

**iServer**2012

# Quick Wins in Enterprise Architecture

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*(Developer of iServer: EA modeling software)*

**A pastiche of techniques drawn from  
various customers**

# Agenda

- ① Introductions
- ② A contradiction in terms?
- ③ Generic quick wins
- ④ Specific quick wins
- ⑤ Conclusions

# A contradiction in terms

The right-hand  
statement is  
True

The left-hand  
statement is  
False

## EA Quick Wins: like fish riding bicycles



- EA is about transformation
- Transformation is slow
- Therefore EA is slow?

**BUT...**

You can focus efforts and show  
incremental progress



**But... don't tell that to management**

**The reality of:  
Publicly Quoted Corporations  
Publicly Funded Organizations  
Government Bodies**

**“Look, you need to know, it'll be 18 months before we see real results”**

**“I'll be ready for my next move then...”**



**“Thanks for being honest. Better close down the program now”**



# Generic Quick Wins

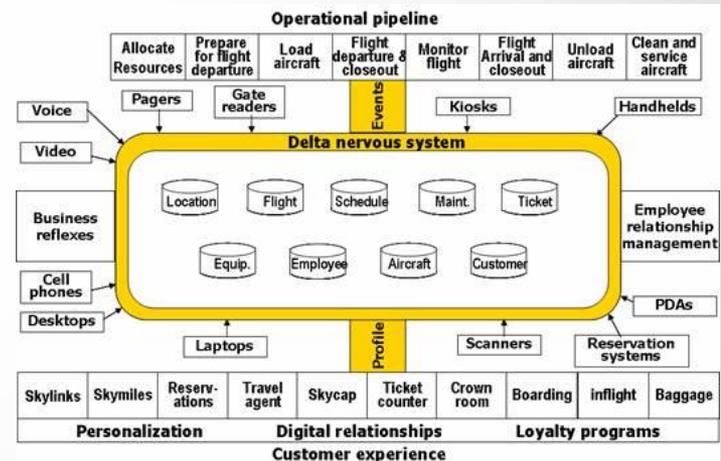
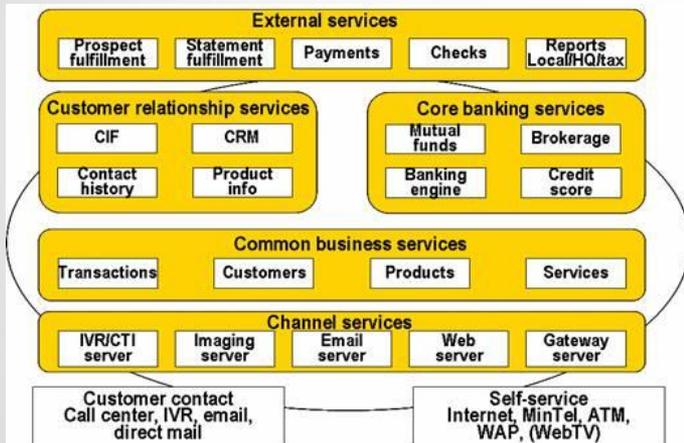


Help management get a grip

**Anything that helps management get a handle on their IT is a win**

# The Core Diagram

- Single diagram - representing the operating model of
  - the entire enterprise or
  - a specific *independent* business segment.
- A non-architect stakeholder can understand & use the model quickly

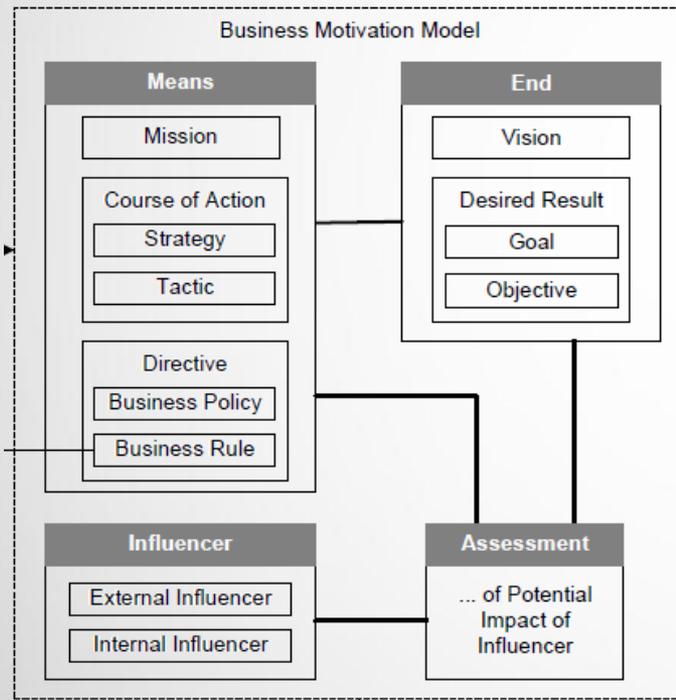


*“Enterprise Architecture As Strategy: Creating a Foundation for Business Execution” -  
Jeanne Ross, Peter Weill and David Robertson*

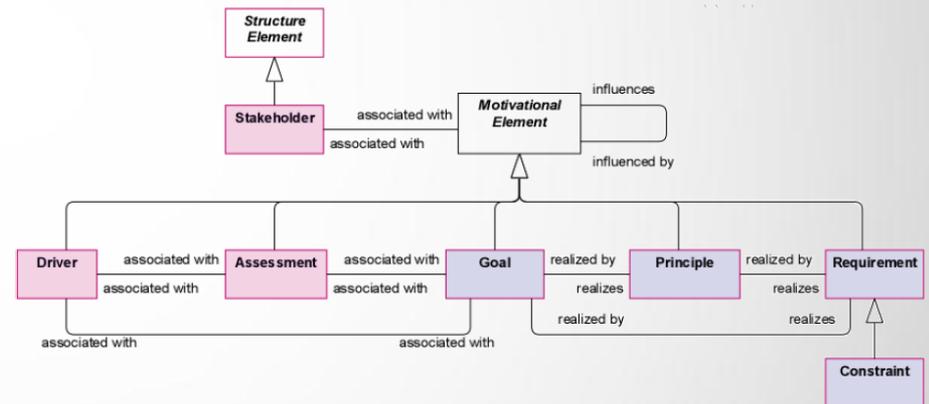
# Motivation Model

Describe the corporate strategy in a visual model – two options available

## Business Motivation Model



## Archimate 2.0



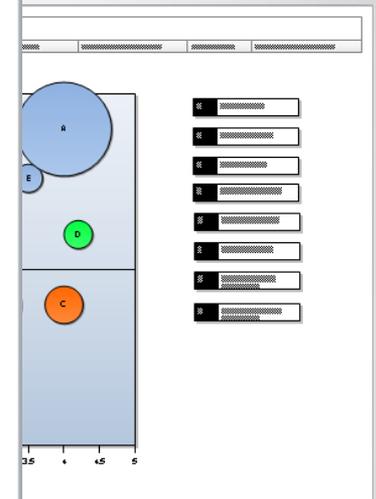
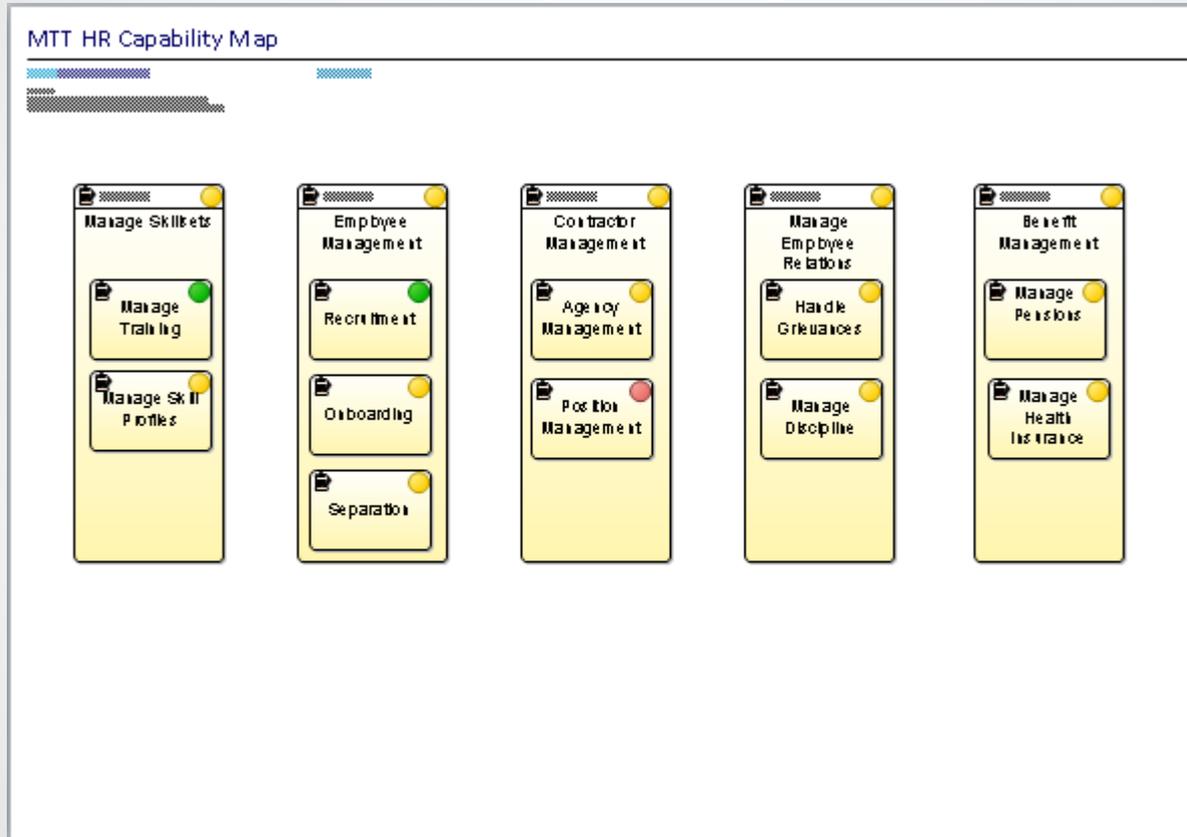


# Specific Quick Wins



# Capability Map

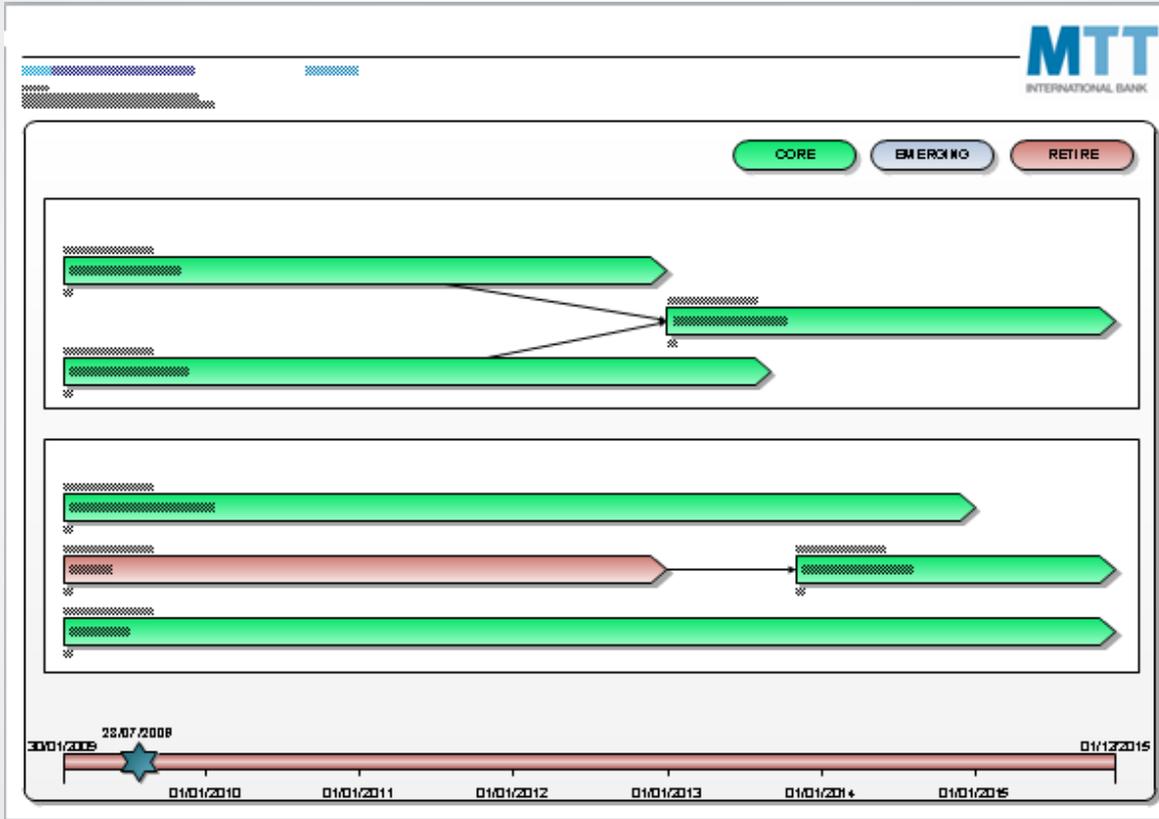
## What are the organization's capabilities?



**How are our applications working?**

# Technology Roadmap

What technology depends on what: what retirement plans exist?



## Closing Points

★ Even these steps may take more time than you have

★ So show progress...

★ These ...and involve the stakeholders early on

★ Think how best to engage stakeholders  
– Repositories and online portals

## Always Remember



**Communicate Early**



**Communicate Often**



**Communicate Visually**



**Make information easily available**



**Involve the stakeholders**



**Architects, like all leaders, need to be salespeople**

## Conclusions

- ★ The end goal of EA does not lend itself to quick wins
- ★ But some outputs of EA will be seen as immediately useful
- ★ These center around giving an executive picture
- ★ Consider how best to share your high-level views with stakeholders
- ★ Consider how best to share your high-level views with stakeholders

# Questions / Discussion



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