

# Phase 1 FrameWork:Strategy<sup>SM</sup>

## OVERVIEW

Whether you are implementing a new application or optimizing one you already have, defining success before a project begins is as important as measuring it when the project is complete. But many organizations don't spend the time developing their vision before setting their project goals. This lack of front-end strategy results in project overruns, missed expectations, and scope creep.

Enter Anteo Group. We are experts at helping organizations set their enterprise application strategy – determining where they are and where they want to go. The first phase of our FrameWork:Suite<sup>SM</sup> implementation and

optimization methodology is the FrameWork:Strategy<sup>SM</sup> phase, and it's been proven time and again to be the most important step in setting a successful project in motion.

## IT STARTS WITH THE ASSESSMENT

FrameWork:Strategy<sup>SM</sup> begins with a diagnostic of the Current State of your organization from a business application perspective. The purpose is to provide you with an overview of your "As Is" environment, and to establish benchmarks against which "To Be" performance can be measured.

Using our proprietary methodology, we evaluate your organization on these key

factors: people and organizational structure, business processes, and technical environment. You'll get a performance gap evaluation that compares best practices with standard practices for the key evaluation criteria and identifies opportunities for improvement. This assessment is used as the starting point for your strategic plan.



## BUILDING A PLAN

We develop a detailed “To Be” picture of your organization as the strategic plan is developed, defining the purpose of your project and helping you clearly delineate your goals. During these activities, we use our communication skills to build a community with a common vision and a dedication to getting there.

How do we do it? We start with a combination of small-scale facilitated sessions and meetings, ensuring all participants are familiar with the processes and technologies that will be addressed. Organizations that work with us appreciate the fact that we don't require a costly staff retreat in order to accomplish our goals.

After the objectives are defined, we validate the plan with the executive sponsor and/or the management team. Through this effort, the team can educate the sponsor on its activity, ensure that the plan is properly aligned with the organization's goals, and make adjustments accordingly.

## READY, SET, GO

After the business case is developed, we

move into the Execution Planning phase, finalizing budget and timelines and developing an action plan. We help you define resources and ownership, as well as metrics and success criteria. Based on the approved action plan, we help you select the most appropriate vendors if you are implementing an application, help you invest in the proper solution, and then implement and manage the program to achieve maximum results and cost-effectiveness.

## MEASURING RESULTS

We recommend your initiative be monitored no less than quarterly. Success should be measured by the team's ability to meet the outlined target dates. Because results are to be achieved in the future, projects scheduled may need to be adjusted.

## BENEFITS OF STRATEGY

Some organizations think building a strategic plan is unnecessary; they prefer to get right into the tactical work. We beg to differ. There are many benefits to taking the time to focus on strategy.

- **Control** – A strategic plan allows an organization to gain control of an application implementation or

optimization project and resolve issues proactively, allowing more time for pursuing strategic benefits and less time putting out fires.

- **Prioritization** – By listing all the “like to haves” in a project, organizations can establish priorities based on need, budget and organizational goals.
- **Organizational Alignment** – Since different departments or teams might share ownership of an application and its related processes, a strategic plan provides organizational alignment among people, processes and technology.
- **Measurement** – A strategic plan provides a way to measure a project's success.
- **Predictability** – By developing and managing a strategic plan, organizations improve the budgeting process by accurately predicting a project's expenses.
- **Credibility** – Having a strategic plan improves the project team's credibility by framing the goals of the project in terms of benefit to the entire organization.

For more information about our Consulting practice, visit us on the web at [www.anteogroup.com](http://www.anteogroup.com) or contact us at [marketing@anteogroup.com](mailto:marketing@anteogroup.com).