

Business Solution Design™

A pragmatic approach to analysis and
definition of Business Requirements

Context

- Many processes are based on one or more packages
- Challenges are:
 - Select
 - Configure
 - Integrate
 - Data Transfer & Migration
 - Business Process Change

User Issues

- Lack of involvement
- Some methods too technical
- Unclear difference between:
 - Business Requirements
 - Functional Specifications
 - Technical Specifications
- Business not ready at implementation

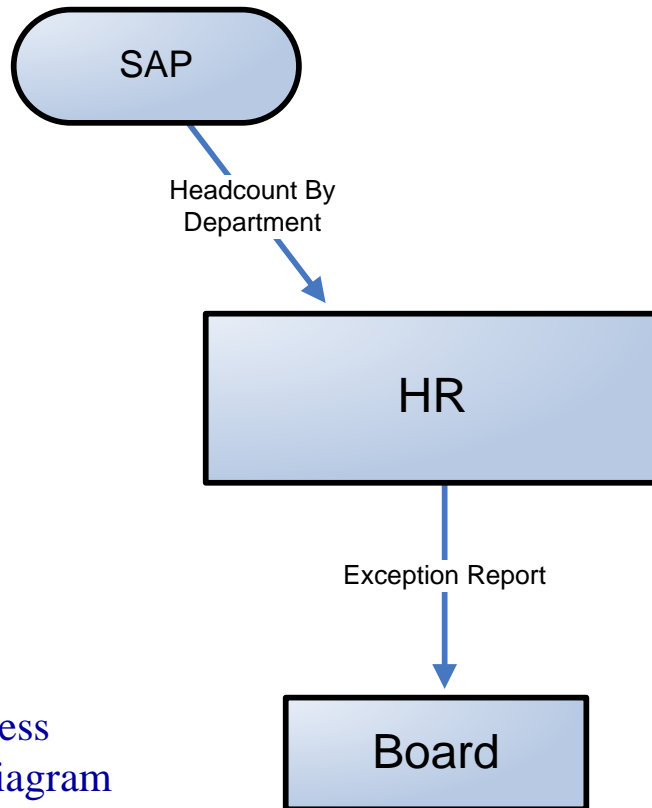
Being Pragmatic

- *Appropriate* amount of analysis
- Aiming for a *good* solutions but not the *ideal* solution
- Automation with some *manual* workarounds
- Looking for *one* viable solution
- Defining a viable solution *quickly*

Core Process Steps

- Identify business functions
- Define business interfaces
- Confirm process viability
- Transpose into functional specifications
- Complete functional specifications
- Document business procedures

Core Technique



BID: Business Interface Diagram

Solution Component: a discrete piece of software

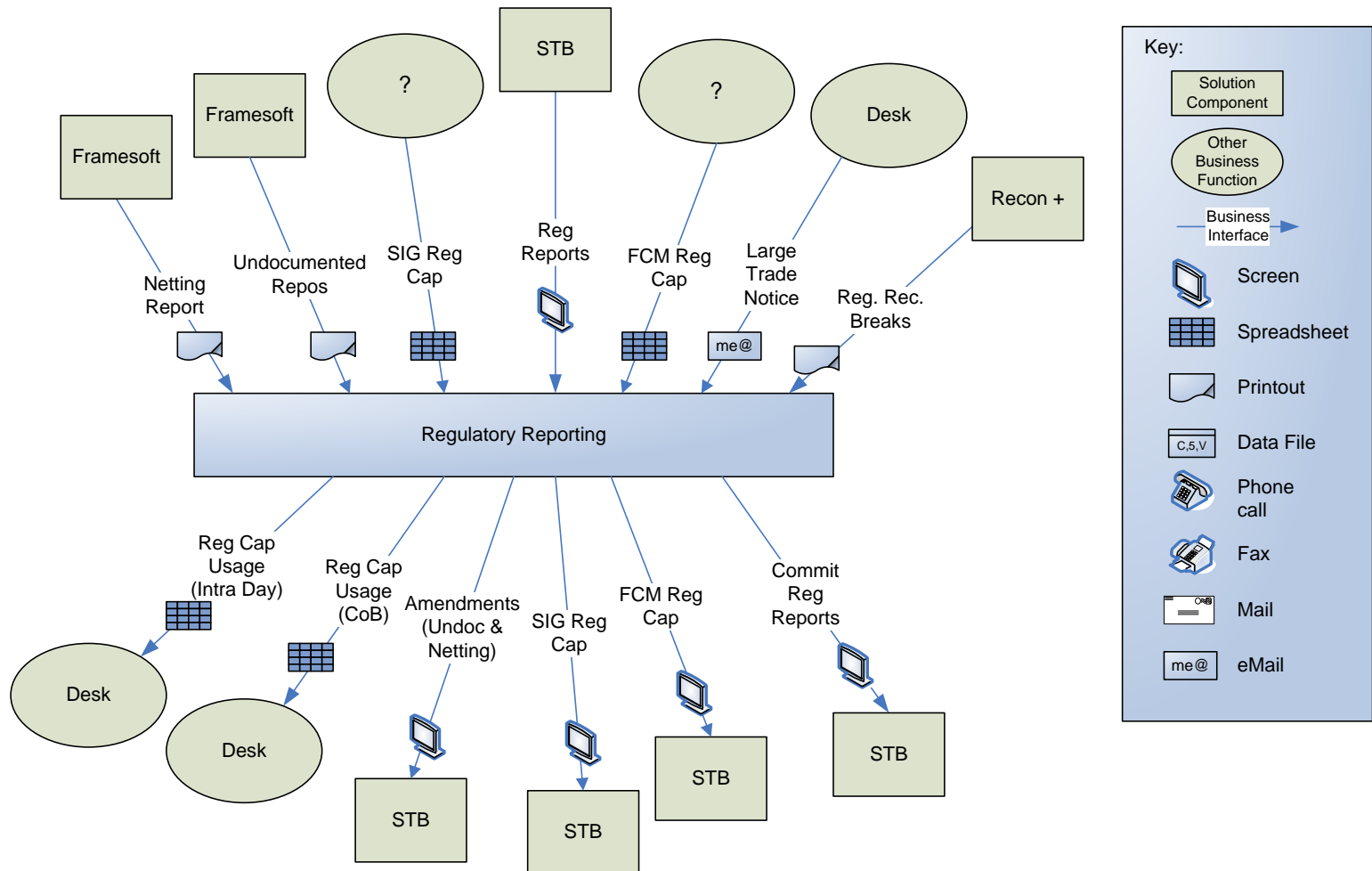
Business Interface: information passed to or from a business function

Business Function: a group of related tasks performed by one or more people


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Example BID



Adding Detail

- **BID**
- Overview of Business Function
- **Triggers**
- **Inputs** 
- *Business Processes*
- *Reference Material*
- **Outputs**
- User Access Rights
- Implied System Processes
- Other Information

- **When**
- **Fields**
- **Component**
- Selection criteria
- Filtering & sorting
- Examples

Validation

- Complete all Business Interface Diagrams
- Cross-validation:
 - Each task has input(s) and output(s)
 - Business functions agree hand-over points
 - All output data fields are input somewhere
- Confirm solution component can support each interface

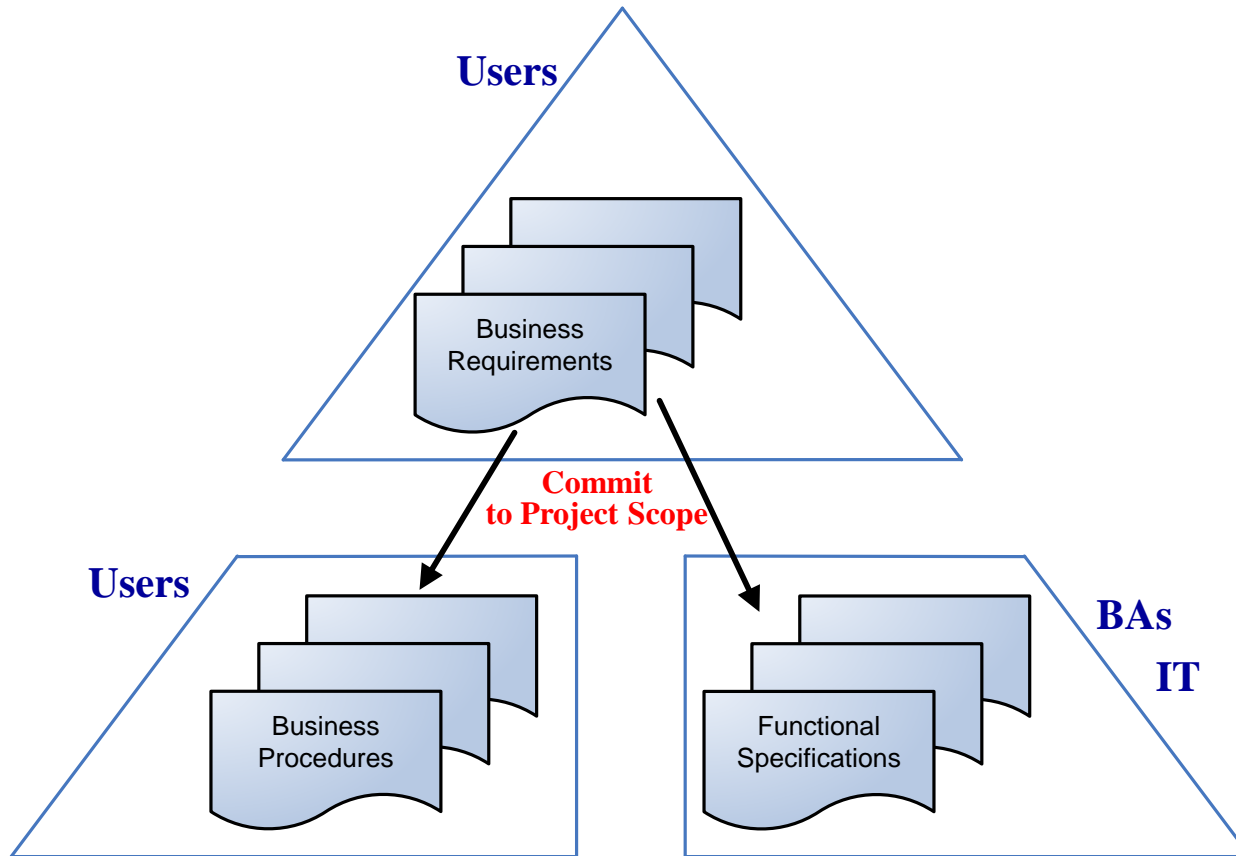
Key Features

- Focus on users
- Imagine already working system
- Specific to selected solution components
- Complete outline business model:
 - Interactions between business functions
 - Interaction with system components
 - Outline business procedures
 - Outline system processes

Major Milestone

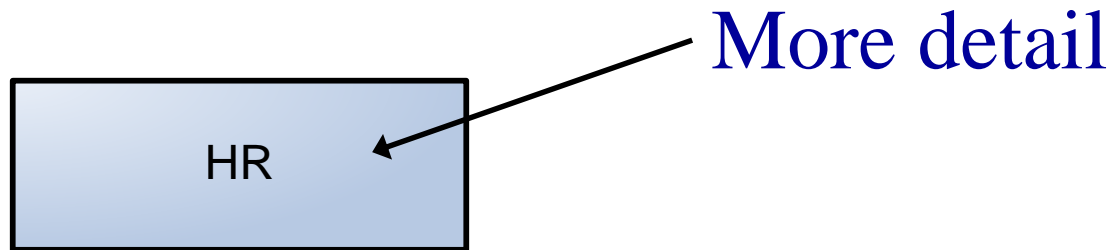
- Identified viable solution
- Identified manual workarounds
- Understand the realisable benefits
- Good understanding of implementation:
 - Components
 - Configuration
 - Customisation
 - Costs

Process Overview



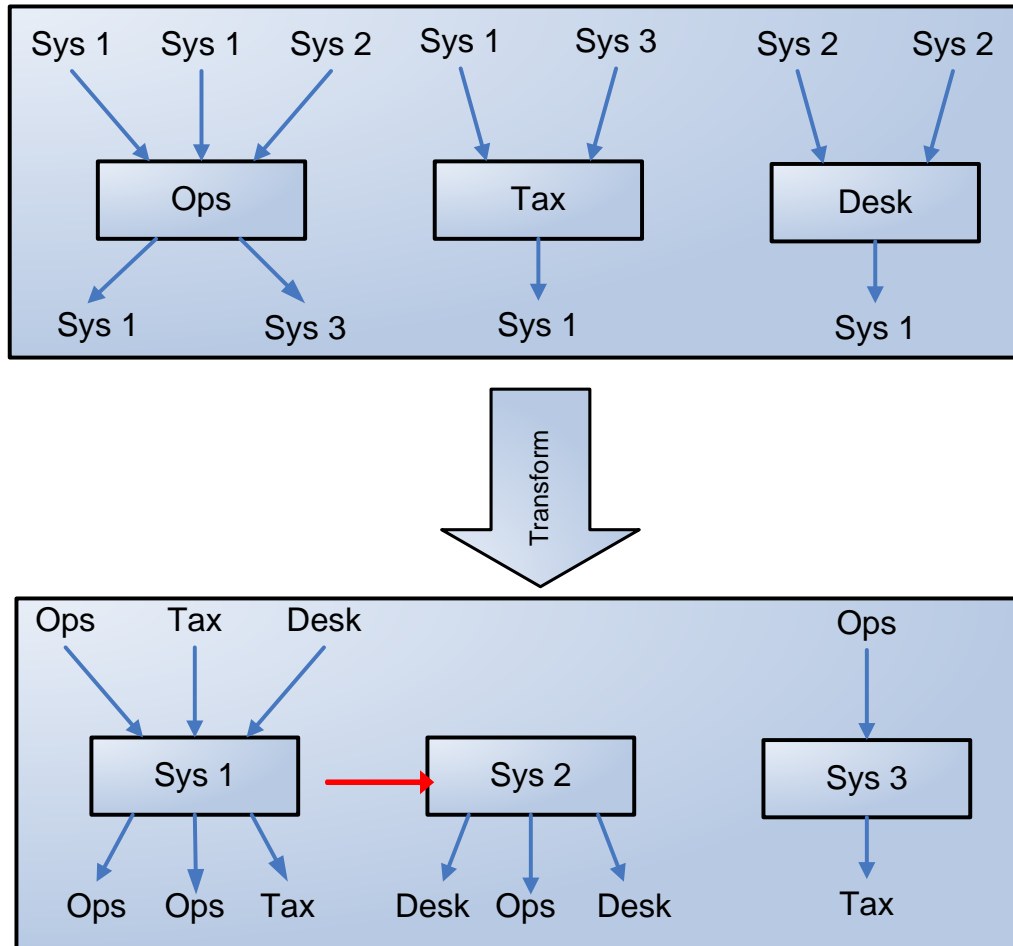
Business Procedures

- What goes on inside the box



Functional Specification

- Transform BIDs
- Add system interfaces
- Add appropriate design detail:
 - SSADM (DFDs, LDMs)
 - UML(Use Case)
 - Decision Trees ...
- Add appropriate configuration detail



Potential Drawbacks

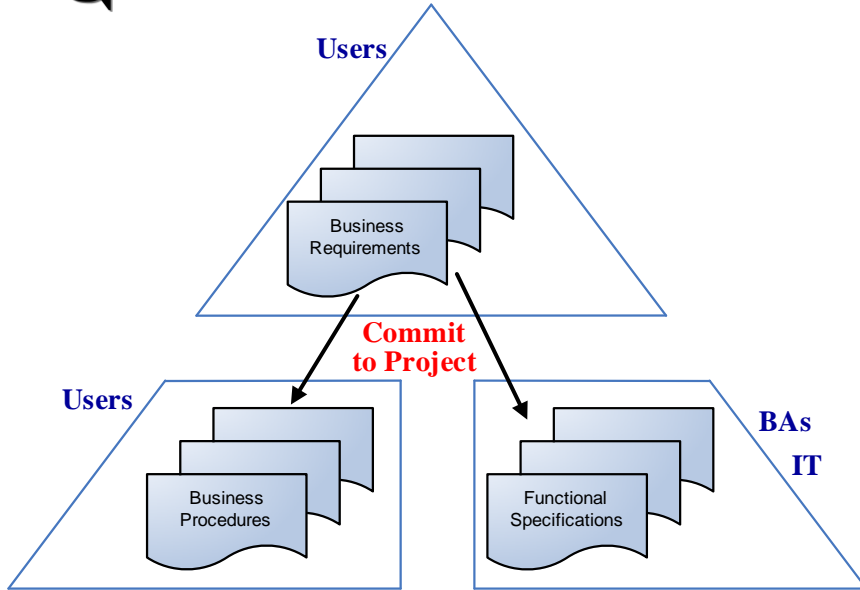
- Users fail to conceptualise
- Requires thinking before doing
- Degree of formality
- Solution driven requirements

Advantages

- Gain appropriate user involvement
- Solution focused
- Clear stages & deliverables
- Delivery templates
- Flexibility as appropriate
- Agree business processes up-front

When BSD Approach Applies

- One or more off-the shelf packages
- Requirements from different business functions



Questions?

