

CORE PROCESS AREA STRUCTURING

OVERVIEW

Core Process areas are key components of any organization and ensuring that there is a way to bridge the strategic needs with the daily execution is at the core of what “structuring” is. Understanding primary components and intents of your process areas allows more impactful conversations and gives a more effective insight into improvement and transformational needs.

WHO IS IT FOR?

Any organization that wants to:

- Improve their understanding and insights of their core process areas
- Prepare key areas for organizational transformation
- Create a lasting framework and set of criteria to determine process area investments and ensure they are executed effectively

OBJECTIVES

- Create a set of core documents for the specific core process area
- Understand people, process, technology, and data gaps within specific core process areas
- Document E2E processes and identify needed changes and improvements at a process level
- Identify key investments that will provide the highest impact and value for the organization

ESTIMATED EFFORT

Minimum Staffing for 8-12 weeks

- Lead Initiative Consultant
- Domain SME
- Business Process Architect

The effort depends on the size and complexity of the organization and breadth of the scope.

BENEFITS

Core Process Area Structuring benefits:

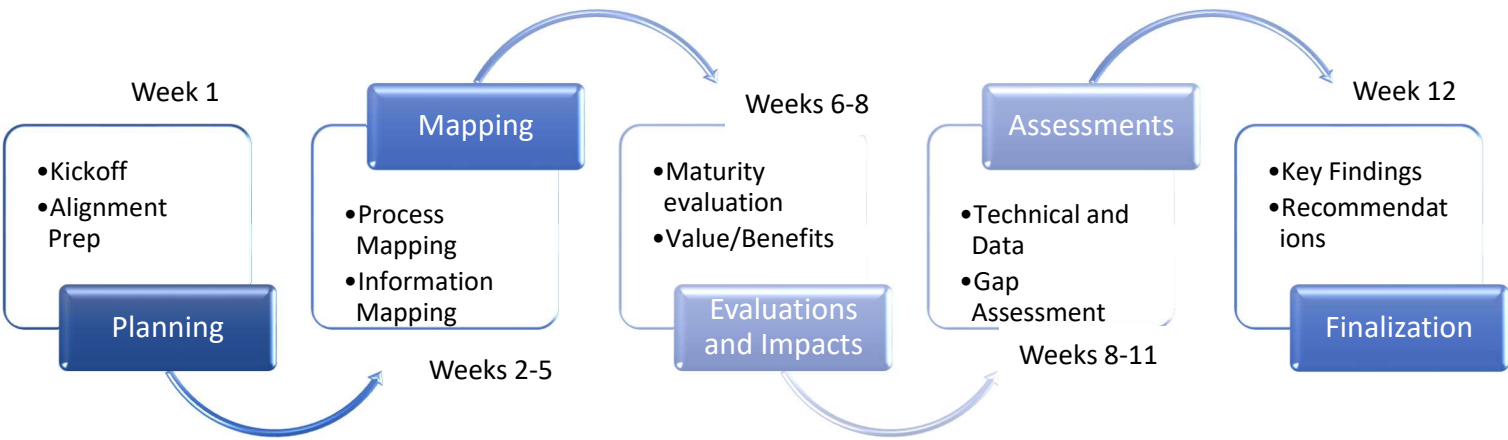
- Enables cross functional collaboration, problem solving through a transparent and repeatable framework
- Holistic overview that understands cross-functional impacts
- Creates a process centric view that provides ongoing context for improvements and additional initiatives that builds stakeholder value beyond common departmental view practices
- Creates an impactful conversation around initiative funding and allows a way to refocus funding to make it about value business value instead of departmental or IT spend
- Creates frameworks and concepts that allow the business to communicate current state business in a compelling and investable manner

KEY DELIVERABLES

The following will be provided:

- Core Process Area Overview
 - Current vs. Future State
 - Sub Process Maturity
 - Force Analysis
- Current State Plan
 - Key Decisions needed
 - Pain point summary
 - Next Steps Plan
- Gap Recommendations
 - Technical and Data gaps
 - Process and Maturity gaps
 - Change Impact resolution plan

APPROACH



CORE BUSINESS PROCESS AREAS

- | | | |
|------------------|-----------------|------------------|
| Lead to Quote | Quote to Cash | Customer Success |
| Record to Report | Plan to Act | Source to Pay |
| Hire to Retire | Idea to Product | ITSM |

ABOUT PAGE IV

Page IV Consulting takes decades of experience both managing the business functions as well as delivering impactful transformation initiatives and applies it to helping organizations create value and effectiveness in their operations.

Our value comes in our ability to take an objective look into your operations and provide transparent feedback and insight. We take pride in our ability to communicate effectively and honestly at all levels of our clients' organization.

We work with our clients to understand their goals and overall operational strategies in order to provide results that are not only effective with the initial engagement but have a lasting and reusable impact. We want to leave each engagement knowing that we have provided short term value and impact as well as long term usability. Our team is comprised of knowledgeable, approachable, and experienced professionals who understand the importance of creating ongoing value in everything we are involved with.

Page IV Consulting

Increasing the Effectiveness of your Planning process

<https://www.pageivcon.com>