AYAMER
Business
Architect
Compass

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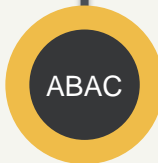
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Deliver the Balance Between Strategy and IT

AYAMER BUSINESS ARCHITECT COMPASS (ABAC)

Introduction

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Business Architecture is the link between achieving strategy and information technology according to business needs.

All of the organization's business units should be in alignment. Business architecture may clearly show how components like capabilities, processes, organization, and information work together and exposes how an organization is formed.
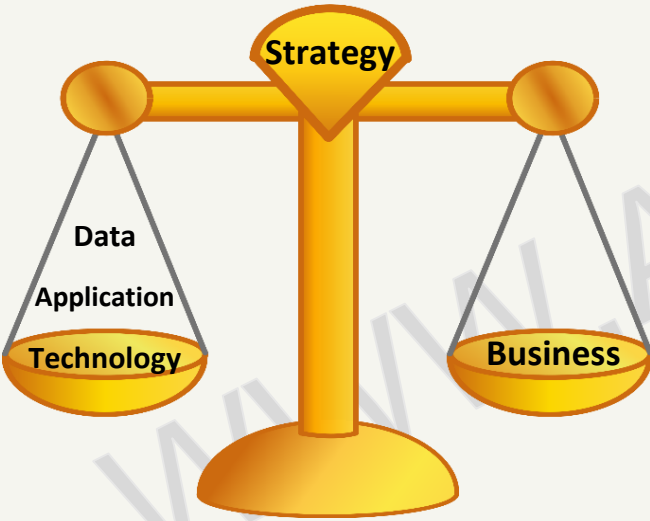
One of the most important challenges facing Business Architects in enterprise architecture setup and digital transformation projects is to achieve an effective balance between the business architecture and strategy on the one hand, and between the business architecture and information technology architecture on the other hand.

The most important factor in the failure of achieving the goals of EA projects is the inability to achieve that balance. For example, where the focus is often on reaching strategic goals without looking at the hidden factors such as extremely value creation or over-increasing business capabilities.

From this point of view, the AYAMER Business Architect Compass (ABAC) has been designed for the Business Architecture, which is one of the tools that guide Business Architects to achieve the balance between the Business Architecture and the trends of the various areas of the Enterprise Architecture (data architecture - application architecture - technology architecture - and others). Taking into account all the external and internal factors affecting the organization.

Strategy

Data

Application

Technology

Business

05

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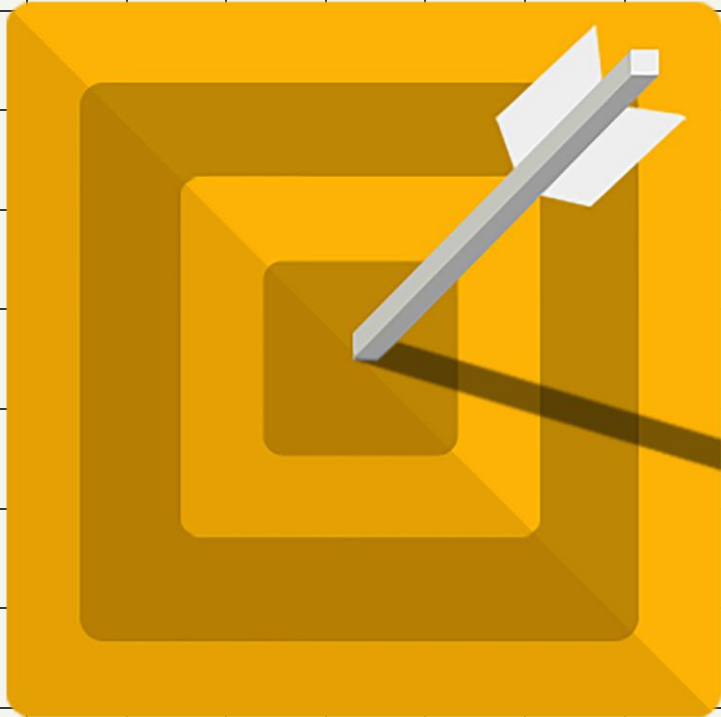
Business Architecture Objectives

Why we need BA?

Business Architecture Objectives

- Enable Strategic Plan
- Validates EBM
- Create Framework
- Provides Policies, Principles, and Guidelines
- Align IT
- Enhancing Decision Making
- Improving Agility
- Define New Capabilities
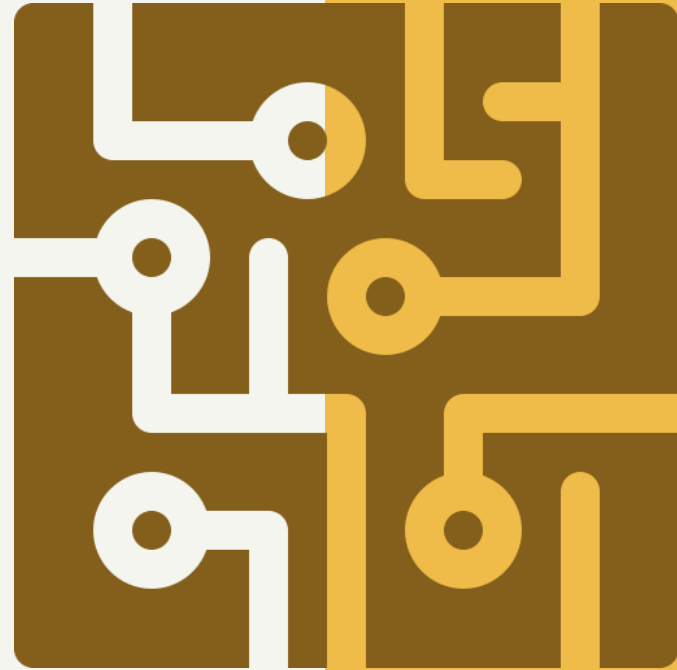- Provide Adaptive and Resilient systems

The purpose of the business architecture is to make sure that the business strategy is supported by and traceable to the actual implementation, modifications, and improvements to business processes and services.

1. Enable execution of the Strategic Plan

2. Validates the Strategic Plan against the Enterprise Business model (EBM)

3. Laying out a clear framework of a company's structure, personnel, technology, and business.

4. Provide Adaptive, Resilient systems that can operate effectively in a dynamic environment

5. Provides a comprehensive view of an enterprise's policies, principles, services and solutions, standards, and guidelines

6. It promotes and aligns IT initiatives throughout the enterprise.

7. Enhancing decision making by lowering risk

8. Improving capacity for growth and agility in your business and execution

9. Fosters understanding of the corporate architectures to define and design a new capability for competitive advantage
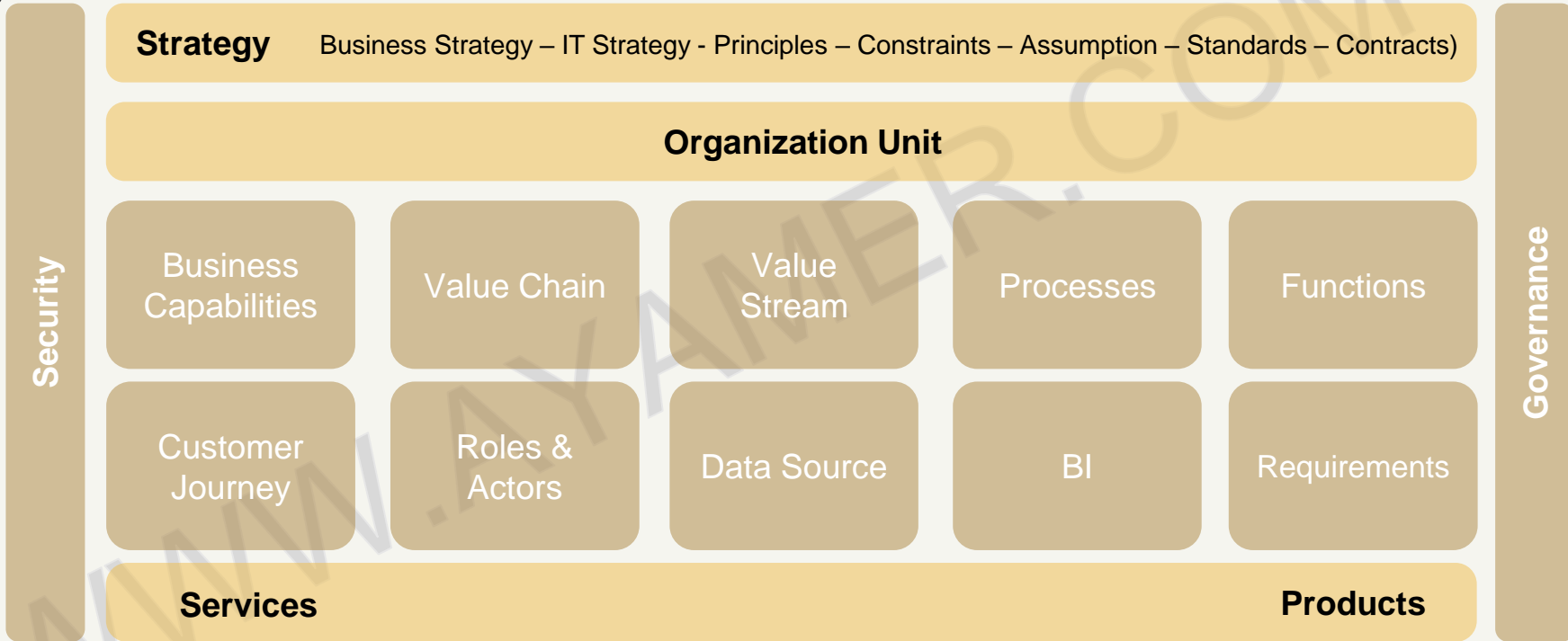
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Business Architecture Components

What is BA consists of?

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Business Architecture Model

| Strategy | Business Strategy – IT Strategy - Principles – Constraints – Assumption – Standards – Contracts) |

Organization Unit

Security	Business Capabilities	Value Chain	Value Stream	Processes	Functions	Governance
	Customer Journey	Roles & Actors	Data Source	BI	Requirements	

Services   **Products**

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Business Architecture Connection with EA Domains

Summarizes the BA relationships with other Architecture Domains

Data Architecture

BA requires data and information for decision making and efficient operations.
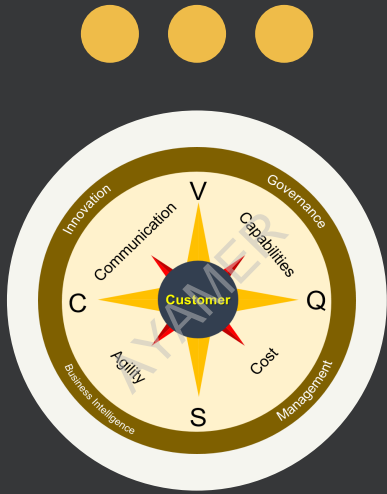
App. Architecture

BA drives the requirements for IT solutions to improve agency performance, productivity and services.

Tech. Architecture

BA provides the requirements for organization efficiency and effectiveness through technologies.

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Drive your Business Architect

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BUSINESS

ARCHITECT

COMPASS

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ABAC Components

1. Compass Core Components

Customer → is a centric of business success, customer is no longer a king, but a dictator

2. Compass Orienteering Components

Value → benefits a business generates for its stakeholders

Strategy → describes the organization's long-term vision and how it will be able to achieve its goals

Quality → to meet and exceed all requirements, standards and specifications

Change → to be ongoing, evolving, and cumulative

3. Compass Balancing Components

Capabilities → an ability that an organization, person, or system possess

Cost → money spends on the creation of something

Agility → resilience to adapt with changes

Communication → the nervous system

4. Compass Dial Components

Governance→ Control , measure, and operation

Innovation → spirit of continuity

Management→ coordination to achieve goals

BI→ lead business decision making

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Customer (Value, Strategy, Quality, Change)

Customer	>	Value

Long-term customer retention requires that the consumer continually recognize the worth of your offering. A customer value success is to consistently show how your product or service gives customers more business value.

Customer	>	Strategy

Customer-driven strategy is concerned with meeting the needs of actual and potential customers. Set goals for outstanding customer needs with actionable objectives to help achieve this outcome.
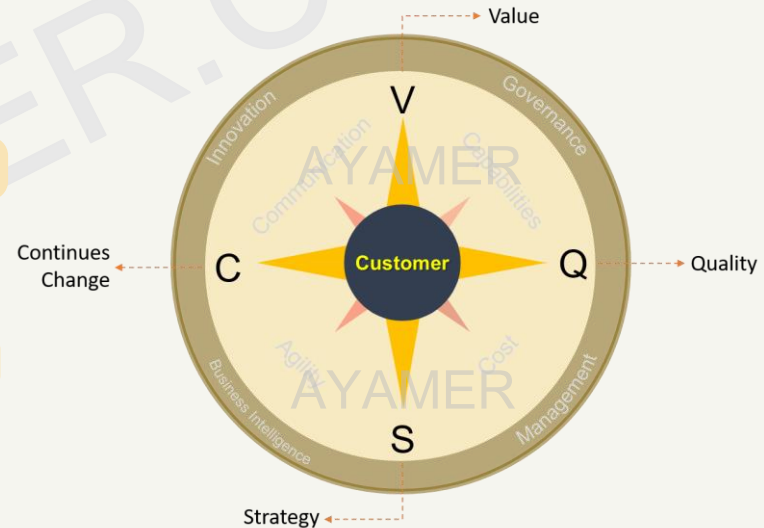
Customer	>	Quality

Quality is always defined in the eyes of the customer. Customer expectations are a qualitative measure of how well a product or service meets a customer's needs.

Customer	>	Change

Customer experience continuous improvement must be adopted as a strategy by businesses looking to gain an edge over rivals and guarantee excellent customer experiences.

Value
Quality

Capabilities

| Value1	Value 2	Value 3	Value 4
Capability 1	Capability 2	Capability 3	Capability 4
Capability 3		Capability 2	

Quality

Relation

Achieving the balance between value and quality is one of the most difficult equations that meet the Business Architect during the stages of process formation to reach the required value. With each process, task, or activity in achieving the integration of the value stream, quality verification must be one of the most important influences in the sequence of the process.

Balance

This balance is achieved through business capabilities, as access to value and quality together is through the organization's possession of highly mature capabilities, skills and technology working in a controlled system that achieves value and quality.

Implications

The focus may be on maximizing value and quality by over-increasing business capabilities, resulting in unused or overlapping capabilities. Achieving quality that exceeds the customer's requirements (Gold plating) may lead to exhaustion of the organization's capabilities in more useless efforts. Also, achieving the required quality with the available business capabilities to reach an undesirable value is a waste of the capabilities of the organization.

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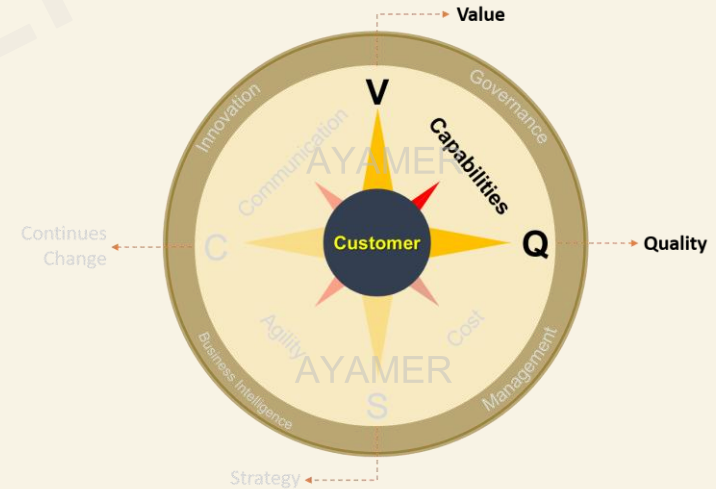
Strategy   Quality
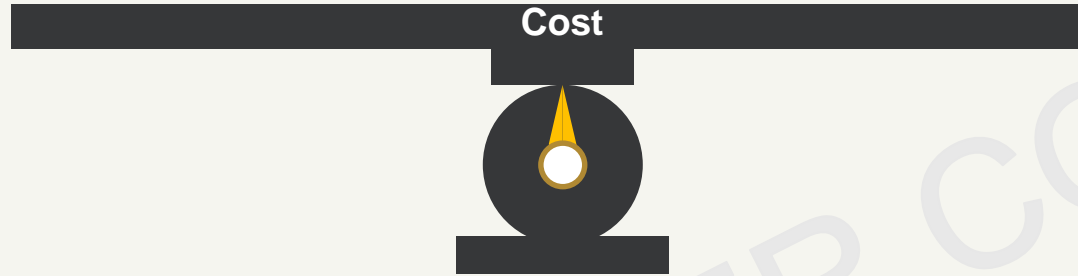
Cost

Relation

Adoption of Quality practices is usually driven by a differentiation strategy. the relationship between the organization strategy (in terms of differentiation and cost leadership), the organizational structure (in terms of the extent of implementation of Quality), and the organizational performance (in terms of quality and innovation).

Balance

This balance is achieved through cost, The cost is the key to determine the gap between what the organization goals and what the quality that the system deliver by reducing spending in order to maintain business continuity.
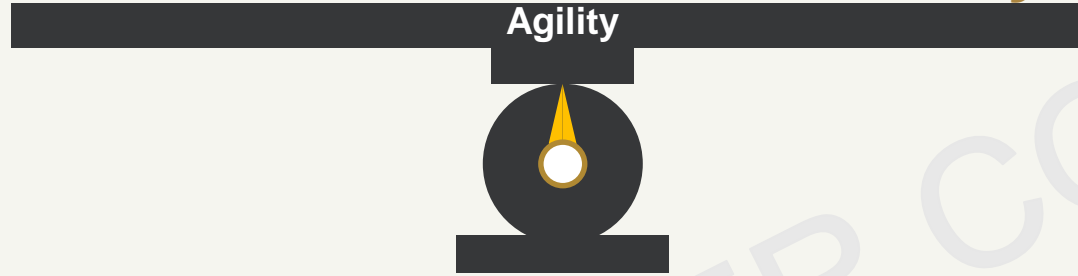
Implications

Focusing on reaching the signify excellence of product or service to achieve one of the strategic goals such as customer satisfaction without taking into account the cost factor may incur heavy losses with which the business of the organization collapses.

# Strategy

Continues Change

Agility

Relation

Industry changes, observation of trends and anomalies, analyse the information and technology forces, that can affect your business or customer needs, Which consequently affects the strategy.

Balance

To respond to customer needs (internal or external) faster than your competitors, make decisions quickly and efficiently, anticipate possible scenarios and determine if contingency strategy are needed. Improve the agility puts your organization in a position to adjust your strategy or environment to handle the evolution of the continuous change.
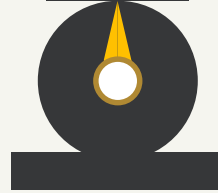
Implications

Change can cause disruption, difficulty and new or unexpected challenges. IF Not to be more strategically agile, assimilate and navigate change are not be able to capitalize on the benefits and opportunities that arise when change is needed, inability to see risk, and decide what appropriate action to take as it relates to changes.

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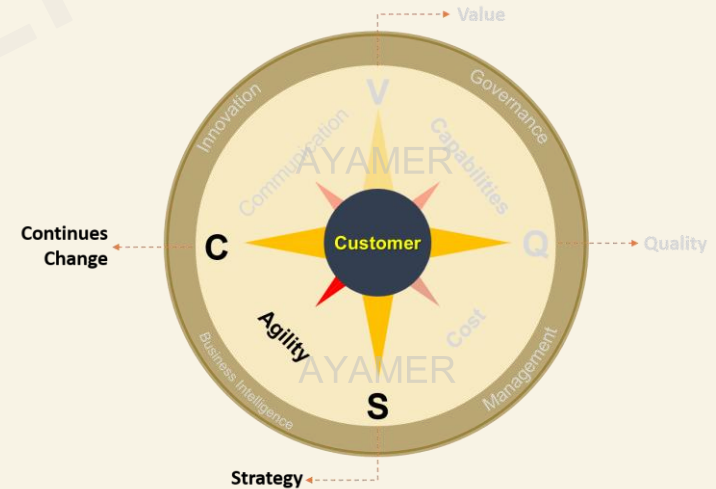
Value

Communication

Relation

Continuous changes necessarily lead to changing customer needs, which in turn affects the target value, forcing the organization to review its processes, operations and update the value stream, which needs strong communication between the components of the organization to adapt to those changes.

Balance

This balance is achieved through strong communication, communication is considered as a nerve system of the organization, any changes take a place will be affect the whole organization and its core value. Strong communication in the organization achieves that balance to walk the same cadence without any disruption in the system.

Implications

Poor communication resulting in friction, frustration, and confusion. Poor communication often creates a tense environment negatively causes a weak reaction to changes which affecting the organization value.

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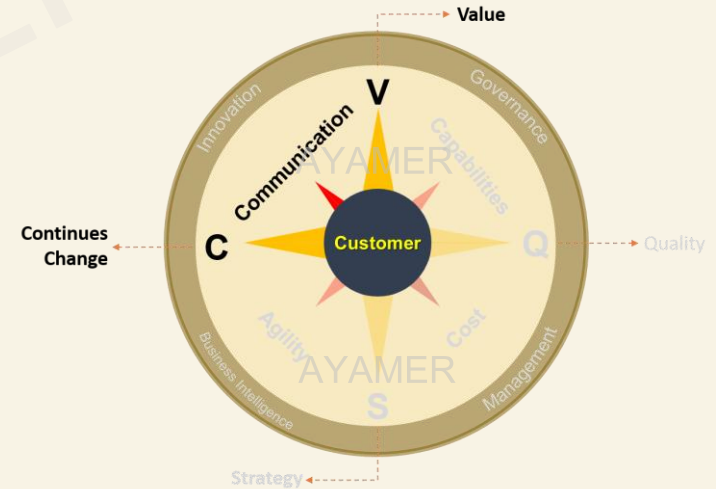
Governance, Management, Innovation, BI

Governance ▸ ABAC

Governance helps to always act in the best interests of the business. More specifically, it can improve the quality of your business, help it become more stable and productive, and unlock new opportunities. It can reduce risks of changes , and enable faster and safer strategy growth. It can also improve value and save costs.

Management ▸ ABAC

Management Integrates the capabilities in effective manner to achieve strategic goals, creates a dynamic organization to enable the organization to survive in changing environment, gets maximum results this helps in cost reduction, integrate the strategy along with organisational value.

Innovation ▸ ABAC

Innovation is often necessary for companies to adapt and overcome the challenges of change, allows organizations to stay relevant in the competitive market by enhancing the products and services value and quality to be always step forward from your competitors.

BI ▸ ABAC

It helps make better decisions and drive competitive advantages by leveraging robust predictive analytics capabilities, gauge customers by analysing their patterns and behaviours, Improves value, quality and evolve strategy
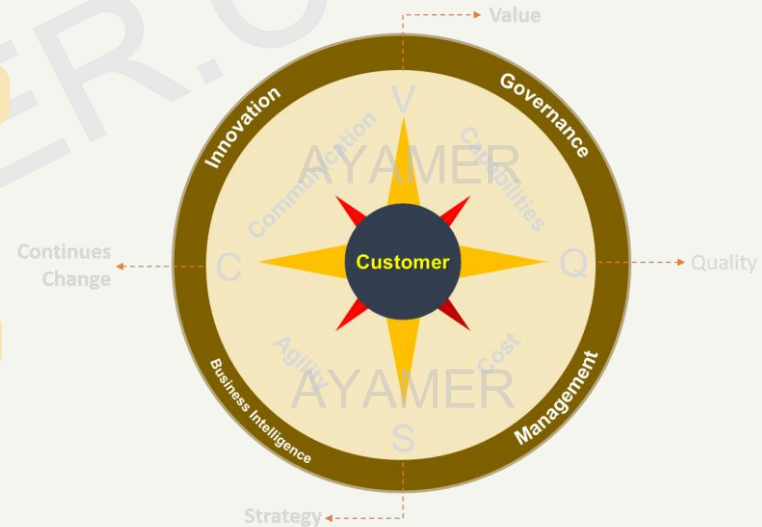
ABOUT THE AUTHOR

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Business Architecture Consultant

12+ years of experience

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- **BSc in Engineering**

Industry Experience:
- **Government**
- **Private Sectors**
- **Manufacturing**
- **Transportation**
- **Construction**

Biography Summary

- Build and supervise the Business Architecture team with more than 12 years of experience in analyzing, designing, and developing roadmaps and implementation plans based on current versus future state business architecture, and assess near team needs to establish business priorities and aligns architectural requirements with IT strategy.

- Working in a dynamic and evolving Enterprise Environment. Knowledgeable of relevant Enterprise Architecture Methodologies, Frameworks (TOGAF, FEAF, NORA), Modeling Tools (VISIO, BIZAGI, MEGA, ARIS), and Project Management Tools, ERP System implementation (Odoo, MSD365). Familiar with organizational design business models, management,

- Lead and facilitate the Business Architecture governance process based on the Enterprise Architecture governance structure.. Analyze and develop Business Architecture Requirements.. Coordinate architecture implementation and modification activities.. Align Business Architecture with IT strategy. Owns the stewardship duties of business architecture artifacts. Ensure Computability with existing solutions, infrastructures, services, and strategies.

- Design business processes and functions. Analyze the current processes to identify weaknesses and develop opportunities for continuous improvement. Establish a business process reengineering. Analyze costs versus benefits, risks, impact, and technology priorities.

Key Expertise

- Strategy & Performance
- Project Management
- Organization & Development
- Governance, Risk & Compliance

- Business Architecture
- Enterprise Architecture
- Service Design (SaaS)
- IT Management

- Innovation Management
- Process Automation
- BI & Data Analytics
- Business Process Excellence

Tools

- ☑ Mega
- ☑ BIZA GI
- ☑ ARIS
- ☑ VISIO
- ☑ Microsoft Azure
- ☑ Primavera
- ☑ iServer – Orbus
- ☑ Jira
- ☑ Visual Paradigm
- ☑ Odoo
- ☑ Microsoft Power BI

Certifications

- TOGAF 9.2 Certified
- Project Management Professional (PMP)
- OCEB – Business Process Management
- Six Sigma YB
- Scrum Fundamental
- ITIL4
- Bizagi process Modeling and Automation

MY SERVICES

1

End – To- End Business Architecture

Representing holistic, multidimensional business views of capabilities, end-to-end value delivery, information, and organizational structure; and the relationships among these business views and strategies, products, Initiatives, and stakeholders.

- Lead and facilitate the Business Architecture governance process based on the Enterprise Architecture governance structure.
- Analyse and develop Business Architecture Requirements.
- Coordinate architecture implementation and modification activities.
- Align Business Architecture with IT strategy.
- Owns the stewardship duties of business architecture artifacts.
- Ensure Computability with existing solutions, infrastructures, services, and strategies.

2

Business Process Reengineering

Redesigning the way work is done to better support the organization's mission and reduce costs. Reengineering starts with a high-level assessment of the organization's mission, strategic goals, and customer needs.

- Design business processes and functions.
- Analyse the current processes to identify weaknesses and develop opportunities for continuous improvement.
- Establish a business process reengineering.
- Analyse costs versus benefits, risks, impact, and technology priorities.
- Analyse stakeholders to present compelling business cases for proposed IT solutions.

3

Business Digital Transformation

Exploiting digital technologies and supporting capabilities to create a new digital business model. Changing of an organization ecosystem through an integration of digital technologies, processes and competencies across all levels in a strategic way.

- Identify Business goals, strategy, and governance.
- Identify potential risk and opportunities.
- Analysing and Benchmarking against your peers.
- Setup right Enterprise Architecture (Business – Solution – Technology).
- Plan the Immigration strategy and plan.
- Manage your initiatives implementation.
- Provide BI reports and measure the performance.
- Setup ERP Systems.

Thank you!

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