**Automation Compass Methodology** 

# Guiding Organizations Towards Successful Automation with Automation Compass



Our Automation Compass methodology, which uses the Automation Compass tool and Salient Process methodologies, takes process mapping, business architecture, value streams, and opportunity tracking to the next level. We've identified three starting points where your company may be in your process journey, and we'll show you how to get your process improvement initiatives moving toward your automation goals.

Business Architecture

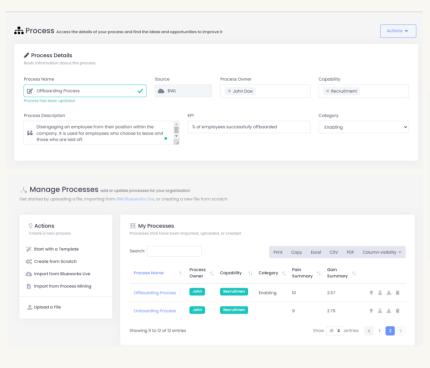
**Process Documentation** 

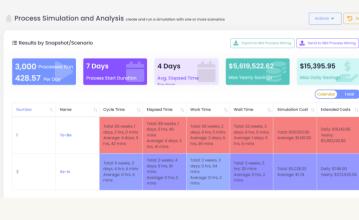
Opportunity Tracking



### **Business Architecture**

If you are currently in the Business Architecture phase of your process improvement journey, we will show you how to identify and document your current processes and systems, and how changes to one area of the business will impact others. This can greatly reduce issues in communication caused by department silos. Over the duration of our time together, our team will provide you with a framework for understanding how your business architecture relates to your processes. This will then allow you to identify the highest priority of automation opportunities.







Automation Opportunity Pipeline

## Process Documentation

process data you have captured. Our team will walk you through how to capture ideas from all departments, efficiently compare current state process models to future state models and ensure that your process documentation is aligned with your business architecture and accurately reflects the current state of the business. This will help you identify specific areas for improvement and pinpoint opportunities for automation for your organization's primary processes.

If you have a mature process documentation practice, we will show you how to take action on the



Risk Very Low Low	Medium H	Edit igh Very High			S	elect Heatmap Select a heatmap	٧	+
Primary Capabilities					Supporting/Enabling			
1 Customer RelationsNips	2 Product & Services Development	3 Parner Relationships	4 Marketing & Sales	5 Claims Management	g Strategis Managemere	7 Enterprise Support	0 Finance & Controlling	
1.1 Customer Manageviers	2.1 Requirements Definition	3.1 Stakeholders & External Relations	4.1 Market Development	5.1 Contract Lifecycle Management	6.1 Strategy Development	7.1 IT Management	8.1 Finance Management	
1.2 Contract Management	2.2 Product Management	3.2 Commercial Partnership Management	4.2 Campage Management	5.2 Policy/Centrals Administration	6.2 Operation Censiopment	7.2 Workforse Management	8.2 Settements & Payments	1
1.3 Customer Scoring	2.5 Quality Management	5.5 Pariner Management	4.3 Demand 6 Offer Management	5.3 Inquiry Management	6.3 Innovations 6 Technology Management	7.3 Inferration Management	6.3 Asset Management	•
1.4 Order Management	2.4 R40		4.4 Customer Success Management	5.4 Clain Administration	6.4 Externals Management	7.4 Knowledge & Reseach Management	9.4 Accounting	۱
1.5 Customer Engagement			4.5 Clastitution Chanel Management	5.5 Claim settlement	6.6 Strategic Susiness Initiatives	7.5 Project Management	0.5 Tax Management	
1.8			4.0	5.6	6.0	7.6	8.8	ı

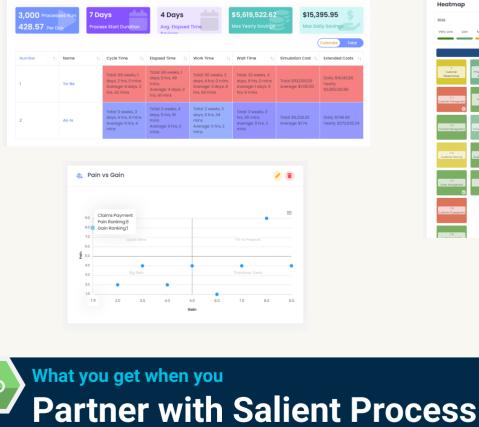


#### If you have a list of opportunities but are unsure which direction you need to go, we will show you how you can connect your process models to your existing automation opportunity ideas

further supported by building your business architecture.

| Business Architecture | Operation | Opera

and run simulations which will give you data such as ROI, Cost/ Benefit, etc. to then can be







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## We will provide the resources to support you throughout your process improvement journey. Not only will our analyst team work with you on process documentation, defining future state

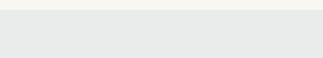
processes, aligning your business architecture, etc. You will get:

Free Access to Automation Compass



Personalized training on both the Automation Compass and IBM Blueworks Live tool

Collaboration to discover quick wins





Let's connect and progress together!
Schedule a meeting with me today!