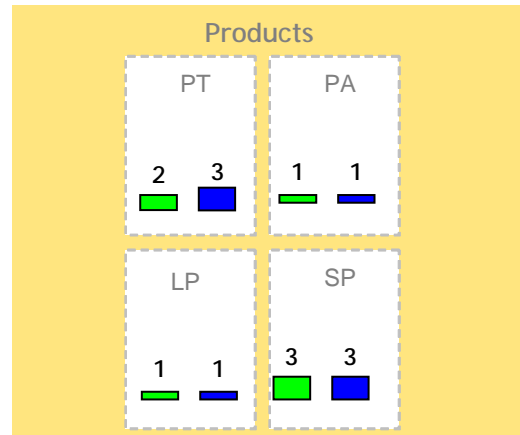
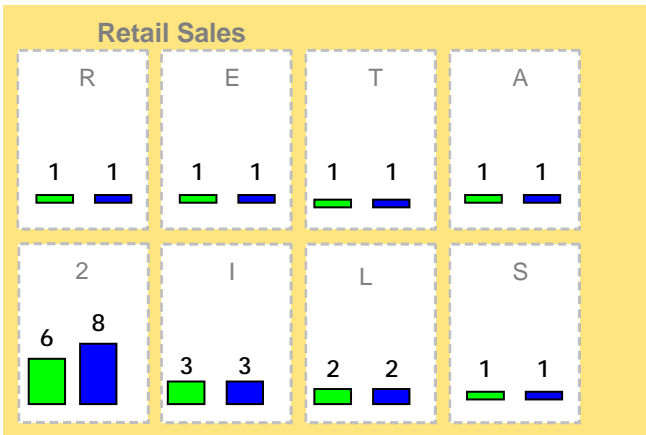
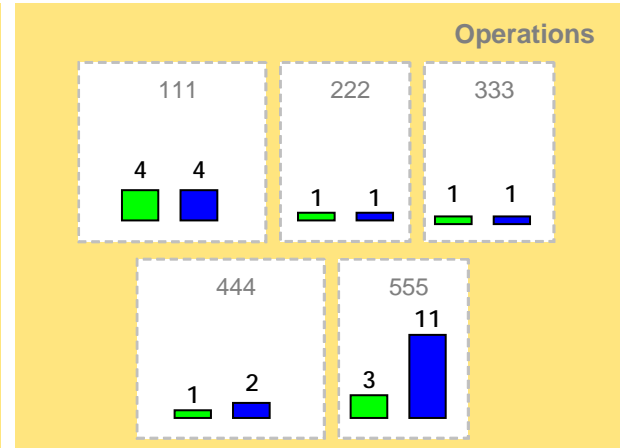
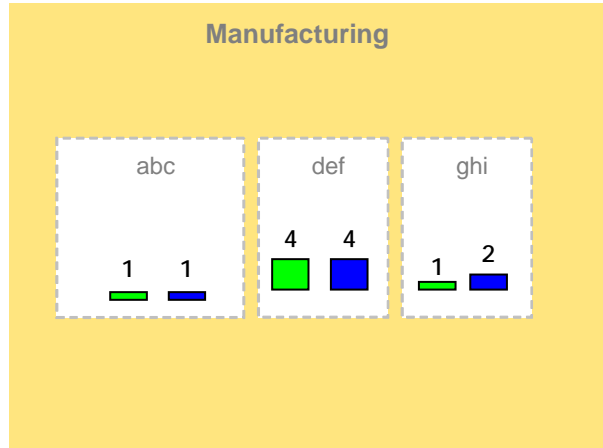
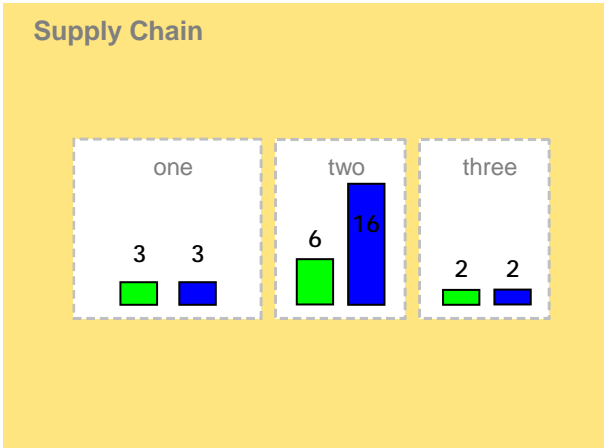
| | | | |
|-------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|
| 1  | 2  | 3  | |
| 4  | 5  | 6  | 7  |

HR, Financial, IT Support Services

| | | | | | | | | |
|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| AAA  | BBB  | CCC  | DDD  | EEE  | FFF  | GGG  | HHH  | III  |
|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|

Vendor and Application Ratios

■ Vendors ■ Applications they provide



Applications that are ERP connected

● = Auto - Group system ● = Auto – LOB Specific ▲ = Yes Group system ▲ = Yes – LOB Specific

Supply Chain

| | | |
|-----|------------------------|-------|
| one | two ▲▲▲ ▲▲▲ ▲ | three |
|-----|------------------------|-------|

Manufacturing

| | | |
|-----------|----------------------|-----|
| abc ▲▲ | def ▲▲ ▲ ▲▲ | ghi |
|-----------|----------------------|-----|

Operations

| | | |
|-----------|------------|-----|
| 111 ▲ | 222 | 333 |
| 444 ▲▲ | 555 ▲▲▲ | |

Retail Sales

| | | | |
|--------|--------|-------------|-------------|
| R ● | E ● | T ● ● | A ● ● |
| 2 | I | L ▲ ● | S |

Products

| | |
|----------------------|----------------|
| PT ●● ●● ●● | PA ● ● |
| LP ● | SP ●● ●● |

Business Sales

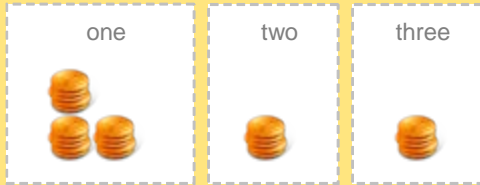
| | | | |
|----------|---|---|----------|
| 1 ▲▲▲ | 2 | 3 | |
| 4 | 5 | 6 | 7 ▲▲▲ |

HR, Financial, IT Support Services

| | | | | | | | | |
|-----------|-----|-----------------|------------------------|-----------|-----|-----------------|-----|-----|
| AAA ●● | BBB | CCC ●● ▲▲ | DDD ●●● ●● ▲▲ | EEE ●● | FFF | GGG ▲▲▲ ▲ | HHH | III |
|-----------|-----|-----------------|------------------------|-----------|-----|-----------------|-----|-----|

TCOs of systems

Supply Chain



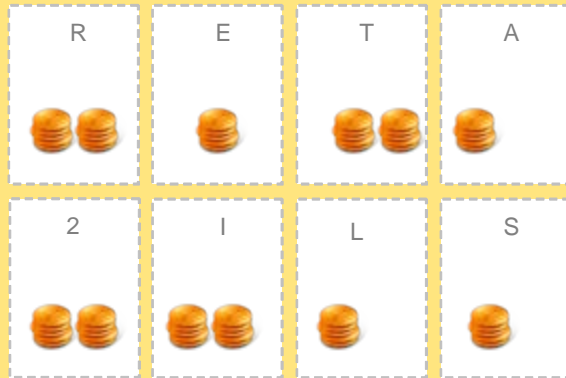
Manufacturing



Operations



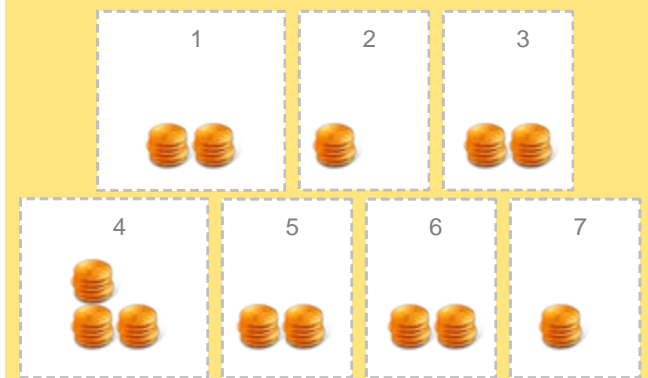
Retail Sales



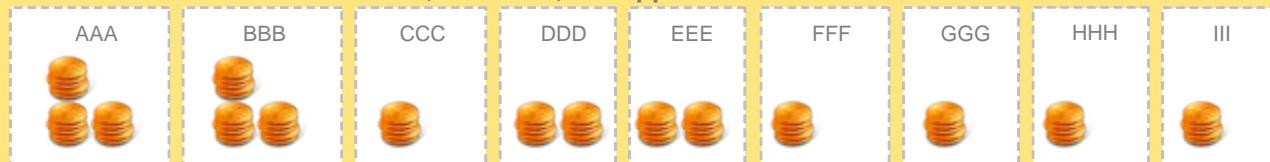
Products



Business Sales



HR, Financial, IT Support Services

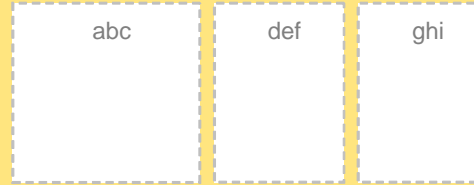


And we can provide levels of abstraction on same model.

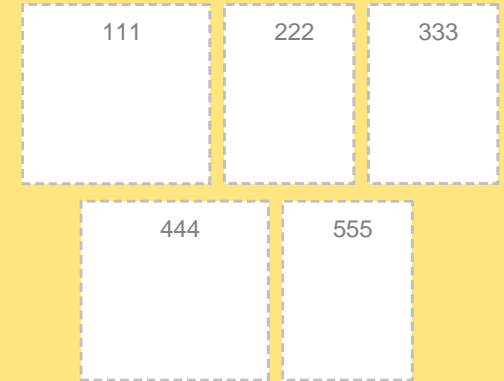
Supply Chain



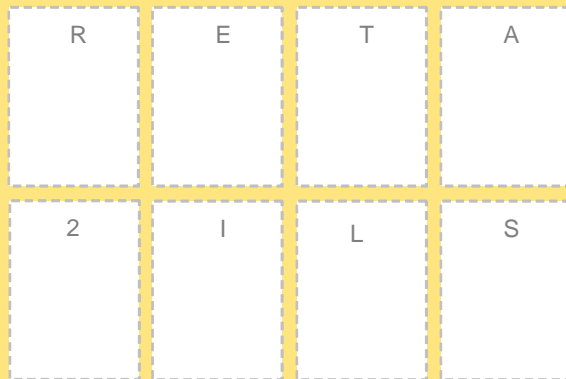
Manufacturing



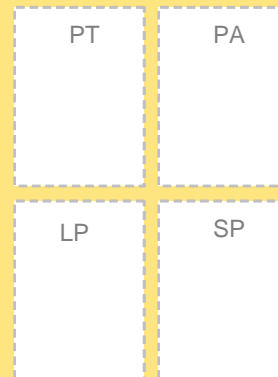
Operations



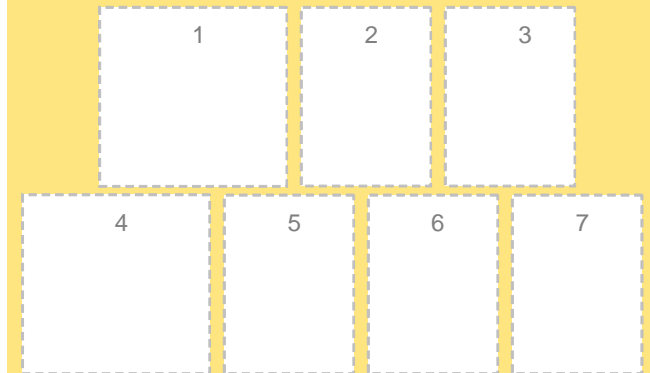
Retail Sales



Products



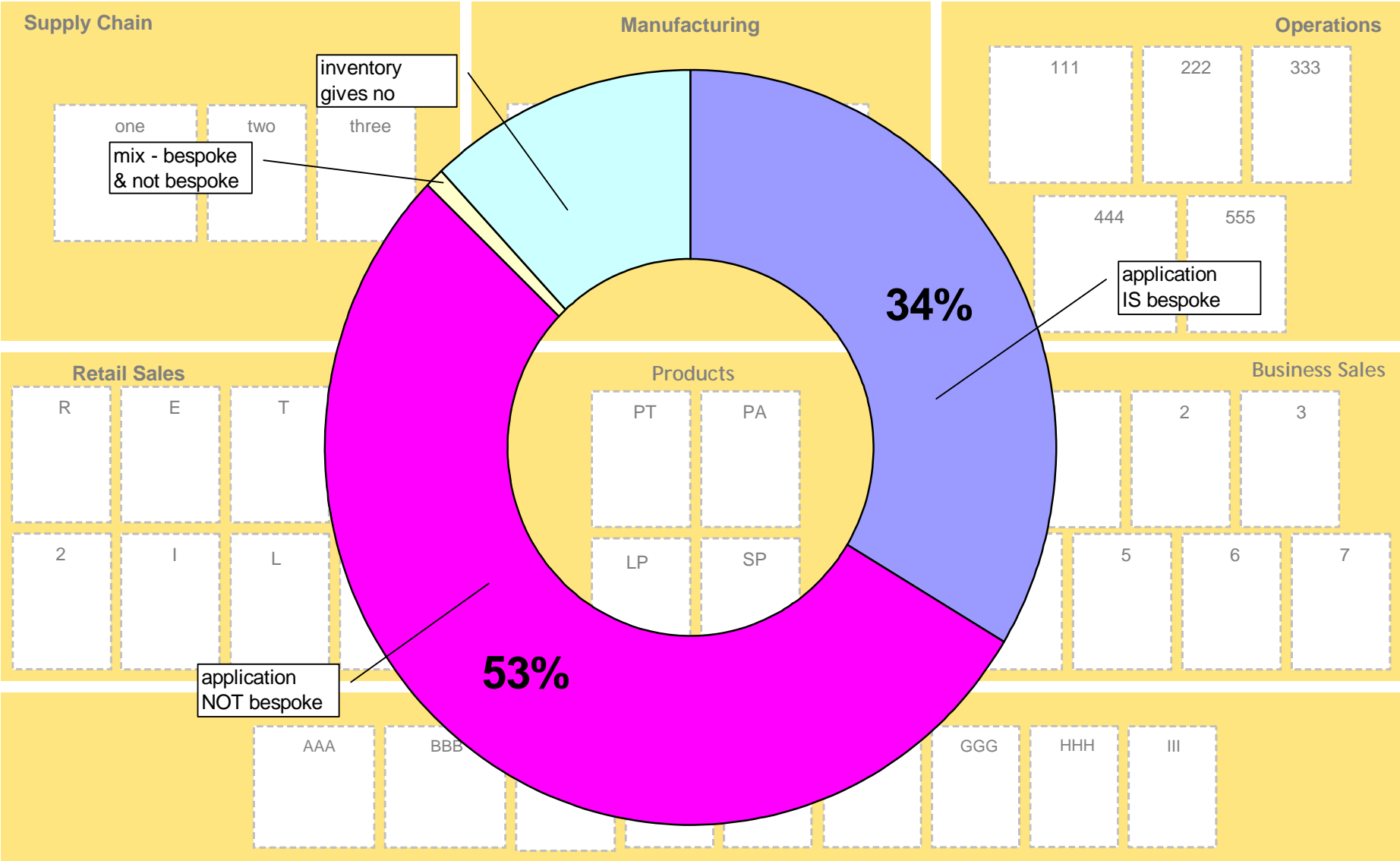
Business Sales



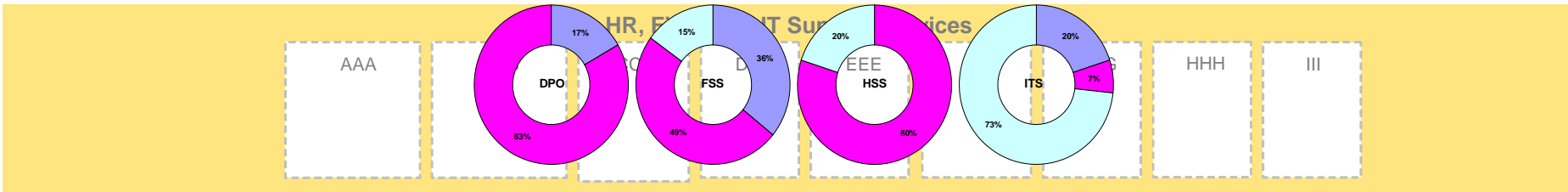
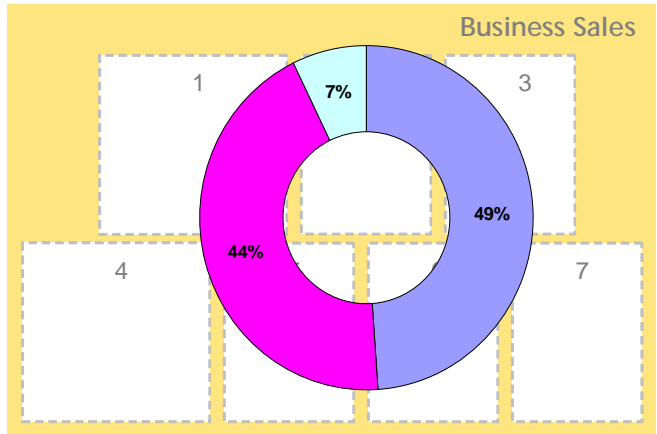
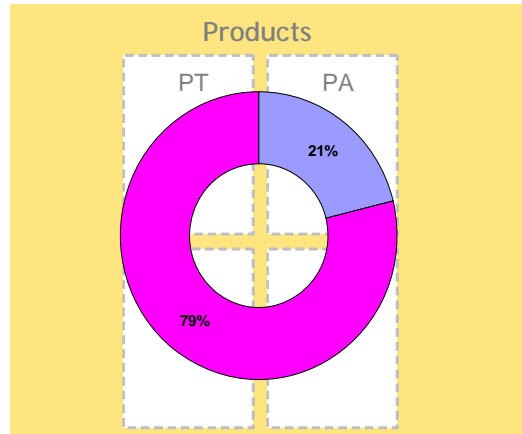
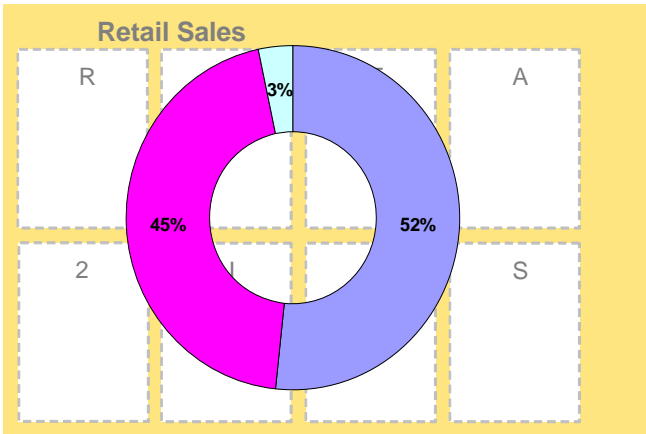
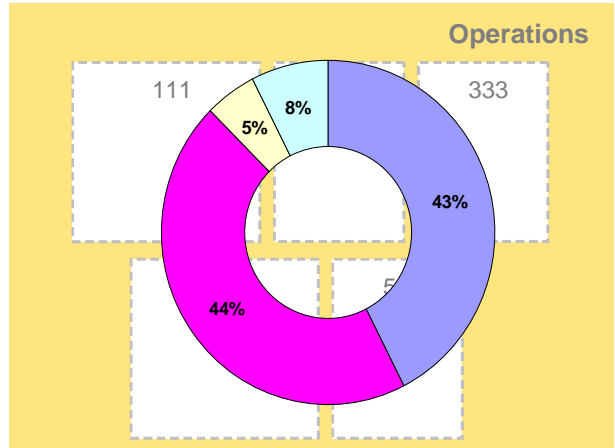
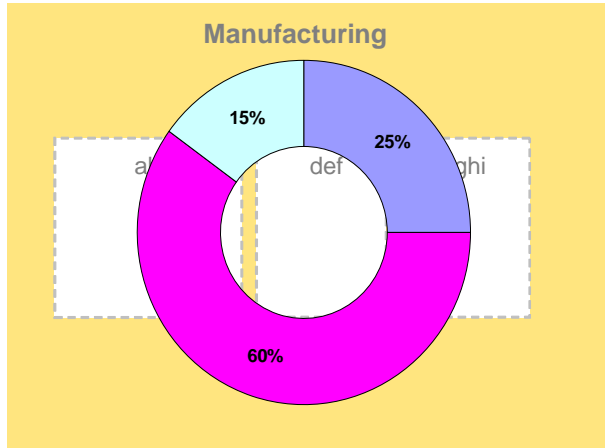
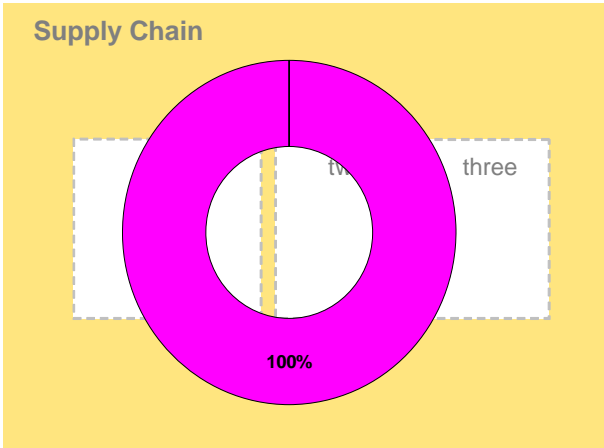
HR, Financial, IT Support Services



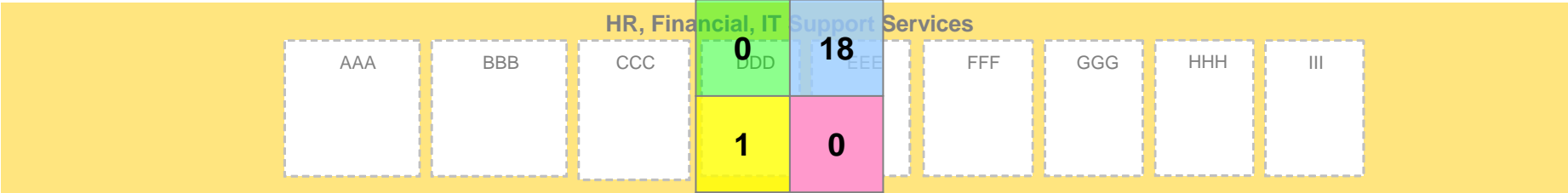
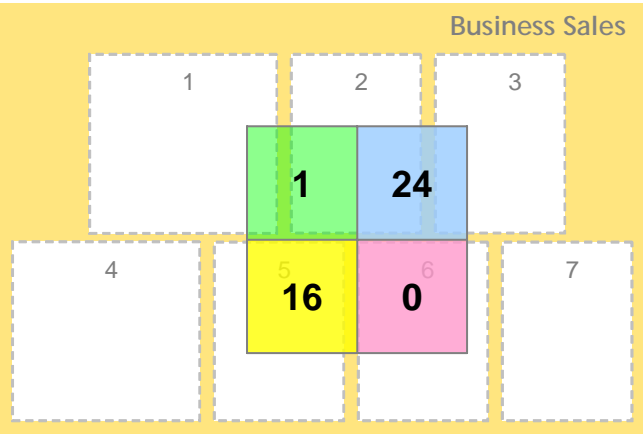
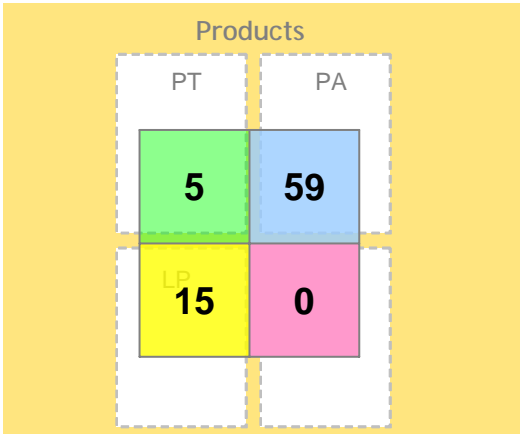
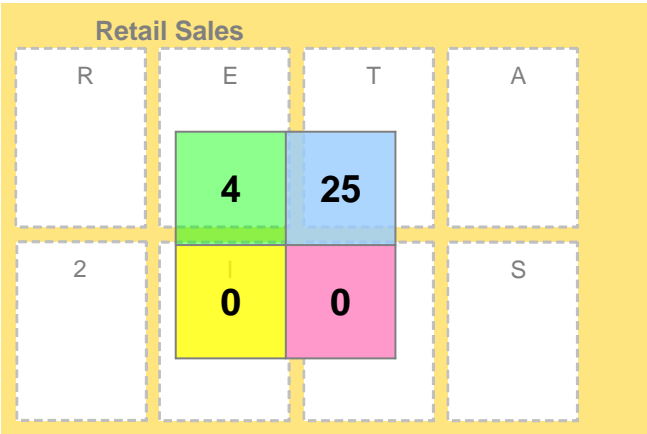
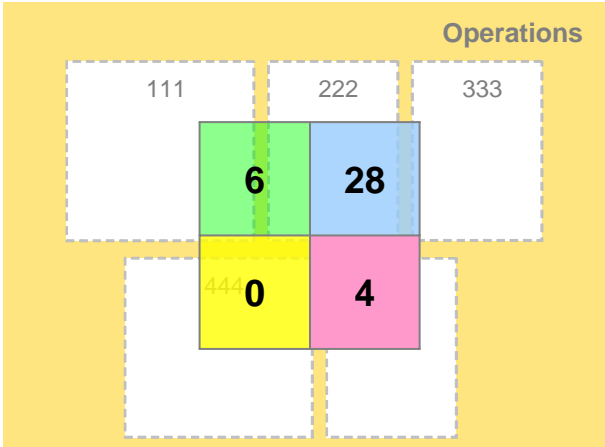
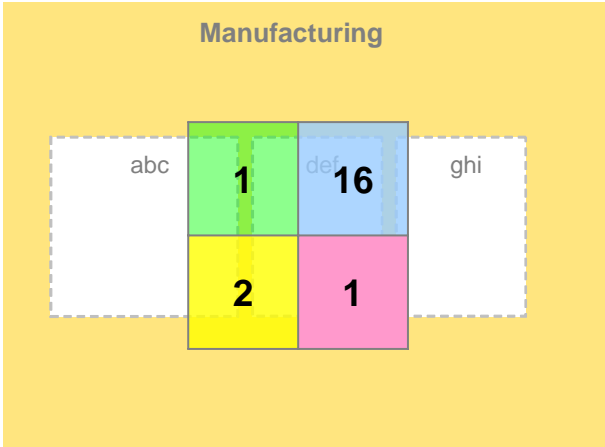
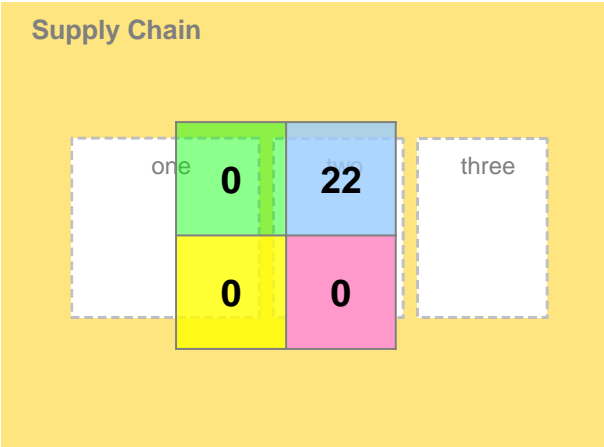
Bespoke vs Package Applications – ALL



Bespoke Applications – by Business Area



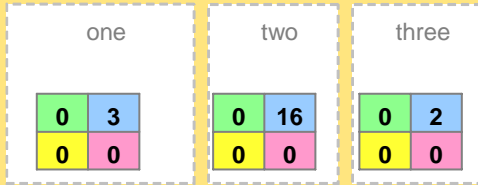
Application Strategic Fit



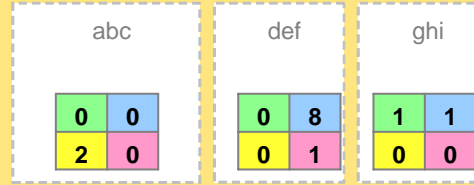
■ Top left - Approved specialist
 ■ Top right - Approved standard
 ■ Bottom left - Exception
 ■ Bottom right - Unapproved/Unclassified

Application Strategic Fit

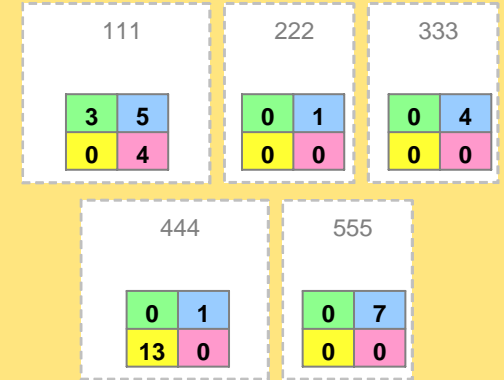
Supply Chain



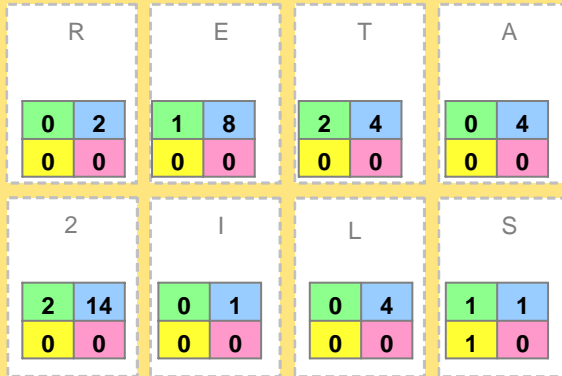
Manufacturing



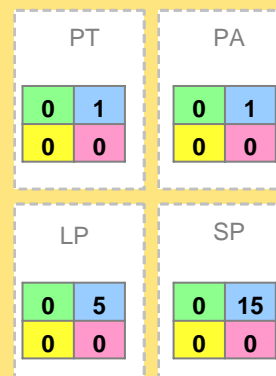
Operations



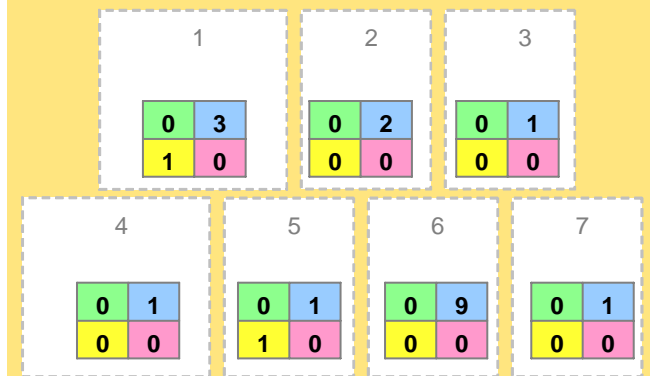
Retail Sales



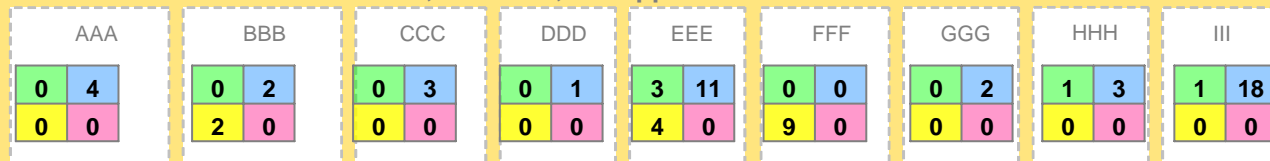
Products



Business Sales



HR, Financial, IT Support Services



■ Top left - Approved specialist
 ■ Top right - Approved standard
 ■ Bottom left - Exception
 ■ Bottom right - Unapproved/Unclassified