

Requirements analysis for performance management

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Agenda

- How to create success?
- Approach
 - Strategy Map
 - Process Map
 - Global Data Model
- Cases
- iNovasion

How to create success?

- How to align the organization's information infrastructure with the goals of the organization (do the right things right = performance management)?
- How can the information infrastructure support the organization to set goals or adjust goals when circumstances change (are we doing the right things now and in the future = adaptability and flexibility)?

So:

- How to design and realize an intelligent information infrastructure?

Information

Process

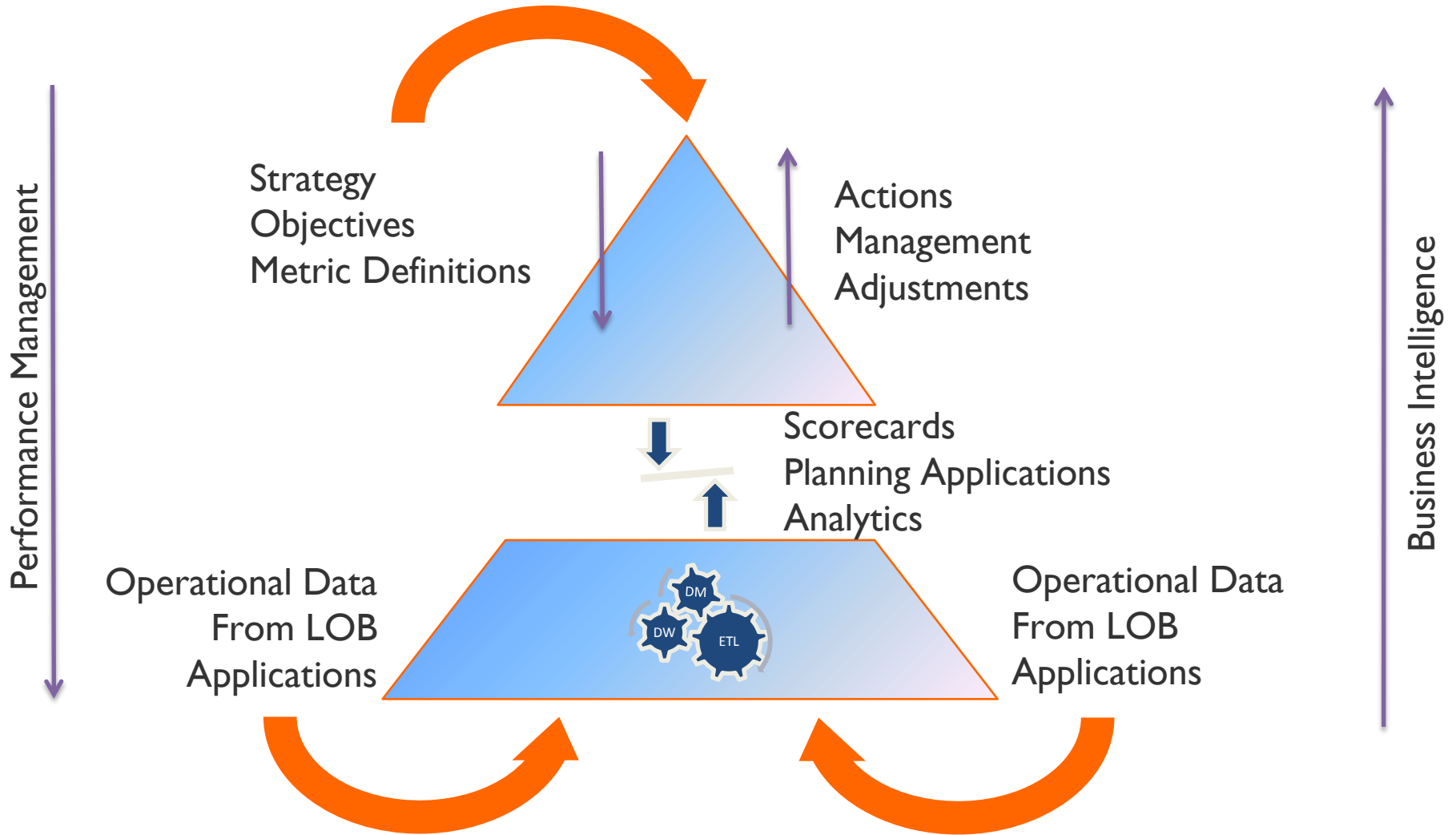
Systems

Competencies

Consistency



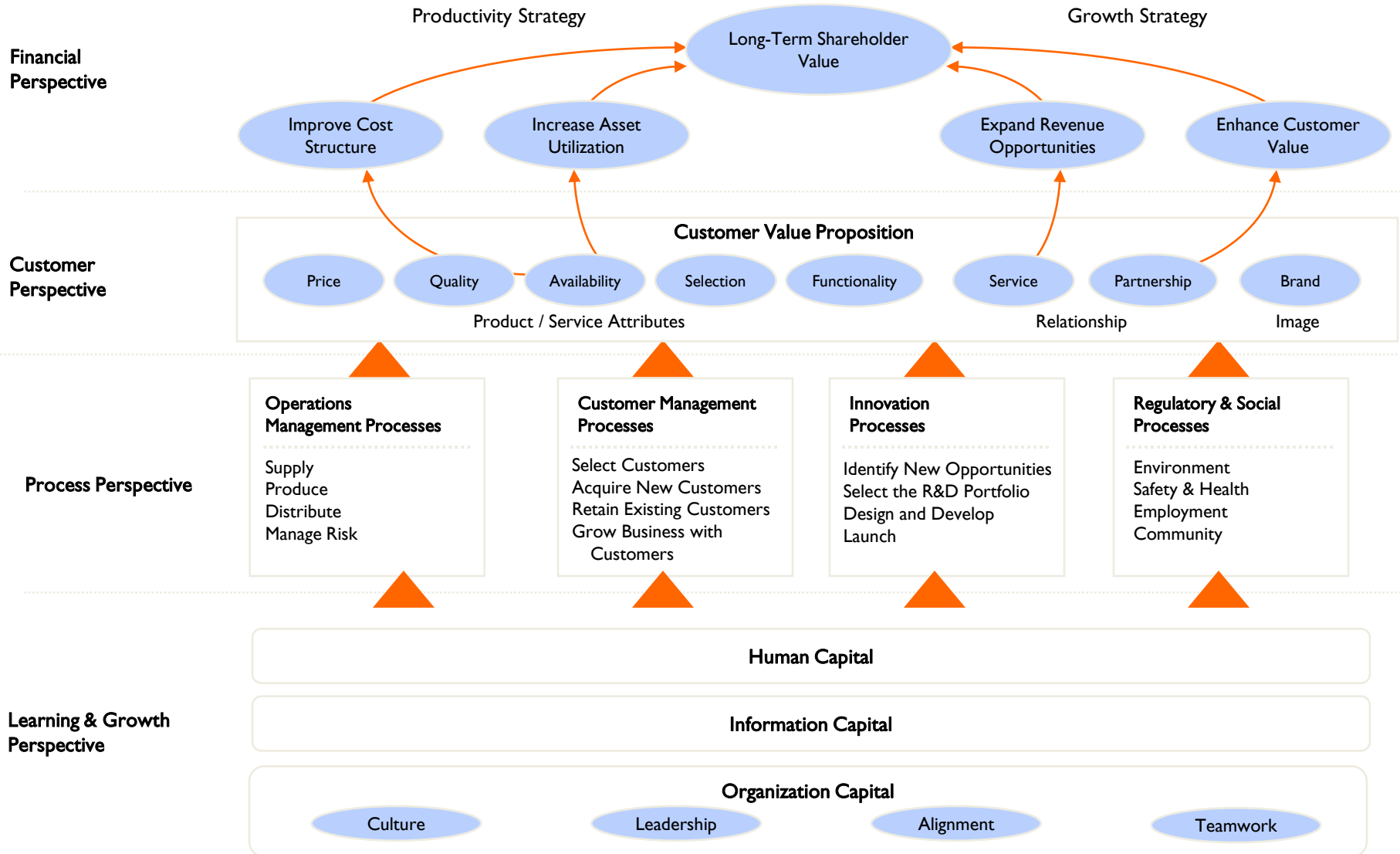
Approach



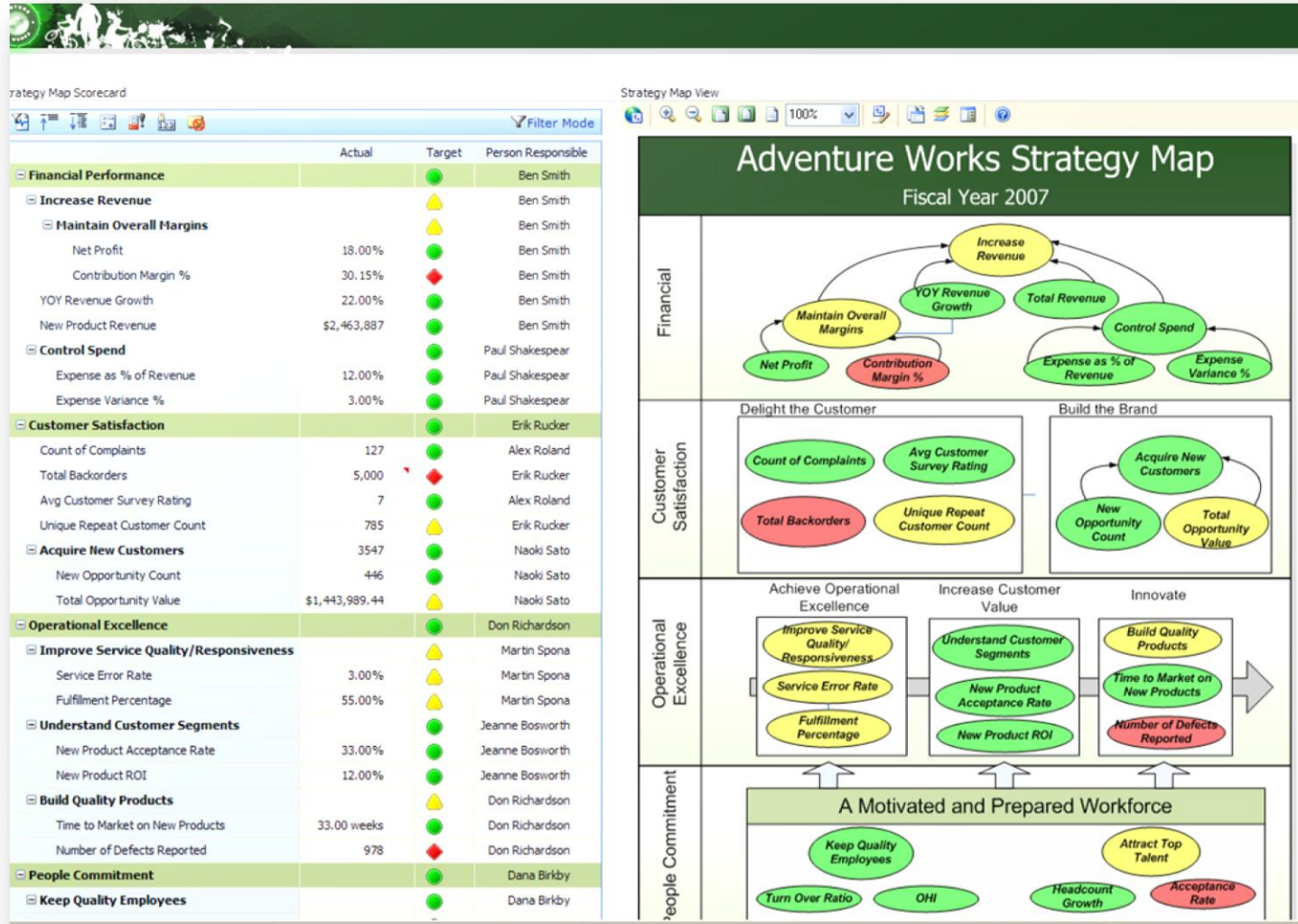
Approach

- Requirements analysis:
 - Business requirements (objectives, initiatives, processes, information needs)
 - Functional requirements
 - Technical requirements
 - Security & compliance requirements
 - Support & maintenance requirements
 - Training requirements
- Document and prioritise for solution design
- Create strategy map
- Create planning process map
- Create global data model to define uniform metrics

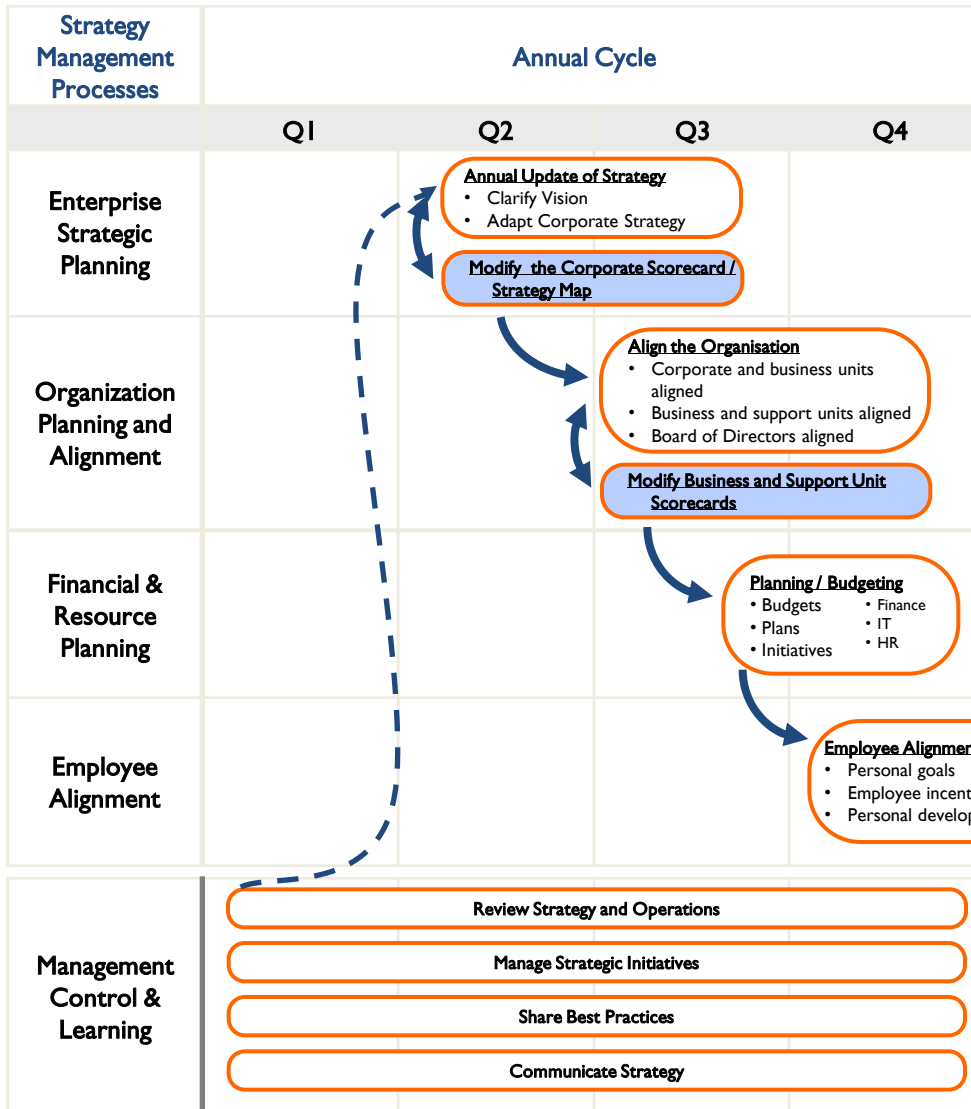
The Strategy Map



Communication and alignment for performance management and planning



Process Map



Accountable Executives	Coordinated By
<input type="checkbox"/> CEO/Executive Team <input type="checkbox"/> BSC Project Team (OSM)	O F F I C E
<input type="checkbox"/> LOB Leaders <input type="checkbox"/> Support Unit Leaders <input type="checkbox"/> BSC Project Team (OSM)	
<input type="checkbox"/> Chief Financial Officer <input type="checkbox"/> Human Resources Officer <input type="checkbox"/> Chief Information Officer <input type="checkbox"/> Chief Operating Officer	S T R A T E G Y
<input type="checkbox"/> Human Resources Officer	
<input type="checkbox"/> CEO/Executive Team/OSM <input type="checkbox"/> Program Office (OSM?) <input type="checkbox"/> Chief Knowledge Officer <input type="checkbox"/> Corporate Communications	M A N A G E M E N T

Global Data Model to define uniform metrics

Metrics	Definition and Mapping	Business function/owner	Perspective	Dimensions	Level of Detail	Frequencies	Scenarios
Business or Value Drivers		Executive & General Management	Financial	Time	Year, Quarter, Month, Week	Hour	Actual
Key Performance Indicators		Finance & Audit	Customer	Entities: 3 roll-ups	Customer Group	Day	(Rolling) Forecast
Financial Chart of Accounts		Information Technology	Process	Customer	Customer-Group Customer	Week	Budget/AOP
Non-Financial Accounts		Marketing & Sales	Learning & Growth	Distributor	Distributors Direct Selling	Month	MTP
		Development & Delivery		Brand		Quarter	LTP
		Human Resources		Product	Product-Group SKU	Year	What-if

iNovasion

- Focus on and experts in consultancy and realisation of business intelligence and performance management solutions
- Broad knowledge of financial reporting, planning & forecasting, performance management and IT
- Single point of contact and trusted advisor
- Proven approach

Help you and your organisation to be more successful



Thank you

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