Agenda

- **Introduction into Scientrix and webinar**

- **What is the problem we solve for?**

- **Why do we want to solve it?**

- **What is an operating model?**

- **What is an end to end strategy journey?**

- **How do you build the right capability to solve the problem?**

- **How can technology enable one window of coordination?**

- **Questions and answers**
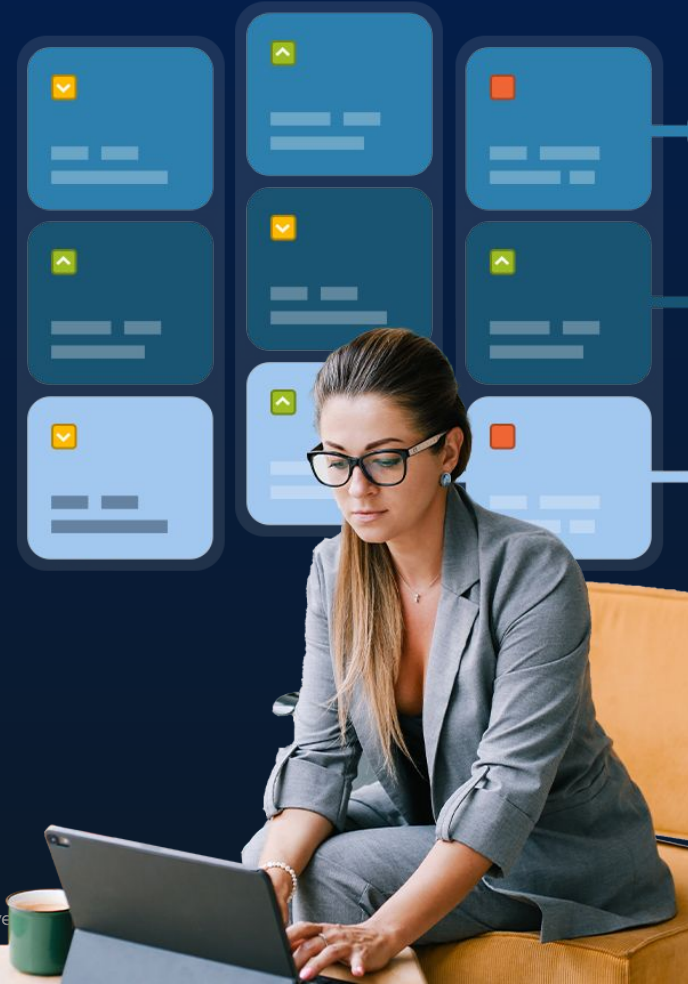
The problem we solve for in Scientrix

Disconnectivity

Why is it worth it?

Benefits

- **Speed**
- **Scale**
- **Synergies**
- **Lean**
- **Higher Revenues**

McKinsey stated in a 2008 research document :

Flatter, modular and simpler operating models can lead to significant reductions in costs and increase in revenues – up to 30%

Modular and well connected organisations can improve their customer satisfaction scores by up to 30 percent and reduce their time-to-market by up to 50 percent.

What our customers say?

"The Scientrix matrix brought us all in IT on the same page" – Volkswagen, Germany

"The Scientrix platform enabled our new platform business concept and improved resource allocation" Adumo, South Africa

The Scientrix matrix reduced the time to align people behind our global strategy with at least 9 to 12 months –Astra Zeneca USA

What are the causes?

COMPLEXITY: Too many dimensions that are interconnected
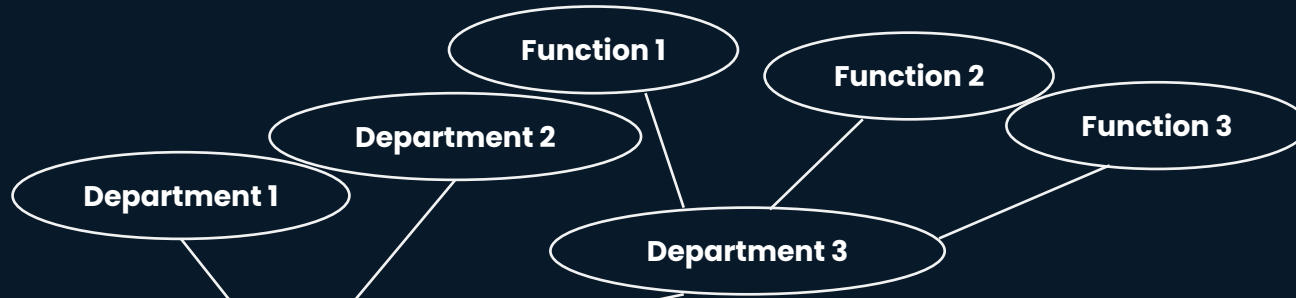
DYNAMICS: A system that is constantly changing

HIERARCHY: Ideas flow in one direction and aggregation blocks visibility
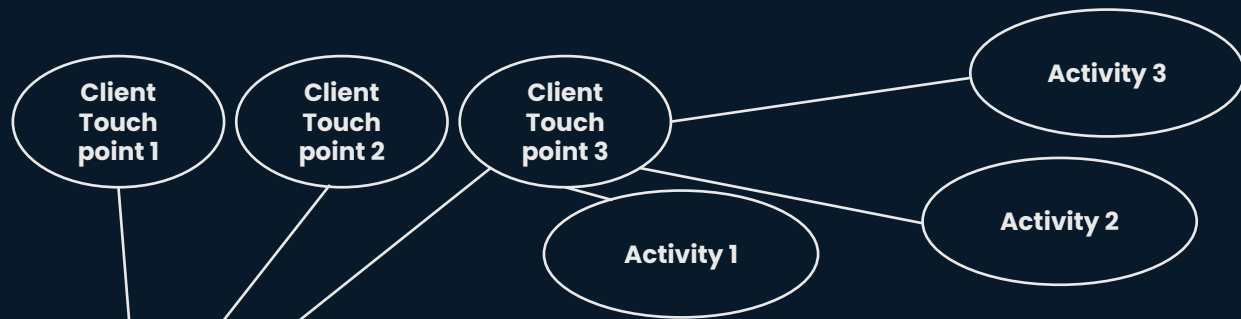
INFORMATION SILOS: Disparate sources of information

We want to make our clients happy across channels, products & regions

Function 1
Function 2
Function 3
Touch point 1
Touch point 2
Touch point 3
Area 1
Area 2
Area 3

Department 1
Department 2
Department 3
Channel 1
Channel 2
Channel 3
Region 1
Region 2
Region 3

Business process 1
Business process 2
Business process 3
Product group 1
Product group 2
Product group 3

Segment 2
Segment 3
Experience 1
Experience 2
Experience 3
Product3

Segment 1
Product 1

Sub segm-ent 1
Sub segm-ent 2
Sub segm-ent 3
Goal 1
Goal 2
Goal 3
Product 2
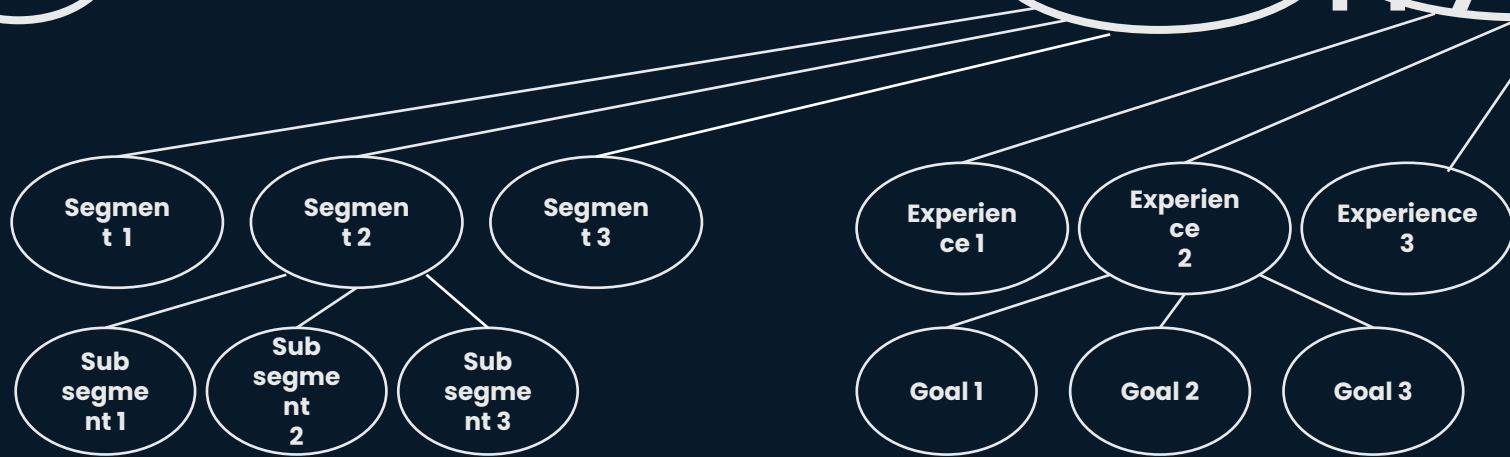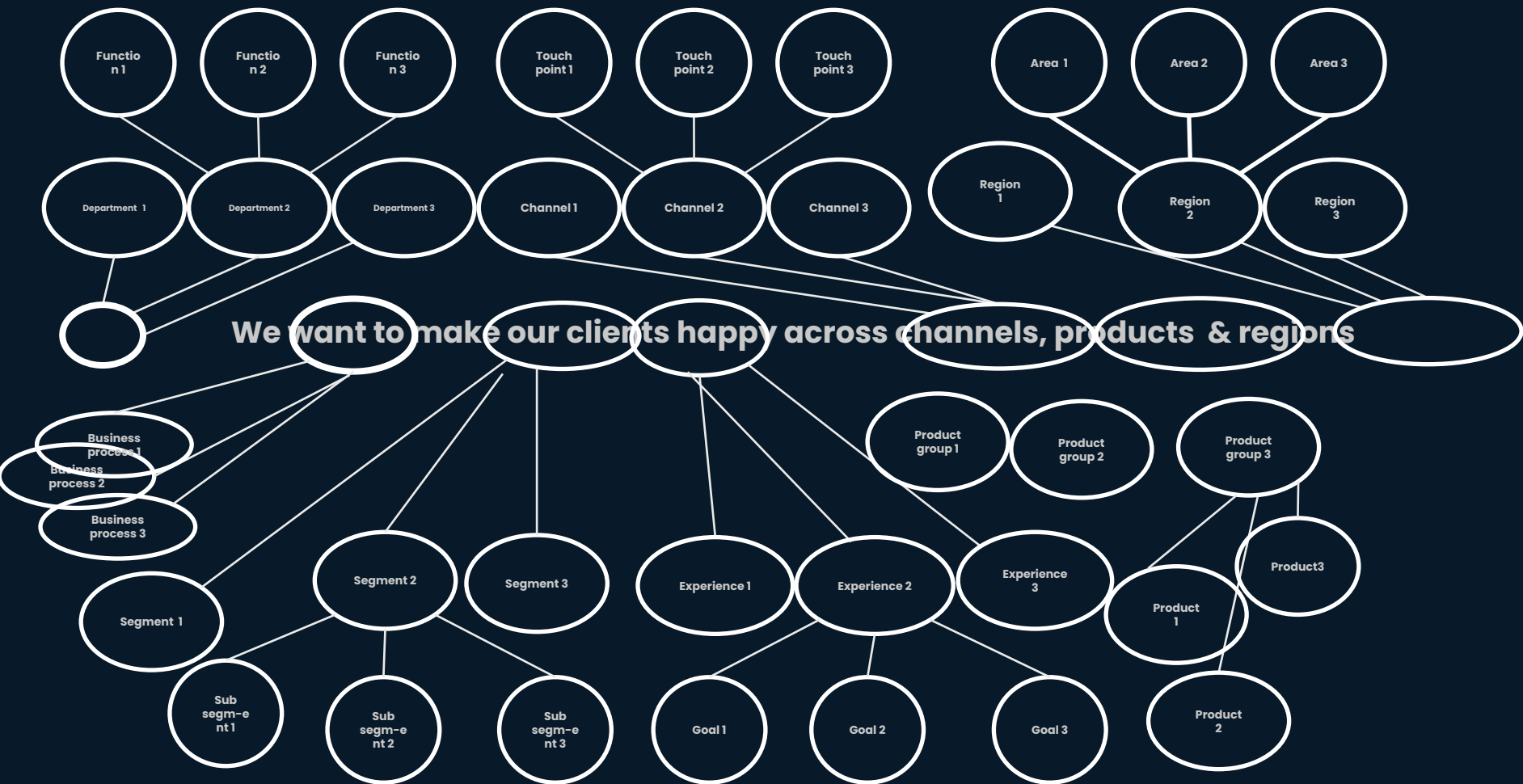
We want to **make** our **clients happy** along **client journeys,** across different **channels**, **products** and **regions.** We want to build our **marketing assets** to deliver strong **brands** and increase our presence in the **market** place**.** We want to do this through building the right **capabilitie**s (Talent, **business processes**, **applications**, **data** and **infrastructure**). We also want to keep track of **changes**, **emerging trends** and **competition** in the external environment, steer our business by defining **strategies**, **digitally transform** our business and change the **culture**. To manage the change in our business we want to structure our project **portfolio** and cluster some of these initiatives in **programs** and make sure it aligns with our strategy. We want to cascade strategy by defining **objectives and key results**. People competencies needs to be defined and we need a structure our talent in **job groups** so that we can do market comparisons, evaluate complexity and remunerate people. But talent is important to us, so we need to understand the **talent segments**, the **talent experience** But we need to start thinking of **ecosystem partners,** turn our business into a **platform** and we need to think of **sustainability and more c**

We want to **make** our **clients happy** along **client journeys,** across different **channels**, **products** and **regions.** We want to build our **marketing assets** to deliver strong **brands** and increase our presence in the **market** place**.** We want to do this through building the ___ ___abilitie s (T___ ___iness processes, **applications** ___ and **infrastr** ___ ___ wa___ ___ of ch___ ___ trends and **competi** ___ ___al en___ ___ our b___ ___ng s___ ___y transform our bus___ ___ the **c** ___ ___age the ch___ ___ our business ___ to structure our project **por** ___ cluster some of these initiatives in **programs** and make sure it aligns with our strategy. We want to cascade strate___ defining o___ ___y results ___ competencies need___ ___ and we n___ ___ou___ ___s s___ ___ do market co___ ___ complex___ ___te pe___ ___s imp___ ___e need to und___ **segments**, ___ ___ **experience** But we need to start ___ ___or **ecosystem partners,** ___ ___business into a **platform** and we need to think of **sustainability and more c**

Manage risks

Manage our resources

Leverage data

Build resilience

Governance Policies & Rules

Manage our projects

Manage our ideas

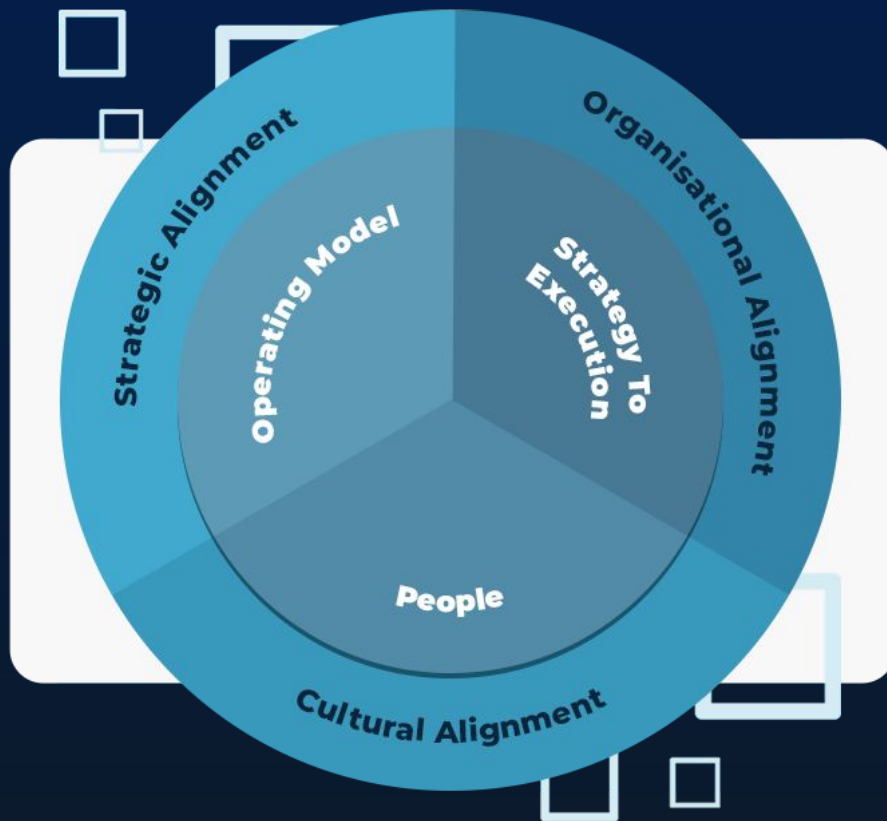**Manage performance**

Drive innovation

Make our strategy always on

Build organisational knowldge

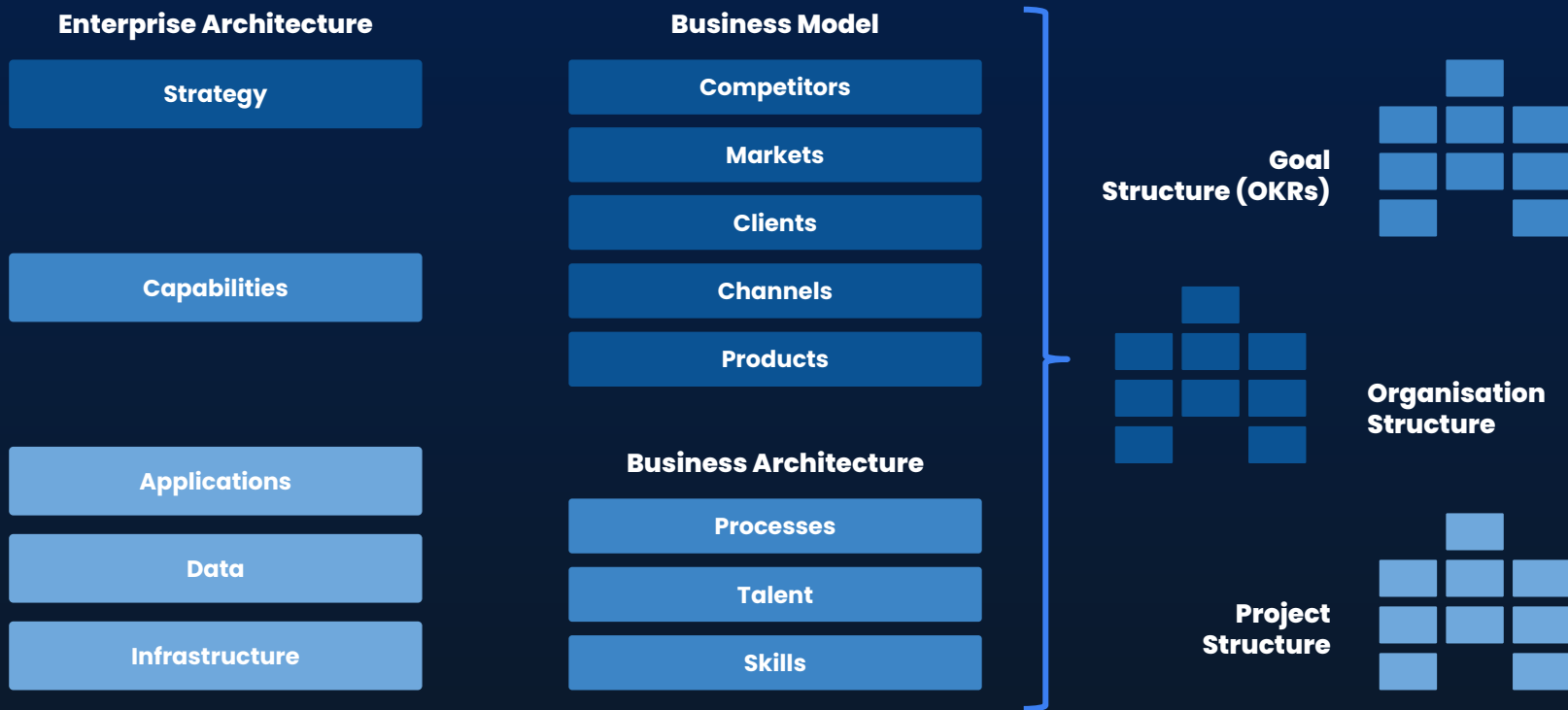# Disconnectivity

can be fatal to organizational success!!

Where do we need to connect the dots?

What is an operating model?

Enterprise Architecture

Strategy

Capabilities

Applications

Data

Infrastructure

Business Model

Competitors

Markets

Clients

Channels

Products

Business Architecture

Processes

Talent

Skills

Goal Structure (OKRs)

Organisation Structure

Project Structure

Strategy to Execution Journey

1 Strategy Analysis

2 Strategy Design

3 OKR Deployment

4 Project Portfolio Management

5 Strategy Monitoring
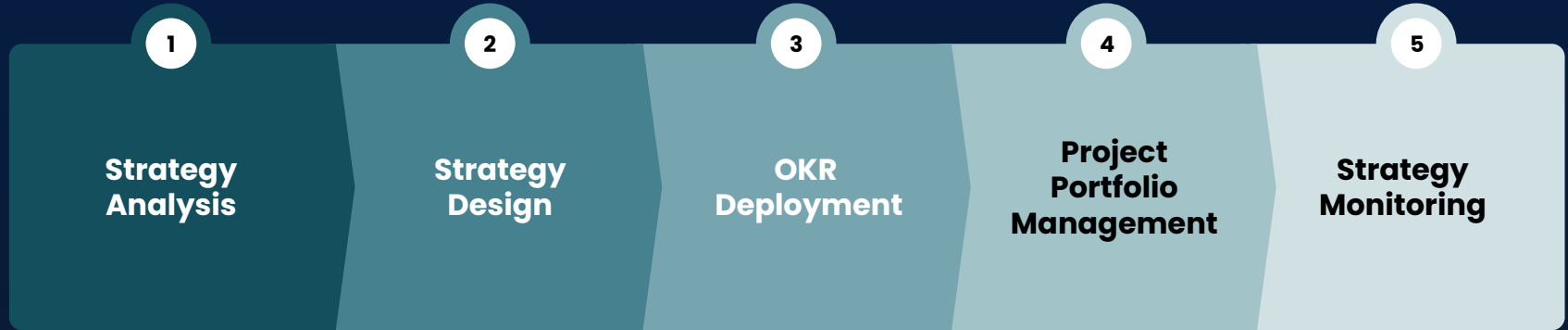
Build the capability to manage the operating model

Governance

Roles, decision rights, and policies

Mission

Purpose, including value it will deliver

Talent

Competencies, skills, talent and planning

Capability

Insight

Decision-making, information and analytics

Technology

Software, hardware and other tools

Process

Set of activities that drive outcomes

Do the following things:

- **Create a landscape view of the most important parts of the operating model**

- **See these parts as the strategic assets of your organisation**

- **Apply portfolio management logic over it**

- **Enrich the parts with intelligence**

- **Analyse the landscape for patterns and trends**

- **Manage the parts and the whole for improved performance**

- **Manage the interplay between portfolios**

See **more clearly**
Go **granular**

So how do we orchestrate the enterprise to make it simpler, faster, agile and better connected?

Let's look at a quick use case

Thank you