



For effective system implementation,

you'll find out a best solution in a short time, by means of 'As-Is' business process visualization with our process-oriented....

BPM Process Discovery

Services Over-view

<BPM-QuickWin>

Since 2002

[BPM-navigator](#)(EST. 2014)

Fumiaki Okawara





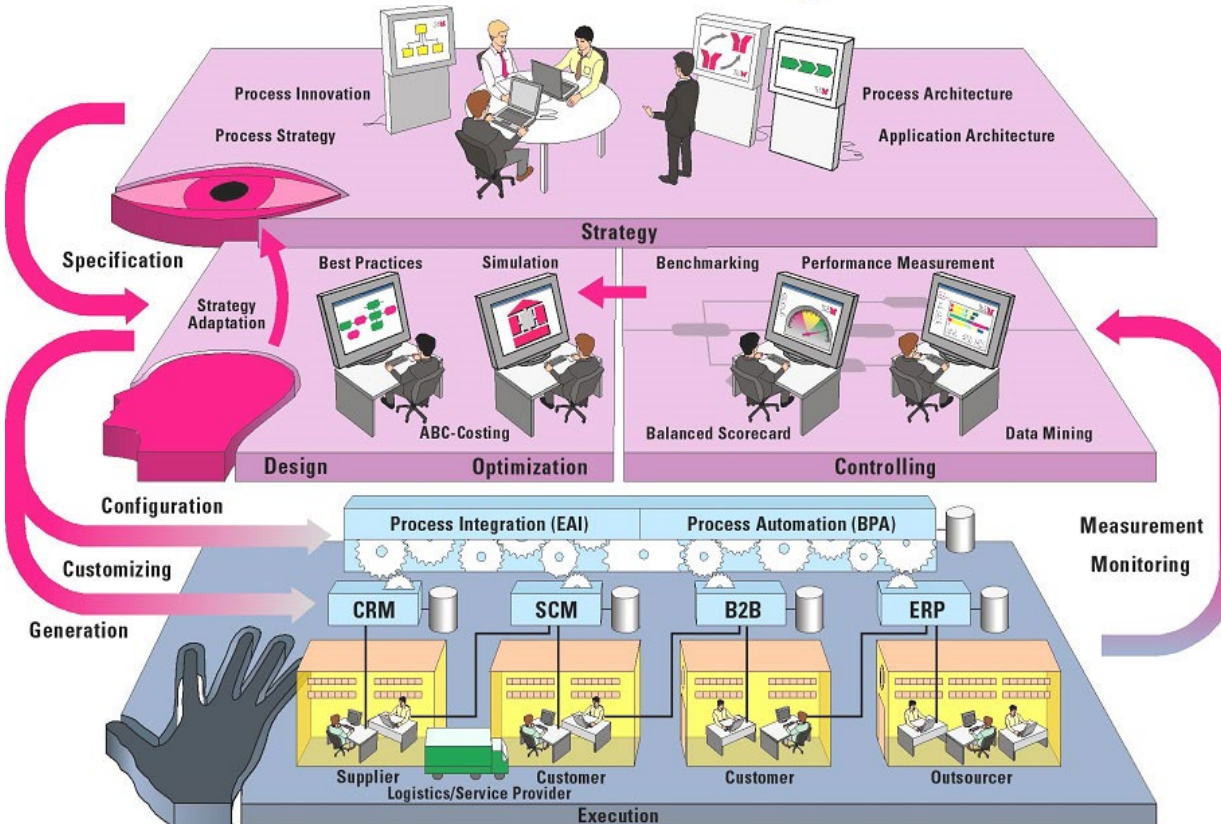
WIKIPEDIA
Die freie Enzyklopädie

Prof.Dr.Dr. August-Wilhelm Scheer

August-Wilhelm Scheer (* 27. Juli 1941 in Lübbecke, Westfalen) ist ehemaliger Aufsichtsratsvorsitzender der IDS Scheer AG und ehemaliger Direktor des *Instituts für Wirtschaftsinformatik* an der *Universität des Saarlandes* in Saarbrücken. Er ist Alleininhaber und Geschäftsführer der Scheer Holding in Saarbrücken.



August-Wilhelm Scheer

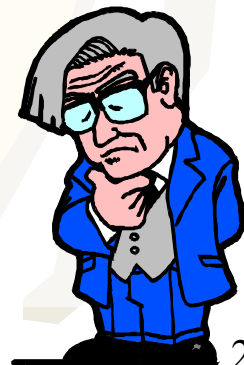


ARIS - ARchitecture of Integrated Information Systems

<BPM-QuickWin> is suitable service to who...



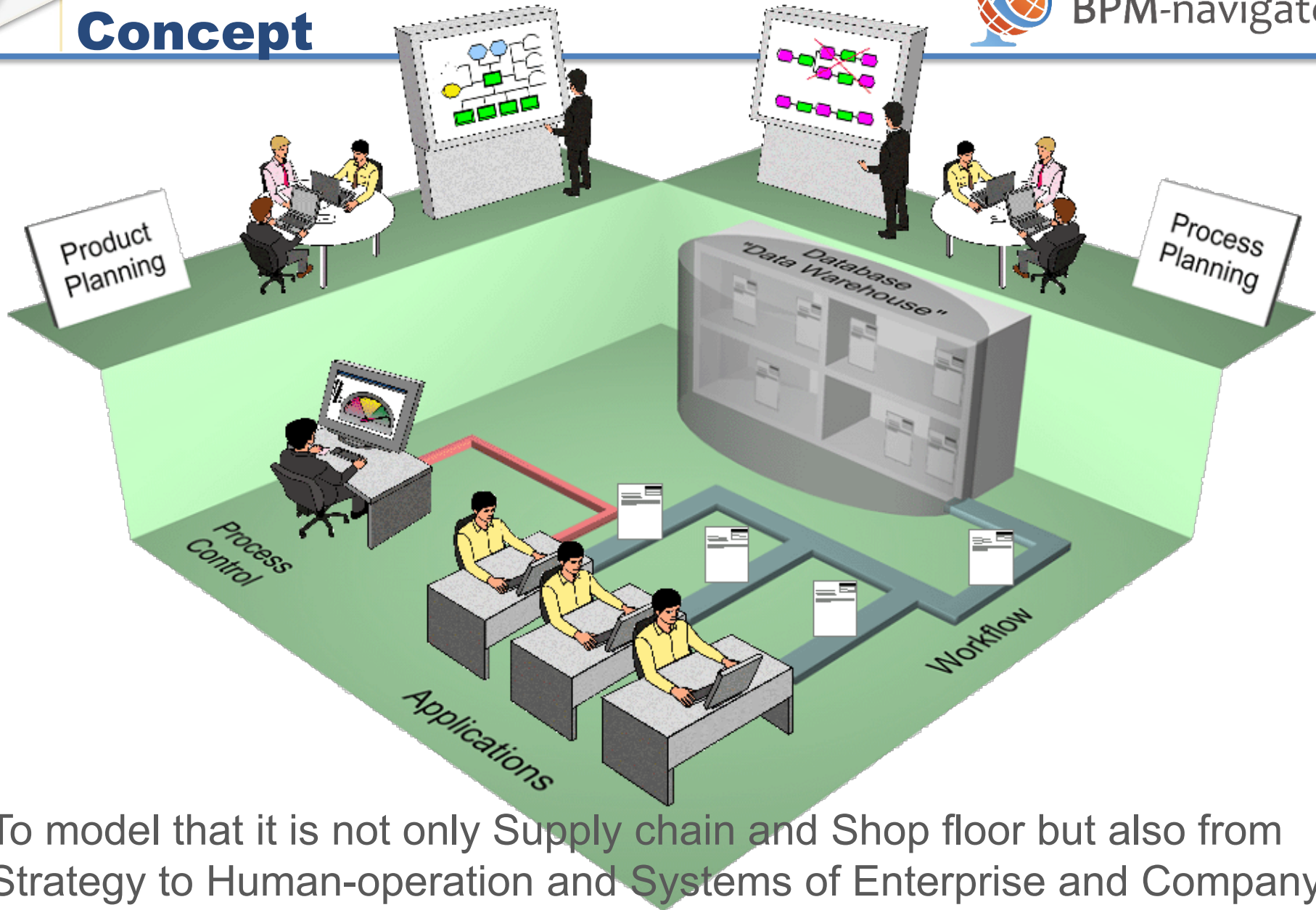
1. Would like to solve various operational problems or issues before IT system integration.
2. Would like to increase the transparency of business process, which is depending on each employee, and analyze the process.
3. Have to implement BPM (BPR), but don't know how to start BPM (BPR).
4. Need clear explanation, which will build consensus between management and other staffs, regarding the investment for BPM and/or IT system implementation.
5. Would like to upgrade IT systems; but don't know how we can expect maximum effect with minimum investment.
6. Need back-up documents of system implementation (or upgrade) for budget application, which shows good ROI.
7. Would like to make a RFP (Request for proposal) of system implementation in a short term.
8. Gave up, but would like to organize IT resources in a company, which have variety of IT systems, such as old/ new, simple/ complicated, individual/ ERP.
9. Need to design consolidated business processes, due to corporate merger or business combination...
10. Would like to prepare Documentation for SOx with minimum cost and time.
11. Need to standardize business process, before corresponding to SOx.



Business Process Modeling Concept



BPM-navigator

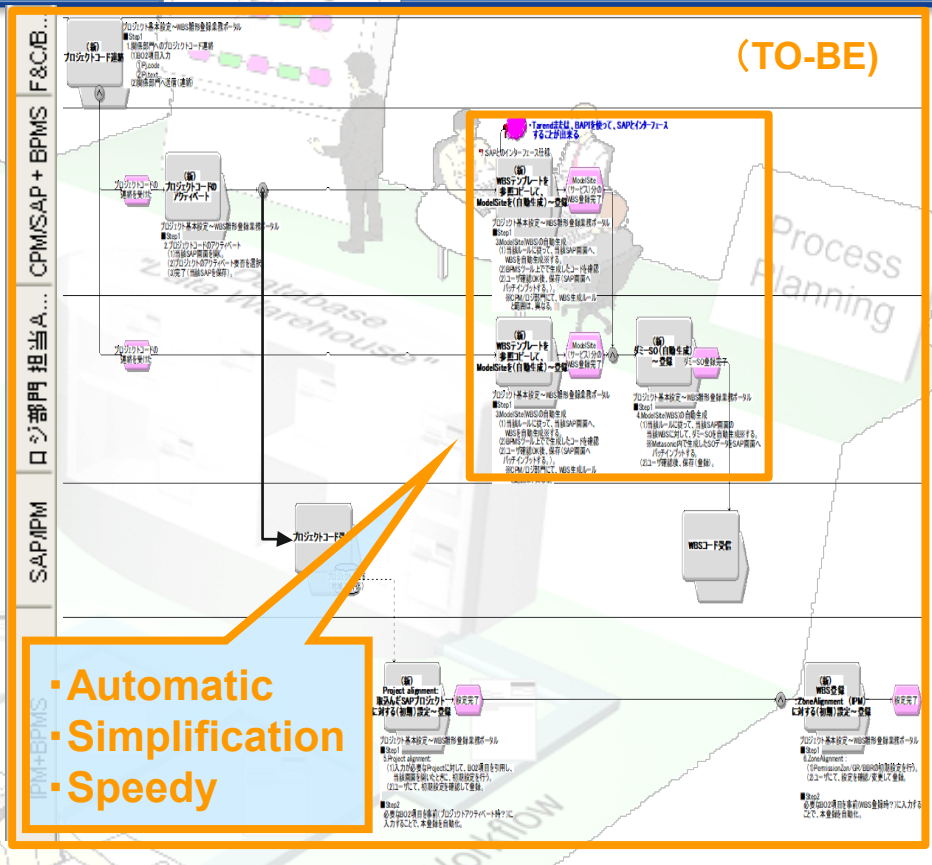
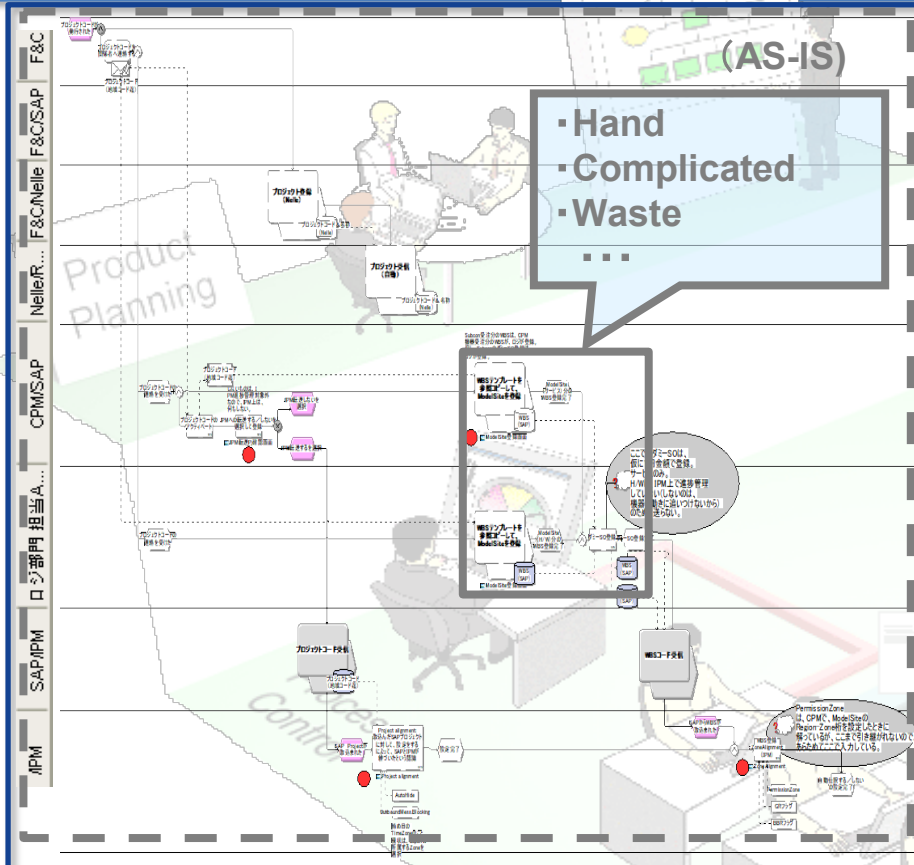


To model that it is not only Supply chain and Shop floor but also from Strategy to Human-operation and Systems of Enterprise and Company group.

Significance of Process Modeling



BPM-navigator



内容	人数	時間	工数(h)
1. Invoice / Payment process KaiZen	-	-	3,500
2. SPO Issue process KaiZen	-	-	24,199
3. Establish cost control process	-	-	847.5
4. Automated IPM Deployment KaiZen	-	-	761
5. Format standardization	-	-	172
6. Utilize SAP unallocated function KaiZen	-	-	1,666
計			31,146

Kaizen

内容	人数	時間	工数(h)
1. Invoice / Payment process KaiZen	-	-	556.6
2. SPO Issue process KaiZen	-	-	13,568
3. Establish cost control process	-	-	650
4. Automated IPM Deployment KaiZen	-	-	48
5. Format standardization	-	-	4
6. Utilize SAP unallocated function KaiZen	-	-	120
計			14,947

“Cost Reduce” → “Process Value Added” → “Innovation”

The following is standard convention of our BPM service...

- 1. BPM-QuickWin service standard Road Map**
- 2. Service style**
- 3. Service Contents and Deliverables**
- 4. Sample Schedules**
- 5. Basic Methodology and Tools Architecture**
- 6. Standard Model hierarchy**
- 7. Model Convention**

Of course, with suggestion of our experience know-how, we can arrange it to the user customer's requirements and can match it with your convention.

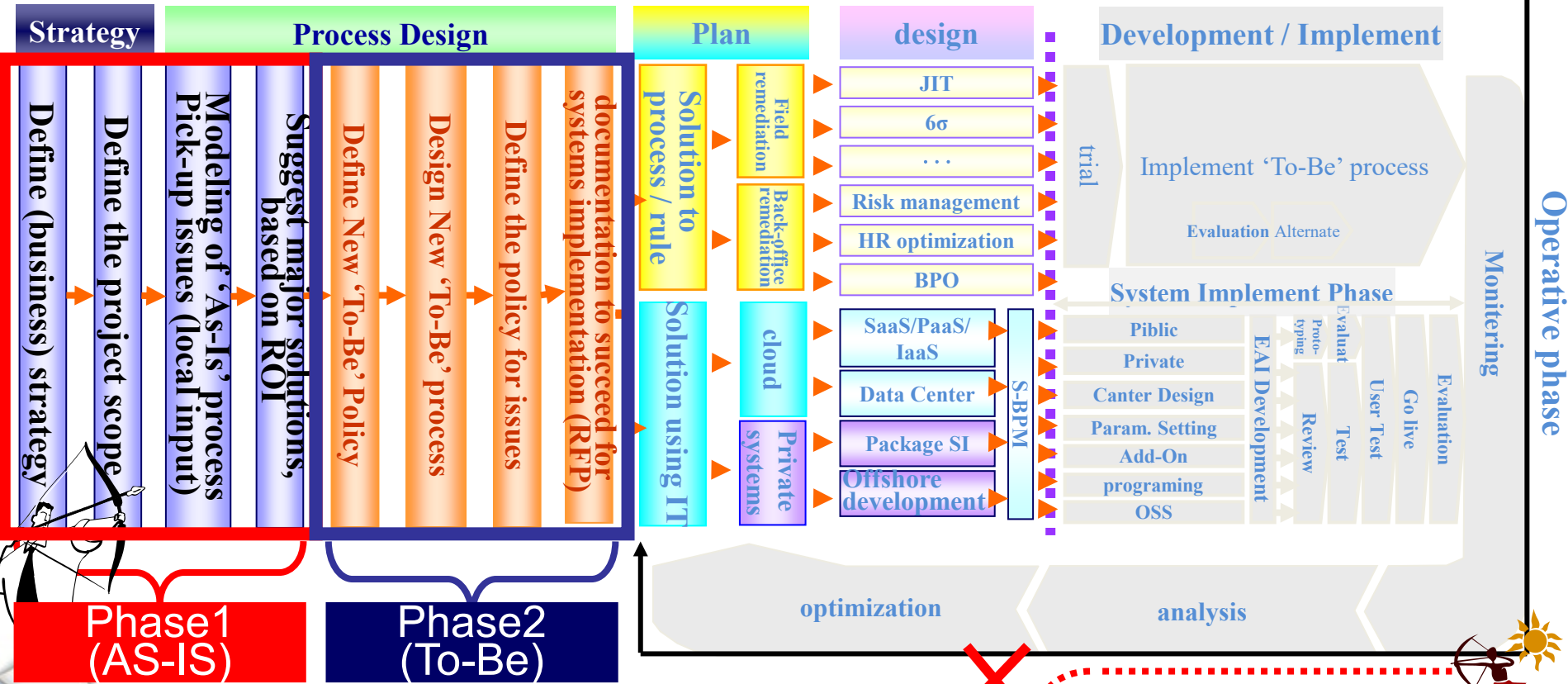


1. BPM-QuickWin service Standard Road Map

The following is a road map of the BPM Process Discovery Service, we provide. According to ARIS method, connecting to process-oriented system integration. The business process definition and system requirements are documented by ARIS tool.

Business Analysis /Design Phase

Implement Phase



※「Quick Win」:(ITIL Continual Service Improvement) An improvement activity that is expected to provide a return on investment in a short period of time with relatively small cost and effort.

Traditional scene of consulting:

Group of consultants attend the interview. Each consultant input the contents of interview in his own PC, however interviewee couldn't confirm the contents during interview. Then they might find some gap in a report few weeks later....



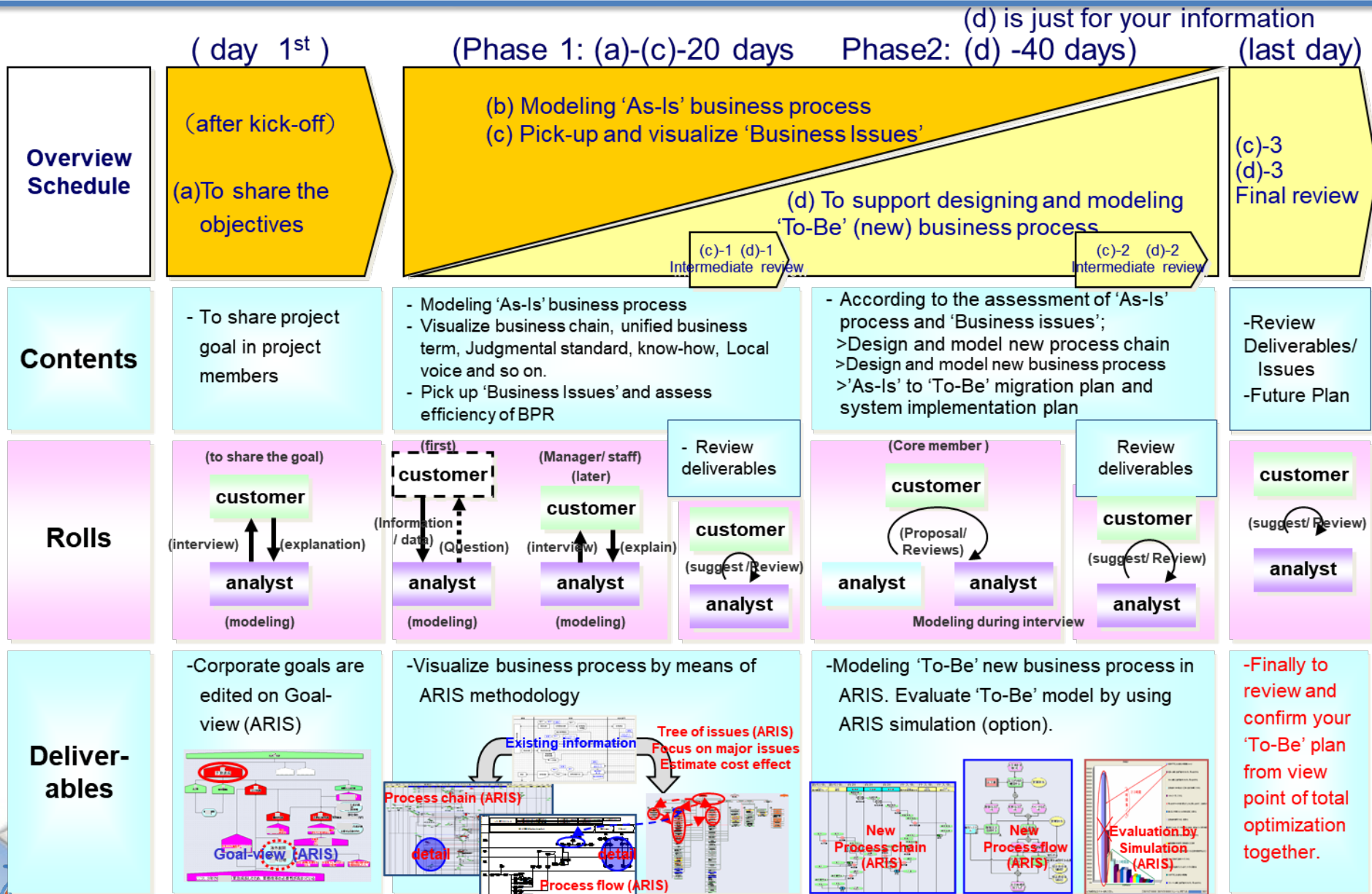
Find gap in a report few weeks later....

QuickWin's style

- During interview, using projector to confirm the contents of interview, such as objective, issues, and process flow. There is No gap later on.
- Deliverables: you'll receive its deliverables, such as 'Flow diagram' at the end of the day, by electrical data.
- Interviews: Each time, you only need average 2 times of interview @2 hrs per unit.
- Our promise: you will be satisfied in a short term. Usually we will arrange one analyze objective or theme per 10 days.



3. Service Contents and Deliverables



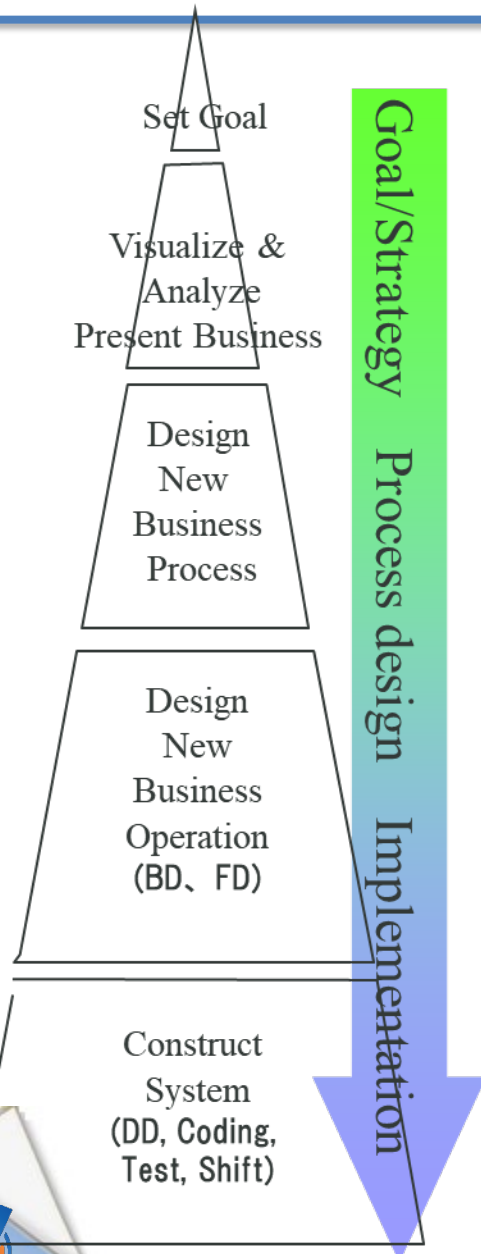
4. User interview & Real-time Modeling Schedules(sample)

Terms Total 10days *consecutive 10 days or 5 + 5 days, whichever you like. We will have a wrap-up meeting after completion of planned schedule.

Consulting / Interviews Schedules -Example

No.	Date	Contents			Place
		(09:00)10:00-12:00	13:00-15:00	15:30-17:30	
1	1st, Mon	Preliminary interviews i) Purpose - i.e. To clarify the overall pictures regarding business process relations ii) Considered SBU - i.e. Major dental device business iii) Contents - i.e. Supply chain (Business, Logistics and Cash Flow) Manager / Leader (sub Leader)			HQs
2	2nd, Tue	Finance (Accounting) (Manager & Staff)	Finance (Accounting) (Manager & Staff)	Finance (Accounting) (Manager & Staff)	HQs
3	3rd, Wed	Sales (Manager & Staff)	Sales (Manager & Staff)	Services (Support) (Manager & Staff)	HQs
4	4th, Thu	Services (Support) (Manager & Staff)	Sales2 (Manager & Staff)	Sales2 (Manager & Staff)	HQs
5	5th, Fri	Finance (Accounting) (Manager & Staff)	TBD (Manager & Staff)	<Intermediate Review>	HQs
6	6th, Mon	Finance (Accounting)2 (Manager & Staff)	Finance (Accounting)2 (Manager & Staff)	Operations (Manager & Staff)	HQs
7	7th, Tue	Operations (Manager & Staff)	Purchase (Manager & Staff)	Purchase (Manager & Staff)	HQs
8	8th, Wed	Logistics/Warehouse (Manager & Staff)	Logistics/Warehouse (Manager & Staff)	Planning (Manager & Staff)	HQs
9	9th, Thu	Planning (Manager & Staff)	QA (Manager & Staff)	QA (Manager & Staff)	HQs
10	10th, Fri	TBD (Manager & Staff)	TBD (Manager & Staff)	<Final Review>	HQs

5. Basic Methodology and Tools Architecture



Basic Method	Approach	Typical Tool	Concept	Outputs & Relationship
Business Process Management Method	Process Oriented	Method: ARIS Tools: ARIS Platform, SIGNAVIO	<ul style="list-style-type: none"> ✓ Confirm & Agree on Management Strategy, Goal & Policy. ✓ Comprehend the Process and its Connection. <ul style="list-style-type: none"> - Present: Find unnecessary processes - Future: Define necessary processes ✓ Comprehend the Process Performance <ul style="list-style-type: none"> - Define Key Performance Indicator (KPI) - Set Objective Value - Monitor Constantly 	<ul style="list-style-type: none"> ● Target Diagram ● Process Chain Diagram ● Business flow Diagram
Subject Oriented Architecture Method	Subject Oriented	Tools: intra-mart®, METASONIC	For the Process guided by BPM: <ul style="list-style-type: none"> ✓ Comprehend who practices the Process. <ul style="list-style-type: none"> - Define the Role of each person. - Define the Relationship between each person. ✓ Define and Verify Workflow, concerning condition transaction. <ul style="list-style-type: none"> - Define work for each people. - Verify the work connection of each people. ✓ Define Functional Specifications. 	<ul style="list-style-type: none"> ● Communication view ● Behavior view ● User Account/Roll Setting
Various SI Methods	Function Oriented	Various CASE Tool etc.	✓ Definite Realization under the defined Functional Specifications	Each Document for Design

6. Standard Model hierarchy

Model hierarchy

Top level
Business structure/ Segments/units, and Scoping (Product/Service tree)

Level 2
Define company's objectives for modeling. (objective diagram)

Level 3
Relationships between companies are referred to as B2B/B2C - Overview. (EPC)

Level 4
Relationships between companies are referred to as B2B/B2C - Detail. (E-Business scenario diagram)

Level 5
Represent the procedural organization. i.e. the links between the objects in the data, function and organizational view and, as a result, (EPC row/column display)

Level 6
Using to reduce the complexity of EPC's. Corresponding to the pure input/output diagrams used in other methods. (function allocation diagrams)

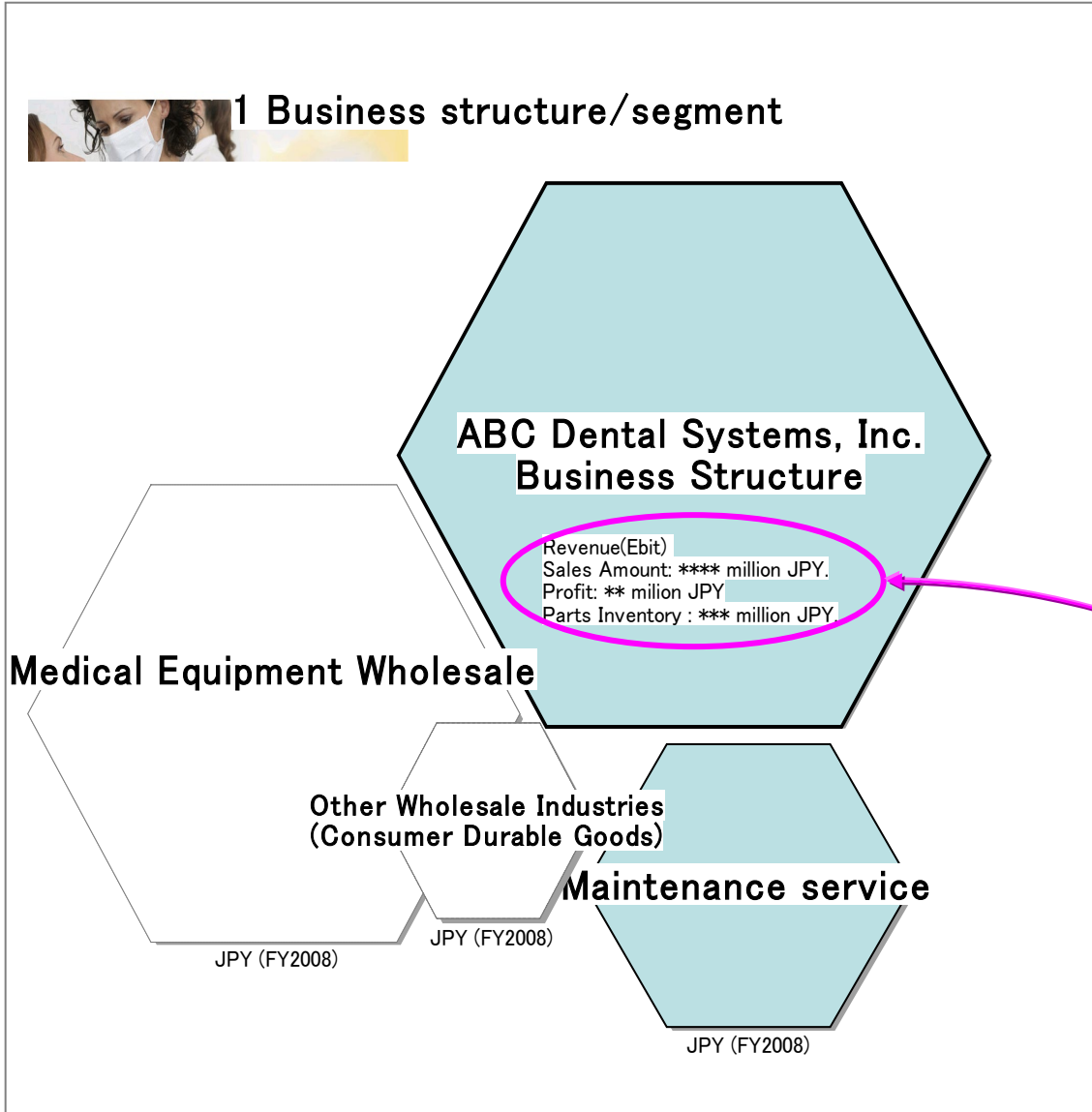
(Timing) →




7. Model Convention - Top level

Top Level

Business structure/segment
(Product/Service tree)



Symbol	 *user definition
Object meaning	Business segment /SBU

Properties	
Attributes Assignments Relationships	
Attribute...	ABC Dental Systems, Inc. Busi...
Name	ABC Dental Systems, Inc. Business Structure
Full name	
Description/...	Revenue(Ebit) Sales Amount: **** million JP Profit: ** milion JPY Parts Inventory : *** million JF

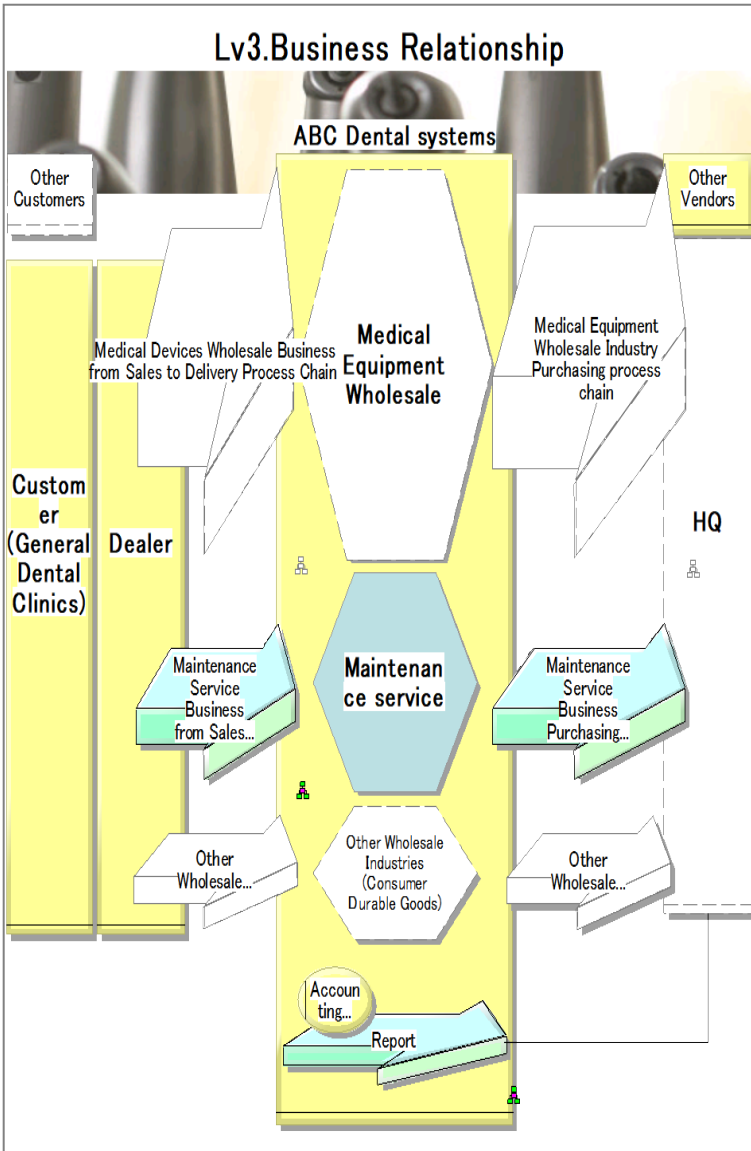
Level 2

(Objective diagram)

	<p>Symbol</p>	<p>Product/Service</p> <p><i>*user definition</i></p>	<p>Objective</p>	
<p>Object meaning</p>	<p>Business segment or service</p>	<p>Business segment or service</p>	<p>company's /division's business objective</p>	
<p>Symbol</p>	<p>KPI</p> <p><i>*user definition</i></p>	<p>issue</p> <p><i>*user definition</i></p>	<p>CSF</p>	<p>Action plan</p>
<p>Object meaning</p>	<p>Key performance Indicator</p>	<p>Factor to obstruct objectives</p>	<p>Critical Success Factor</p>	<p>Action plan /Activity for goal</p>

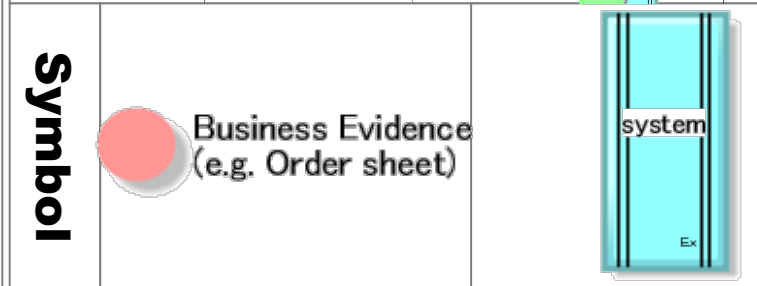
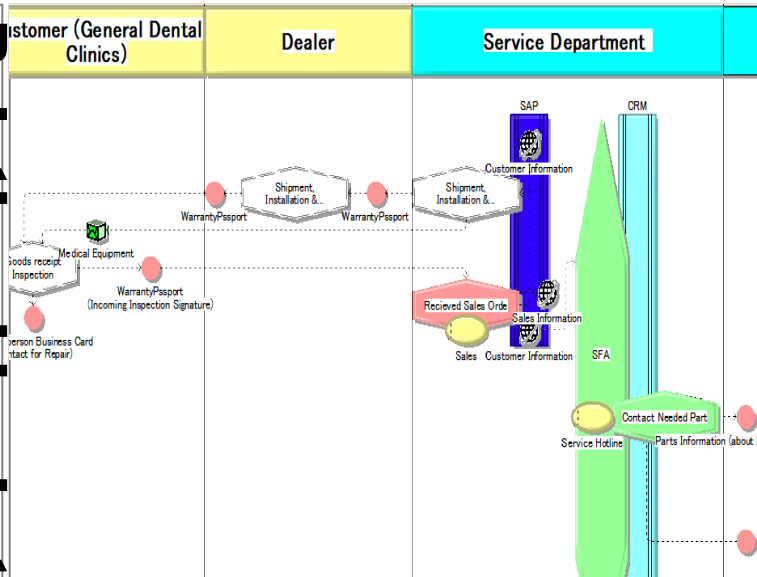
Level 3

Relationships between companies (Overview) (EPC)



Symbol	<p>*user definition</p>	
Object meaning	<p>Business segment or service</p>	<p>Customer, Vendor, company or division</p>
Symbol	<p>*user definition</p>	
Object meaning	<p>Business relationship /contract</p>	

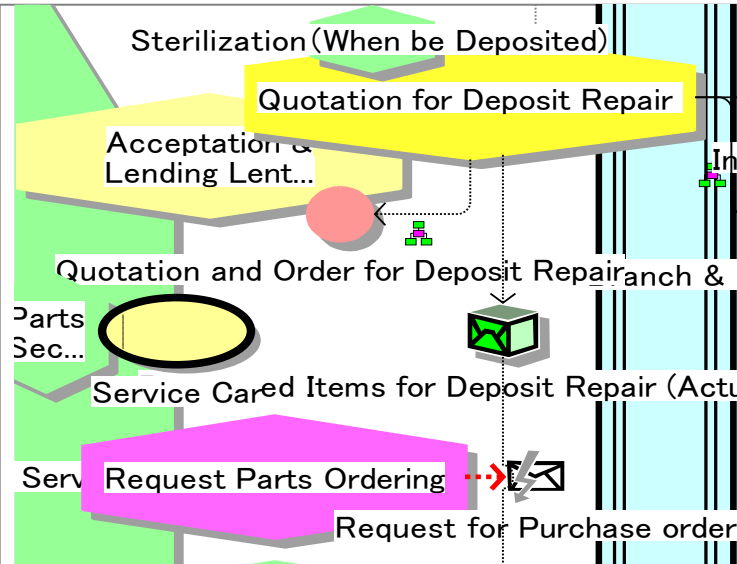
**Relationships between companies,
 Process chain (Detail)
 (E-Business scenario diagram)**






Symbol		Company/Organization
		process
Object meaning	Organizational unit type (:Company /Organization /Section)	Business process /Sub-process
		role
Symbol		Business Evidence (e.g. Order sheet)
Object meaning		IT/Application system
Symbol		Person type (:Employee role /operator)
Object meaning		Information carrier (:File/data in IT/system)

- Level 4(2/2)

**Relationships between companies,
 Process chain (Detail)
 (E-Business scenario diagram)**



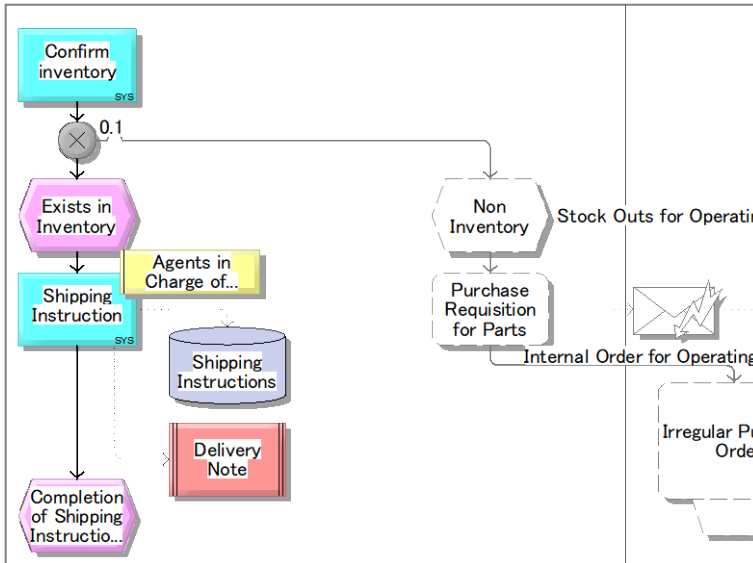
Symbol	 product/deliverable		
	Object meaning	Goods shipment (:Product/deliverable)	
Symbol		 e-mail	 FAX/Tel
	Object meaning	Information carrier (:e-mail)	Information carrier (:FAX/phone)

Level 4

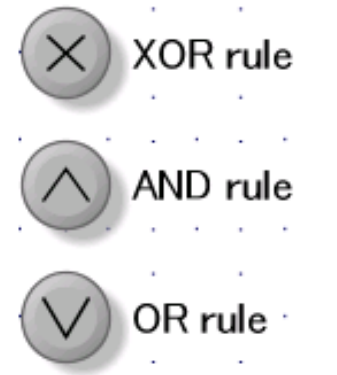
Level 5

Process/ Operation Flow (EPC)

	Symbol 	Object meaning 	
	Object meaning 	Object meaning 	Object meaning
Symbol 	Symbol 	Symbol 	Symbol
Object meaning IT/Applica- tion system	Object meaning Events trigger functions and are results of functions	Object meaning Function /Activity (:manual operation)	Object meaning Function /Activity (:system operation)



Symbol
Object
meanin

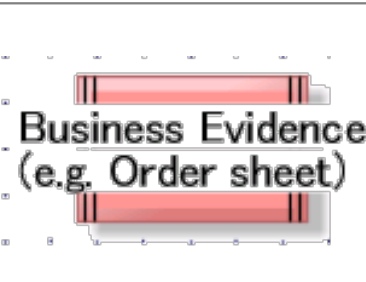


Rule symbol



Communication tool

Symbol

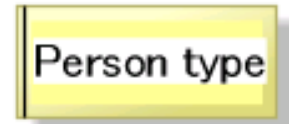


Object
meaning

Business Evidence, Documents (:List, sheet...)



Information carrier (:file/Data)



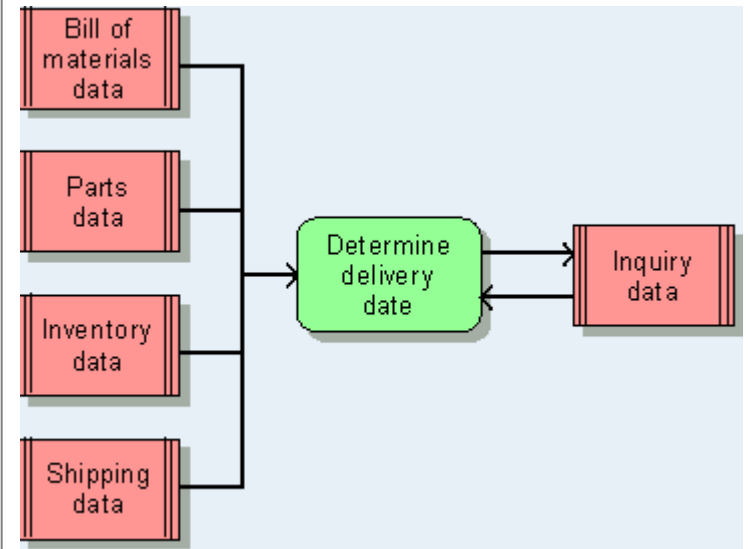
Person type (:Employee role/operator)

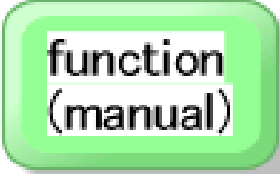
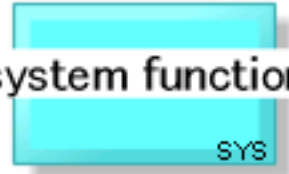
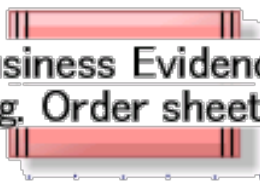

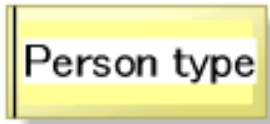



Type of ssue

*user definition

(function allocation diagrams)



Symbol		
	Function /Activity (:manual operation)	Function /Activity (:system operation)
Object meaning		
	Business Evidence, Documents (:List, sheet...)	Information carrier (:file/Data)
Symbol		
	Person type (:Employee role /operator)	Communication tool

Any event can bring about an effect in an unexpected way;
Do you Know “if the wind blows the Wooden bathtub makers prosper” ?

1. The soil dust stands in gale.
2. The dust of the soil enters the eyes, and the blind increases.
3. The blind buys the shamisen (At the time, a blind become a SHAMISEN-player).
4. Cat skin is needed for SHAMISEN and cats are killed.
5. If the cat is reduced, rats will increase.
6. The mouse bites the tub.
7. The demand for barrels increases and bathtub makers is profitable.



Source:三味線を弾く女(喜多川歌麿「江戸の花娘
浄瑠璃」享和3年(1803年))

Question: “What should I do if bathtub makers is unprofitable?”

It is useless to release the rat...