



# WELCOME TO A BOC GROUP WEBINAR





# Getting Started with BPM

Key Factors for Implementing BPM  
Successfully in your Organization





# Highlights & Focus

## Answers to the following questions and more:

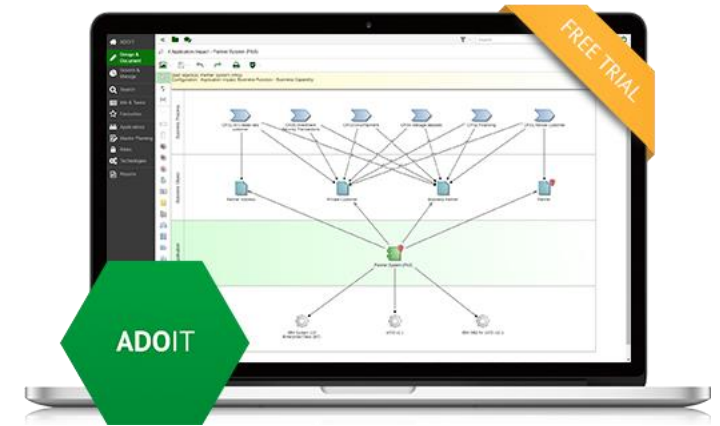
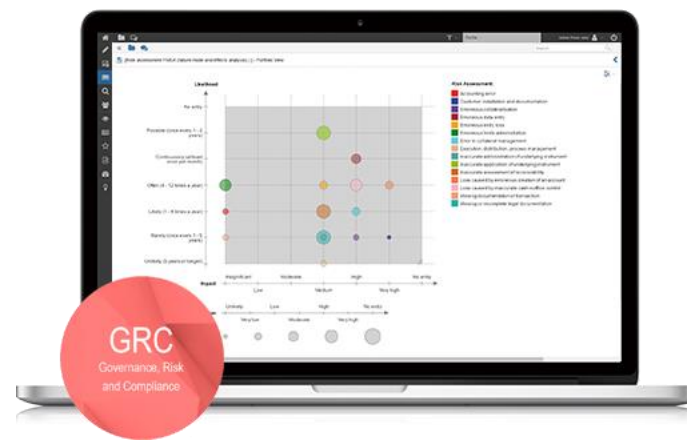
- ▶ How can the implementation of process management best practices in your organisation help you achieve desired outcomes?
- ▶ What steps should you take to succeed in process management?


## Such as:

- ▶ Finding out more about the **process model** of the BOC Group and the **process management lifecycle**,
- ▶ **Live-Demo** of the Business Process Management suite, **ADONIS**.




# BOC MANAGEMENT OFFICE – Enabling Transformation of Business & IT



 100% web-based

★ Simple and intuitive usage

➔ Stakeholder-specific views & dashboards

 Powerful analysis & reporting capabilities

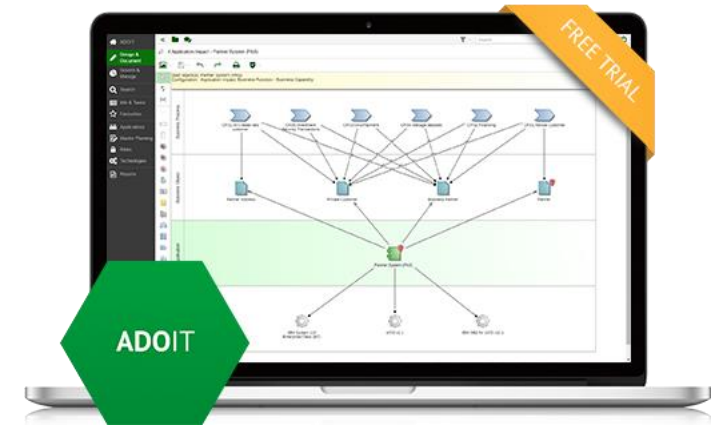
 Expandable scenarios

 Flexible configuration options

 Seamless integration with other tools

 Advanced communication and collaboration

# BOC MANAGEMENT OFFICE – Enabling Transformation of Business & IT



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CONSULTING



TRAINING



SUPPORT



# Customer & Analyst Ratings

- ▶ **Leader in Enterprise Architecture Management Suites**, The Forrester Wave™: “Enterprise Architecture Management Suites, Q2 2017”
- ▶ Positioned in the **2017 Gartner Magic Quadrant** for Enterprise Architecture Tools
- ▶ **Gartner Market Guide for Enterprise Business Process Analysis**: Representative Vendor for ADONIS
- ▶ ADOIT featured in **OVUM “On the Radar” Report**



GET MORE INSIGHTS ONLINE





# Getting Started with BPM

Key Factors for Implementing BPM  
Successfully in your Organization

# Today's Content – What to expect

1

## **The IT Supported Management Office of the BOC Group**

The next generation of Business Process, GRC and Enterprise Architecture Management

2

## **Motivation**

Why “Structured” Business Process Management

3

## **The Process Management Lifecycle (PMLC)**

A procedure model can never hurt!

4

## **The Phases of the Process Management Lifecycle in Detail**

Explanations, Maturity Levels and Best Practices

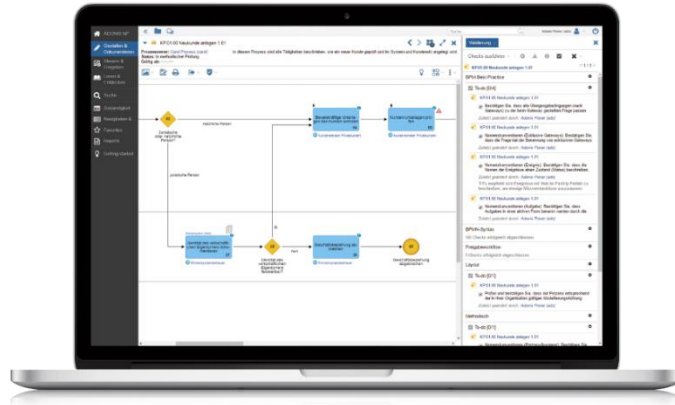




# The IT-supported Management Office of the BOC Group

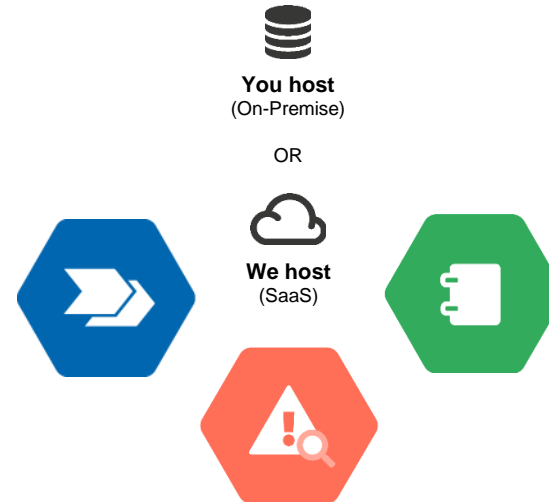
**AUDIT-READY**

## Next Generation Business Process, GRC and Enterprise Architecture



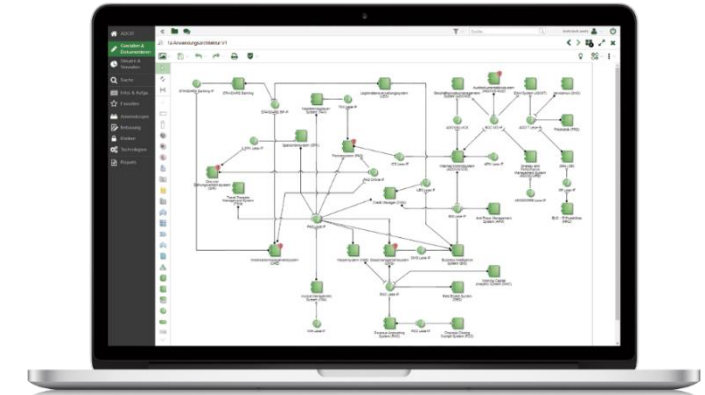
### Business Process Management with ADONIS

- ✓ Strategic and Operational Business Process Management
- ✓ BPMN 2.0, "BPMN fit for business"
- ✓ Process landscapes
- ✓ Business IT alignment, ITIL
- ✓ Governance, Risk and Compliance
- ✓ Analysis and Optimization



### Governance, Risk and Compliance

- ✓ Recording of Risk Catalogues
- ✓ Recording of Control Catalogues
- ✓ Assessment of Risks, including Historicization and Workflows
- ✓ Assessment of Controls, including Historicization and Workflows
- ✓ Implementation of Controls

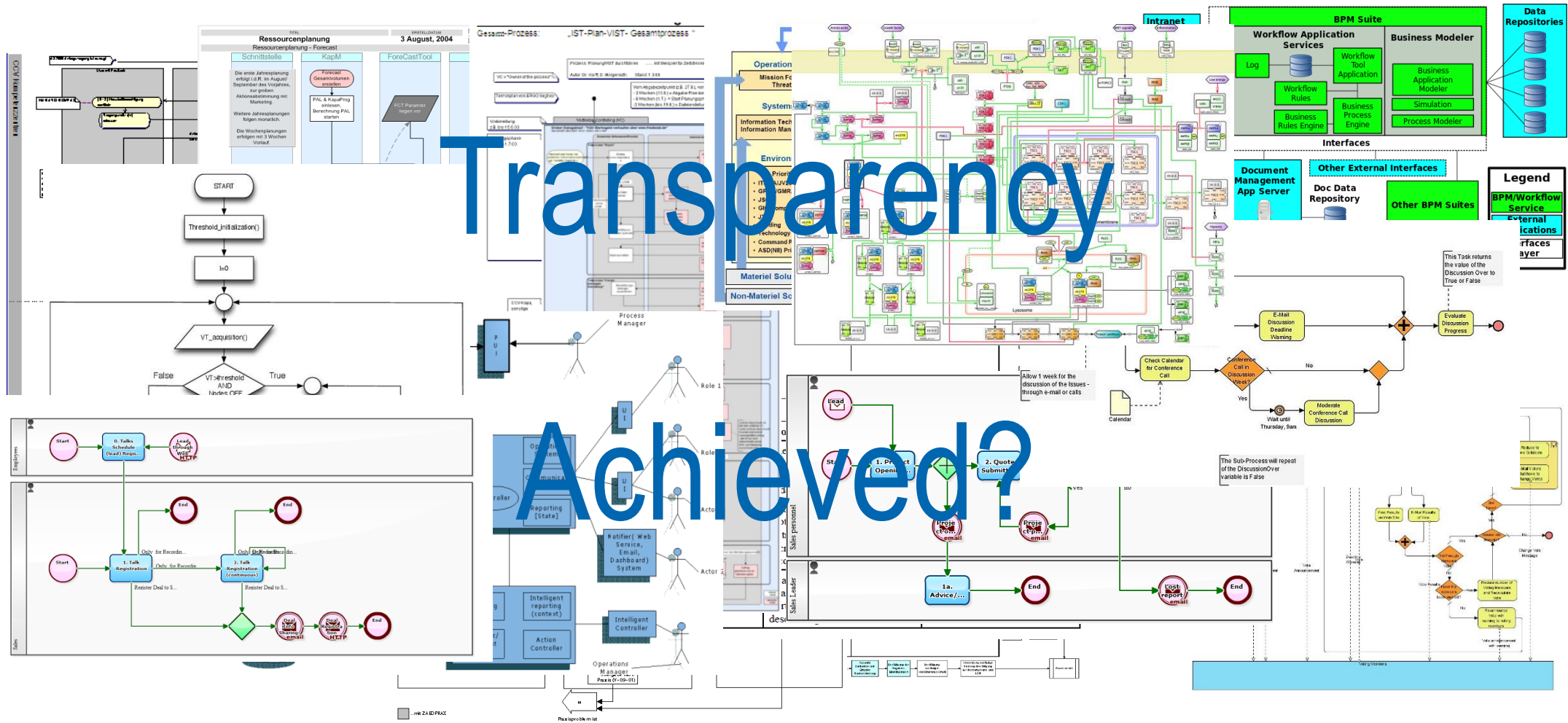


### Enterprise Architecture with ADOIT

- ✓ Enterprise Architecture
- ✓ TOGAF
- ✓ Capability Management
- ✓ Business-, Service- & Technology Architecture Management
- ✓ Planning, Data Gathering & Governance

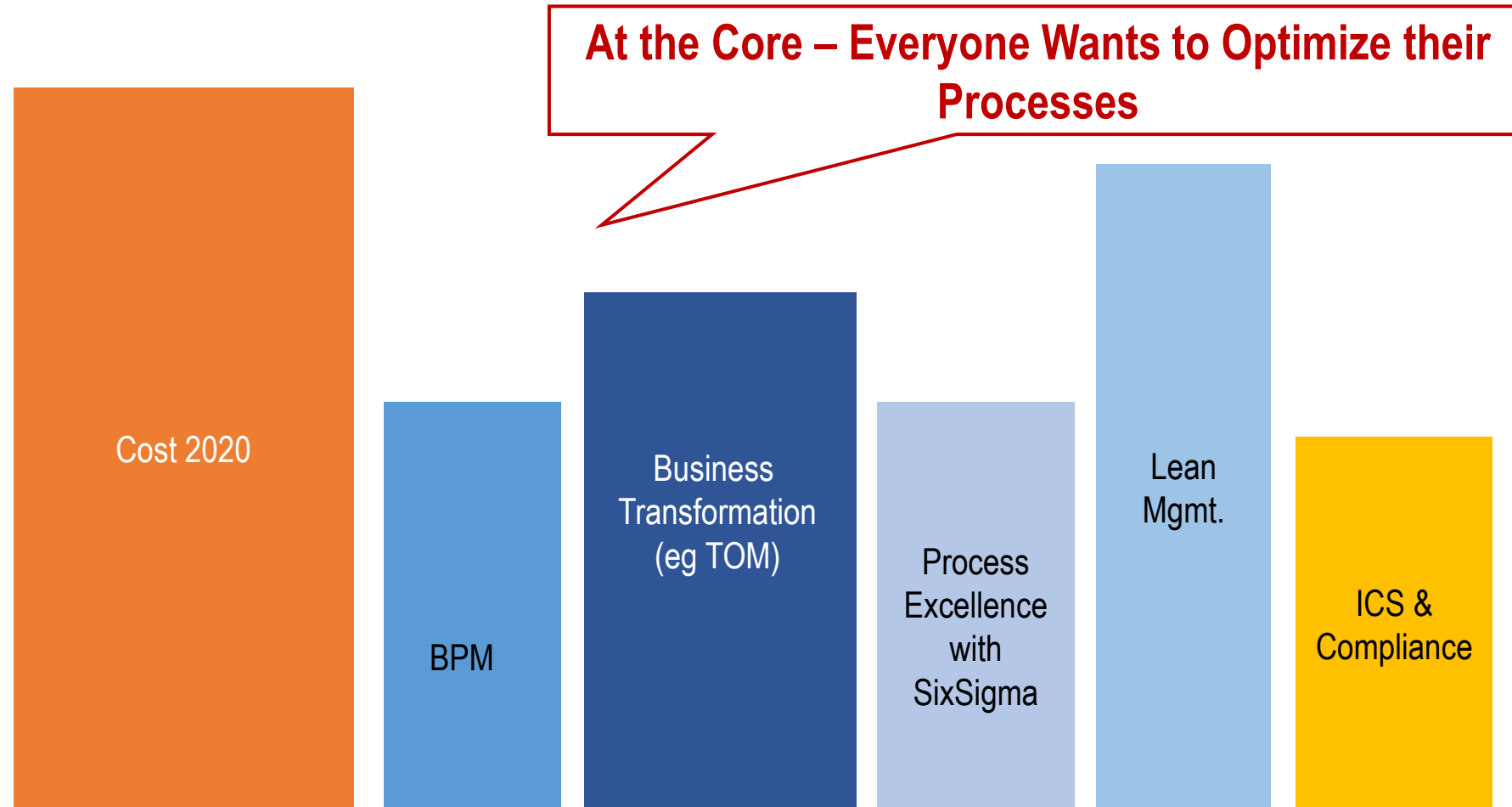
# Silo Thinking vs. Management System Integration

Status Quo: Missing guidelines leaves too much room for individual interpretation!



# Siloed Thinking vs Management Systems Integration

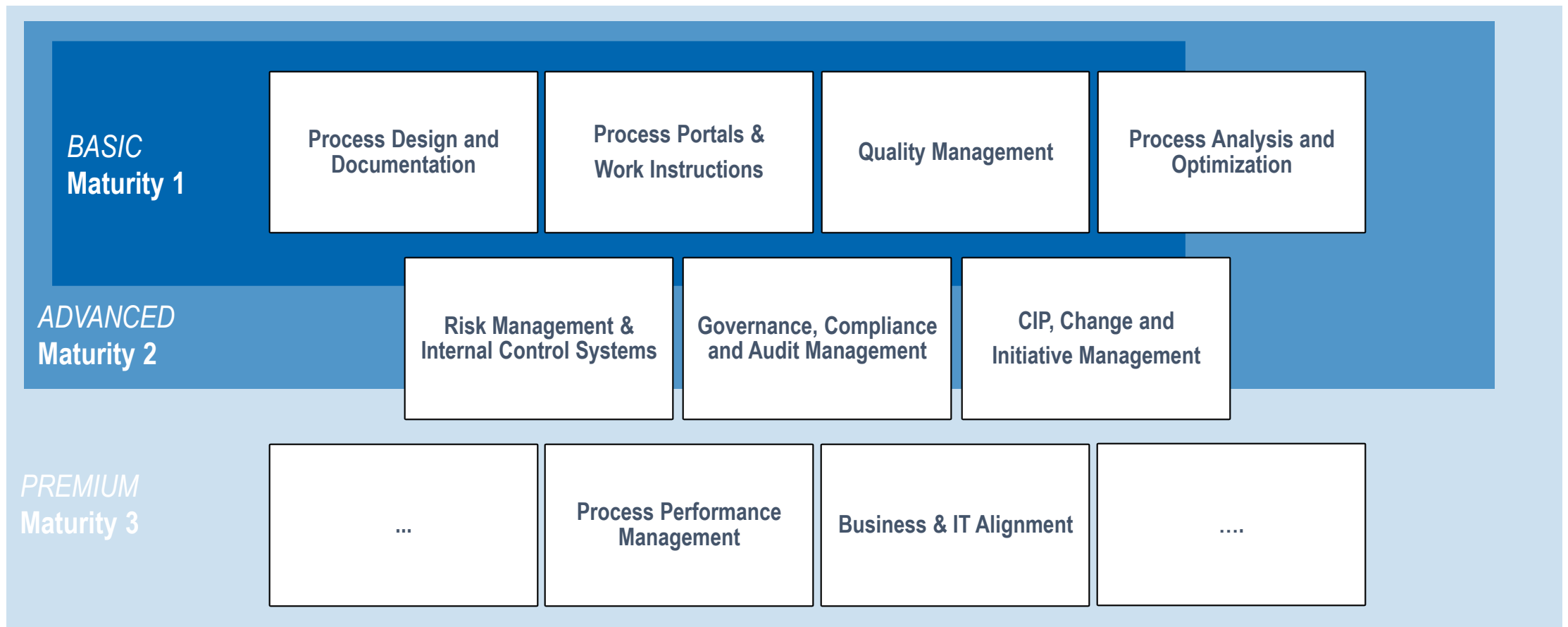
Status Quo: Project or Initiative Silos





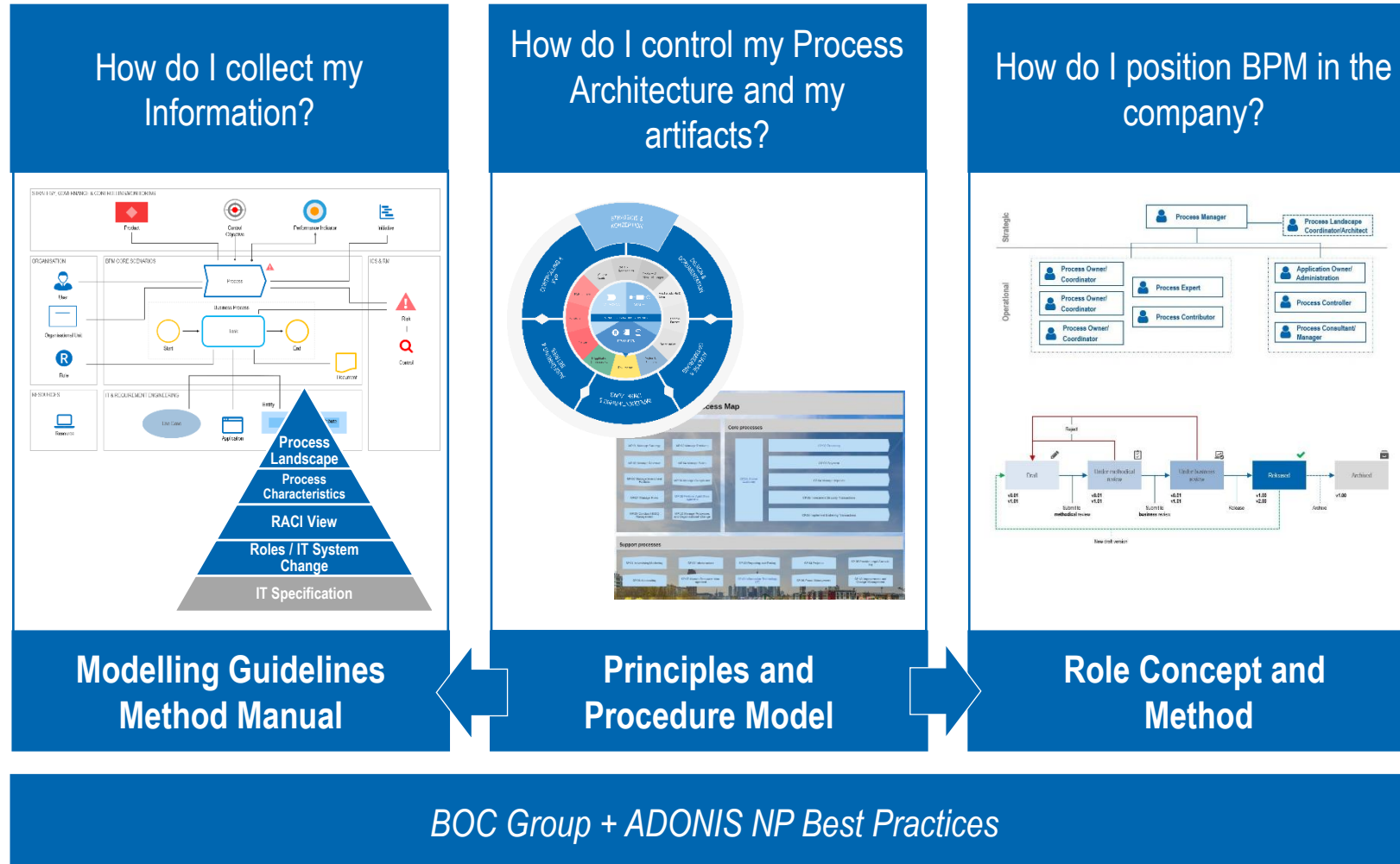
# Set Priorities at the Beginning

- ▶ In order to increase the acceptance of process management in companies and to provide additional benefits, it makes sense to align process management with the **main departments** and their **priorities** in order to reach **all stakeholder groups**.



# How do I Start my Process Management Initiative

Important basic concepts for the introduction of Process Management



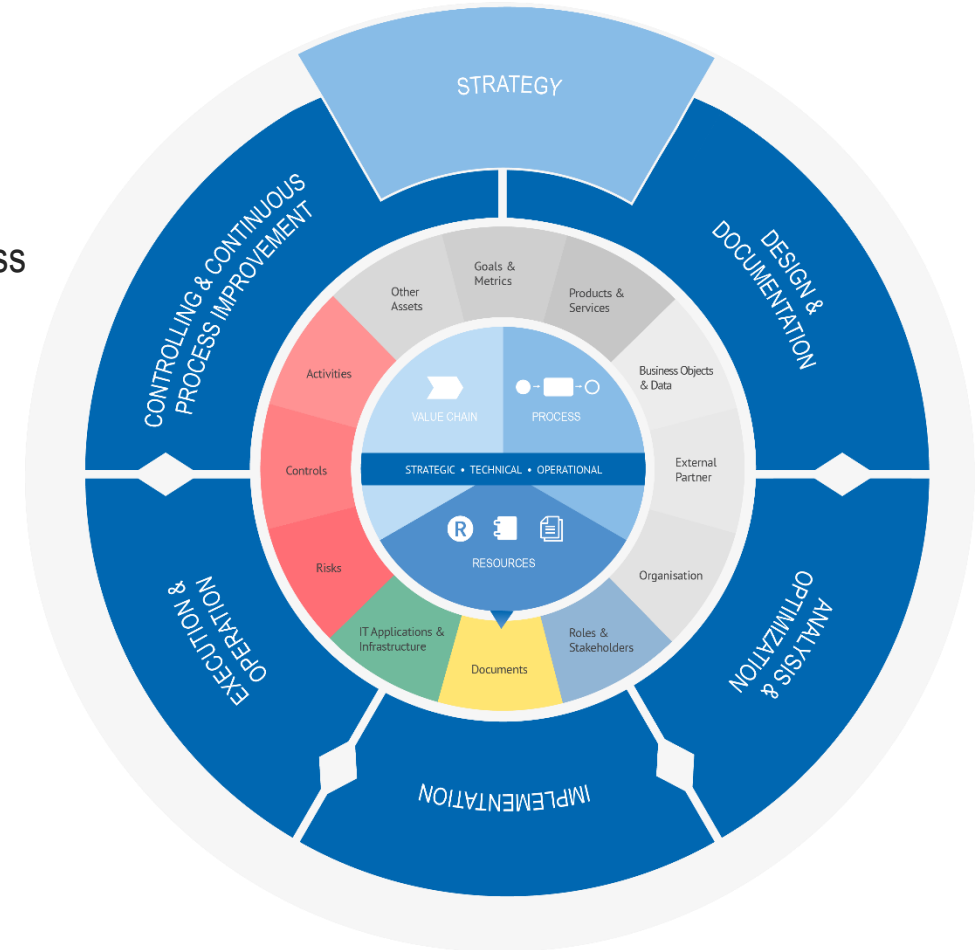
# A Procedure Model Can Never Hurt

## The Process Management Lifecycle (PMLC)

- ▶ Framework conditions and corporate goals are subject to constant change:
  - ▶ Need to **continuously review** and **adjust** the processes of a business
  - ▶ For this, a **cyclic procedure** model is suitable, such as the **Process Management Lifecycle**.

## The Process Management Lifecycle

- ▶ Allows a ...
  - ▶ ... **continuous improvement** of processes throughout the company
  - ▶ ... extension of **Best Practice Approaches**





# Process Management Strategy

- ◉ *Developing a Framework and Priorities*
- ◉ *Process Management Organisation*
- ◉ *Definition and Fine Tuning the Procedure Model*
- ◉ *Definition of the Process Management Goals*



**BASIC**  
**Maturity 1**  
= Minimum Requirements

- ✓ Develop a **role** concept and define the **procedure** model
- ✓ Definition of **Process Modellers** and **Documentors**  
+ at least defining a **contact person per process** on the 2nd level of the map
- ✓ **Content Coordination** for Creation and Modelling
- ✓ Define the absolute **minimum modeling rules** for workflow models
- ✓ Have a **Process Management Strategy** defined

## Further Maturity Levels

**ADVANCED**  
**Maturity 2**

- ✓ Define and embed the concept of **Process Owners** in the organization
- ✓ Identification of **potential conflict strategies** between a structured or a procedural organization
- ✓ Build or maintain a **BPM Office / BP Center of Excellence**
- ✓ Etc.

**PREMIUM**  
**Maturity 3**

- ✓ Implementation of a **Control Round**
- ✓ Anchoring **Process Goals** in the Organization
- ✓ Etc.

# Phase 2: Design & Documentation

- Collect Information for the Documentation of the Current State
- Modelling, Documentation and Maintenance of the Current Processes
- Collection and Structuring of the most Important Assets: Roles, Documents, IT Systems



**BASIC**  
**Maturity 1**  
= Minimum Requirements

- ✓ Company-wide Process Map on the **1st level** + key Processes on the **2nd level**
- ✓ Model Selected Processes in **BPMN**
- ✓ **Structure** and **Maintain** your Basic Assets
- ✓ Correctly **Assign Basic Assets** to your Processes
- ✓ Comply with Basic **Modeling Guidelines**

## Further Maturity Levels

**ADVANCED**  
**Maturity 2**

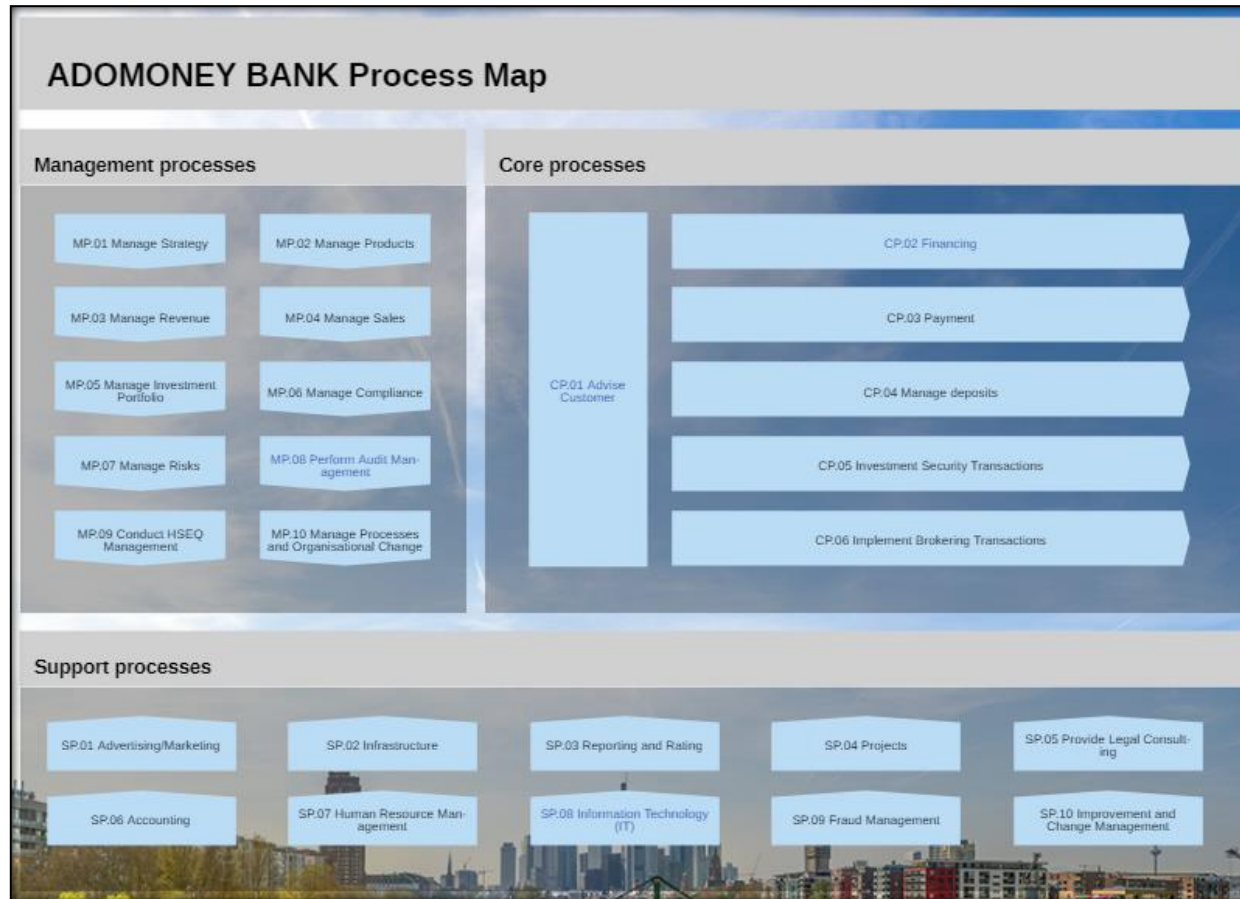
- ✓ Inclusion of additional **stakeholders** in process modeling - **collaborative** creative effort
- ✓ Capture assets from "related" management systems: **Risks and Controls**
- ✓ Further **modeling guidelines** and **documentation specifications**
- ✓ Etc.

**PREMIUM**  
**Reifegrad 3**

- ✓ Extension of processes with assets from other management systems (eg **Control Objectives**)
- ✓ Integration of **strategic views** into the process map (**TOM concept**)
- ✓ The scope and breadth of the asset repository goes beyond the **classic process focus**
- ✓ Etc.

# Best Practice: Define your Process Landscape

## First Level of a Process Landscape: Reference Process Landscape for a Bank



Representation of all essential process types

Structured by:

- ▶ **Core Processes**
- ▶ **Management Processes**
- ▶ **Support Processes**

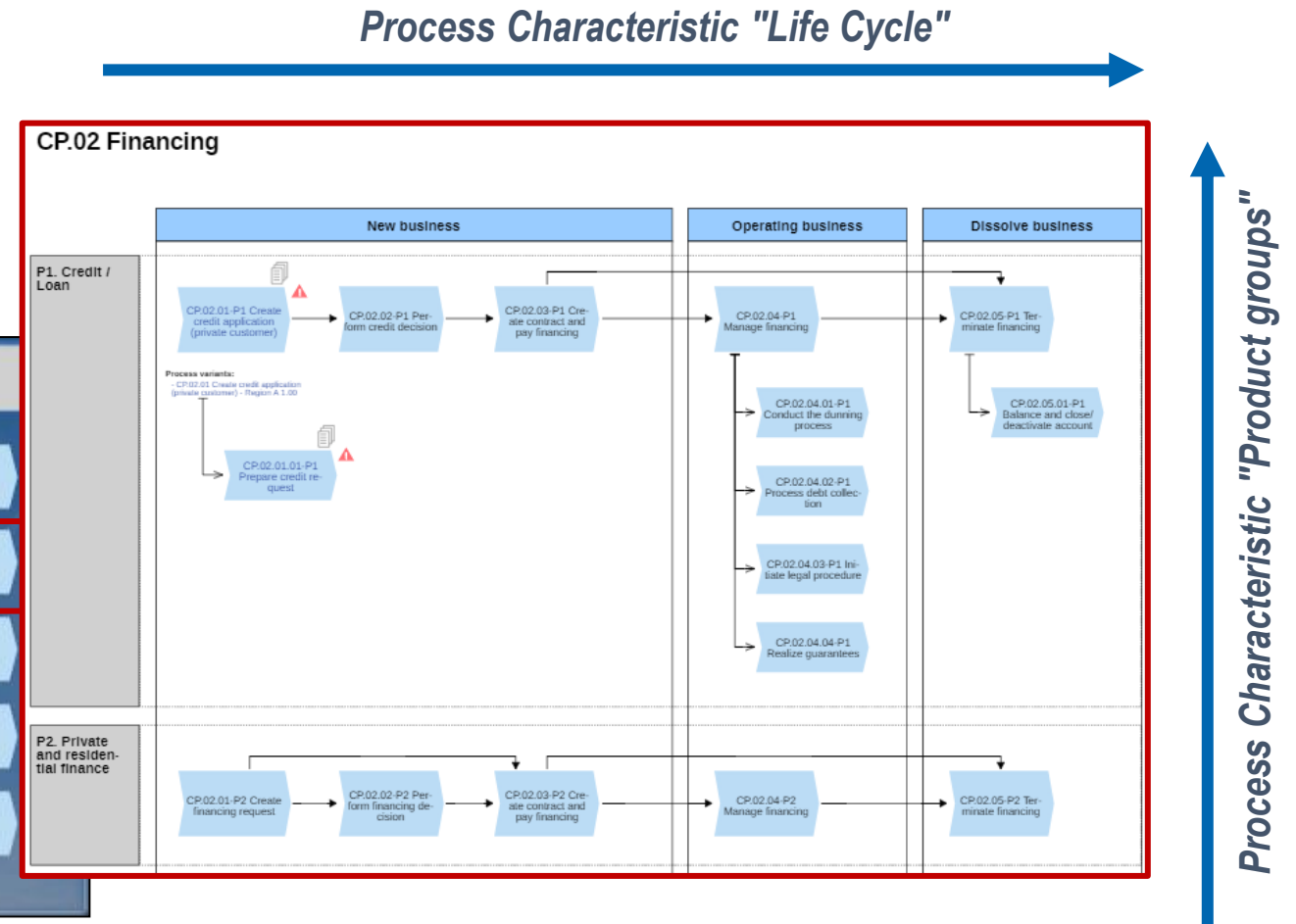
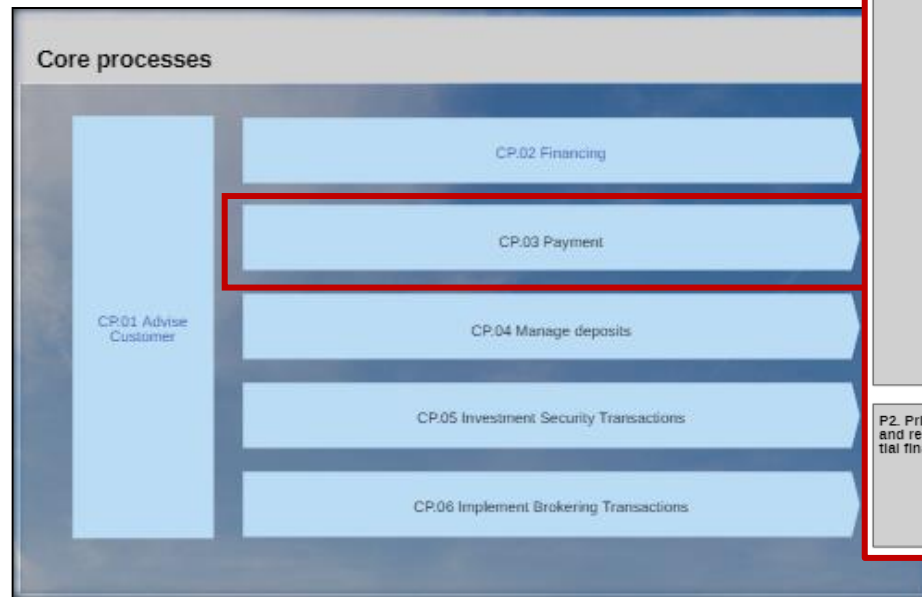


# Best Practice: Define your Process Landscape

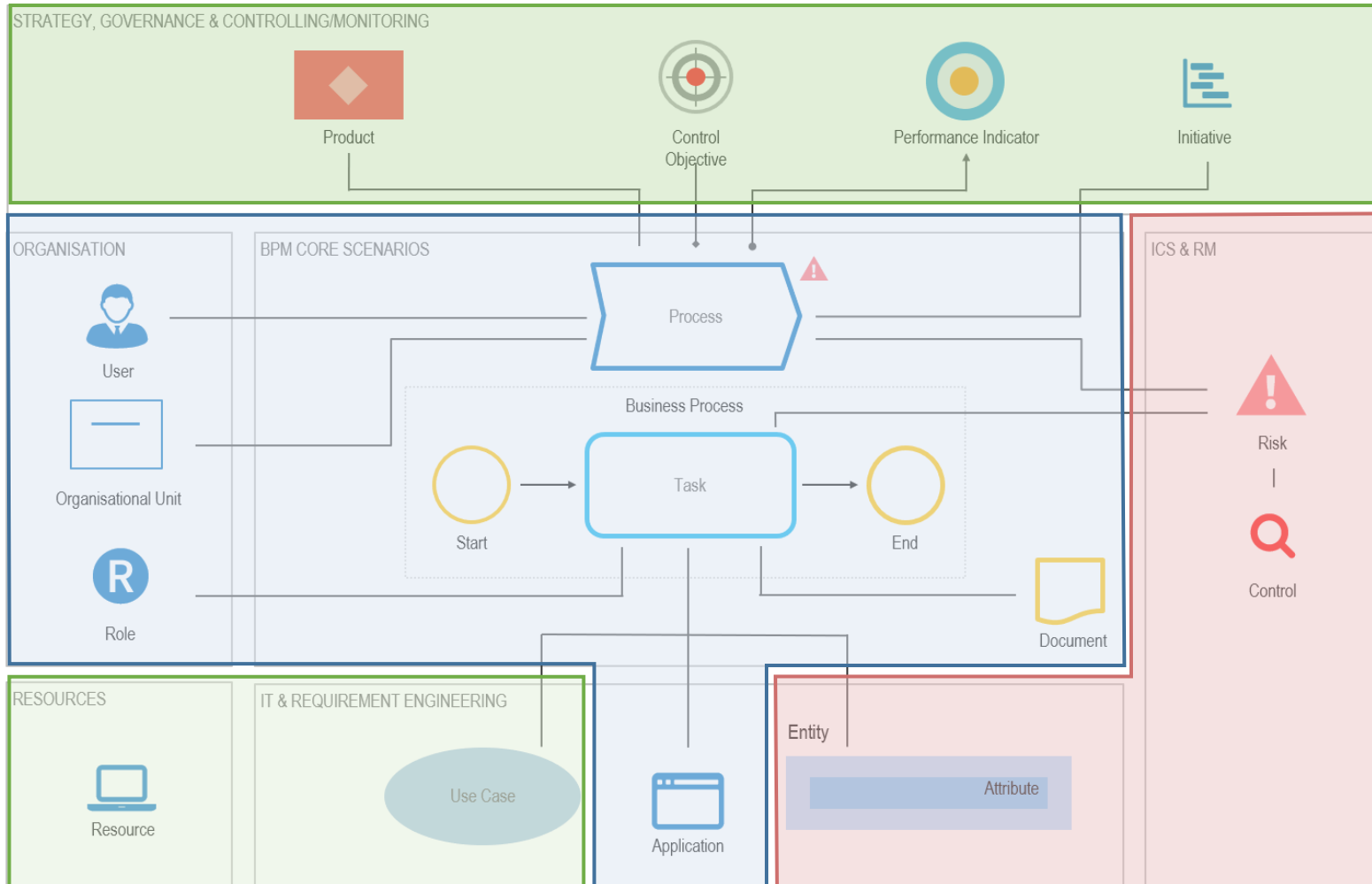
## Other Levels of a Reference Process Landscape: Reference Process Landscape for a Bank

Representation of the value chain -> On the 2nd level according to 2 dimensions or determinants:

- ▶ **Product Groups**
- ▶ **Lifecycle**



# Best Practice: Establishing the Modeling Method



R1

Introductory  
Phase

R2

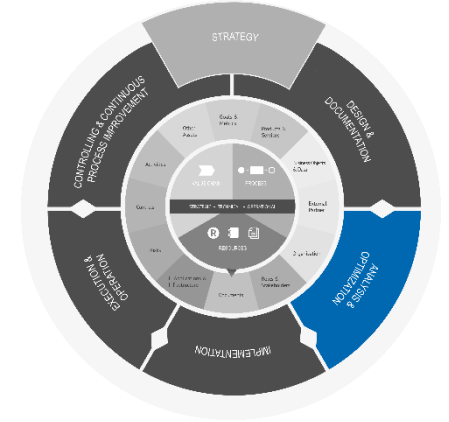
Expansion  
Phase

R3

Integration  
Phase

# Phase 3: Analysis & Optimization

- ⊙ Analysis of the AS-IS processes with regard to potential for improvement
- ⊙ Standardization of the AS-IS processes
- ⊙ Development of target (TO-BE) processes or target process variants



**BASIC**  
**Maturity 1**  
= Minimum Requirements

- ✓ **Standardize process variants**
- ✓ Capture **quick** wins during actual modeling (**role change / interfaces**)
- ✓ Check **document usage** and standardize if necessary
- ✓ Standardize **forms and templates**

## Further Maturity Levels

**ADVANCED**  
**Maturity 2**

- ✓ Structured process analysis and optimization (**checklists**)
- ✓ Analyze all **handoffs, departmental changes and interfaces**
- ✓ Optimize specifications and **guidelines** for **TARGET** processes
- ✓ Etc.

**PREMIUM**  
**Maturity 3**

- ✓ Evaluation of the **TO-BE variants** and their **implementation plans**
- ✓ Determine the key parameters of the processes (**time, quality, costs**)
- ✓ **Expansion** towards potential **analysis and realization** of opportunities
- ✓ Etc.

# Best Practice: Document Use

## Structure and Organize all Relevant Input and Output Information

[Input/Output analysis (Process) | Process Input/Output Analysis Matrix (Analysis Model) ] - Matrix view

	CP.01.00 Create new customer 1.01	CP.02.01-P1 Create credit application (priv...	CP.02.01.01-P1 Prepare credit reques...	CP.02.02-P1 Perform credit decision 1.00	MP.08.03.03.01 Conduct of an Interna...	SP.08.DSS02 Manage Service Requests and ...	No references
CP.01.00 Create new customer 1.01	<div>Excerpt from the Commercial Register 1.00</div> <div>Passport 1.00</div> <div>Personal ID Card 1.00</div>						
CP.02.01-P1 Create credit application (private customer) 1.00		<div>Application for Authorisation 1.00</div>		<div>Credit Application 1.00</div>			<div>Financing Plan 1.00</div> <div>Insurance Data 1.00</div> <div>Raport ryzyk 1.00</div> <div>Repayment Plan 1.00</div> <div>Security Paper Data 1.00</div>
CP.02.01.01-P1 Prepare credit request 1.00				<div>Credit Application 1.00</div>			
CP.02.02-P1 Perform credit decision 1.00							
MP.08.03.03.01 Conduct of an Internal Audit 1.00							<div>Audit Report 1.00</div> <div>Statement Regarding Audit Report 1.00</div>

**Generation of Information** (indicated by a red arrow pointing right from the first column to the second column)

**Use of Information** (indicated by a red arrow pointing up from the fourth row to the second row)

- ▶ In which process is the information generated?
- ▶ In which processes is the information required?
- ▶ Can we identify any weak areas affecting the availability of the correct information?



# Best Practice: RACI-Matrix

Which organizational and role changes take place in the process?

- ▶ **Which roles / organizational units are involved in which activities:**
  - ▶ Responsible for Execution
  - ▶ Accountable for results or an Approver
  - ▶ Consulted
  - ▶ Informed
- ▶ **Quick-Win possibilities:** Simplified handoff of responsibilities between Roles.

[Process activities responsibilities (RACI) | CP.01.00 Create new customer 1.00 (Business Process)]

	R Corporate Account Manager	R Head of Market Service	R Private Customer Account Manager
CP.01.00 Create new customer 1.00			
Add personal data			R
Check customer documents			
Check risk and decide about approval			
Complete data and documents			R
Copy and sign documents			R
Create customer in the system			R
Document risk assessment		I	R
Document the identity of the economic owner	R		
End business relation			
File documents in customer			
Interview customer			R
Obtain supporting data and documents of the customer			R
Perform risk assessment of the customer			R
Provide/Provide identity			R

... are carried out by who?

Which tasks ....



# Phase 4: Implementation

- ⊙ Introduction of the TO-BE processes in organizational terms
- ⊙ Introduction of the TO-BE processes in technical terms
- ⊙ The target processes are "live" and are now the new actual processes



**BASIC**  
**Maturity 1**  
= Minimum Requirements

- ✓ (At least informally) Designated contacts **vote before the implementation** of the process
- ✓ Release with **simple sign-off** procedures
- ✓ Define the **validity** ("expiration date") of the published processes
- ✓ Integrate **operational documents** (work instructions, guidelines) into **the process documentation**

## Further Maturity Levels

**ADVANCED**  
**Maturity 2**

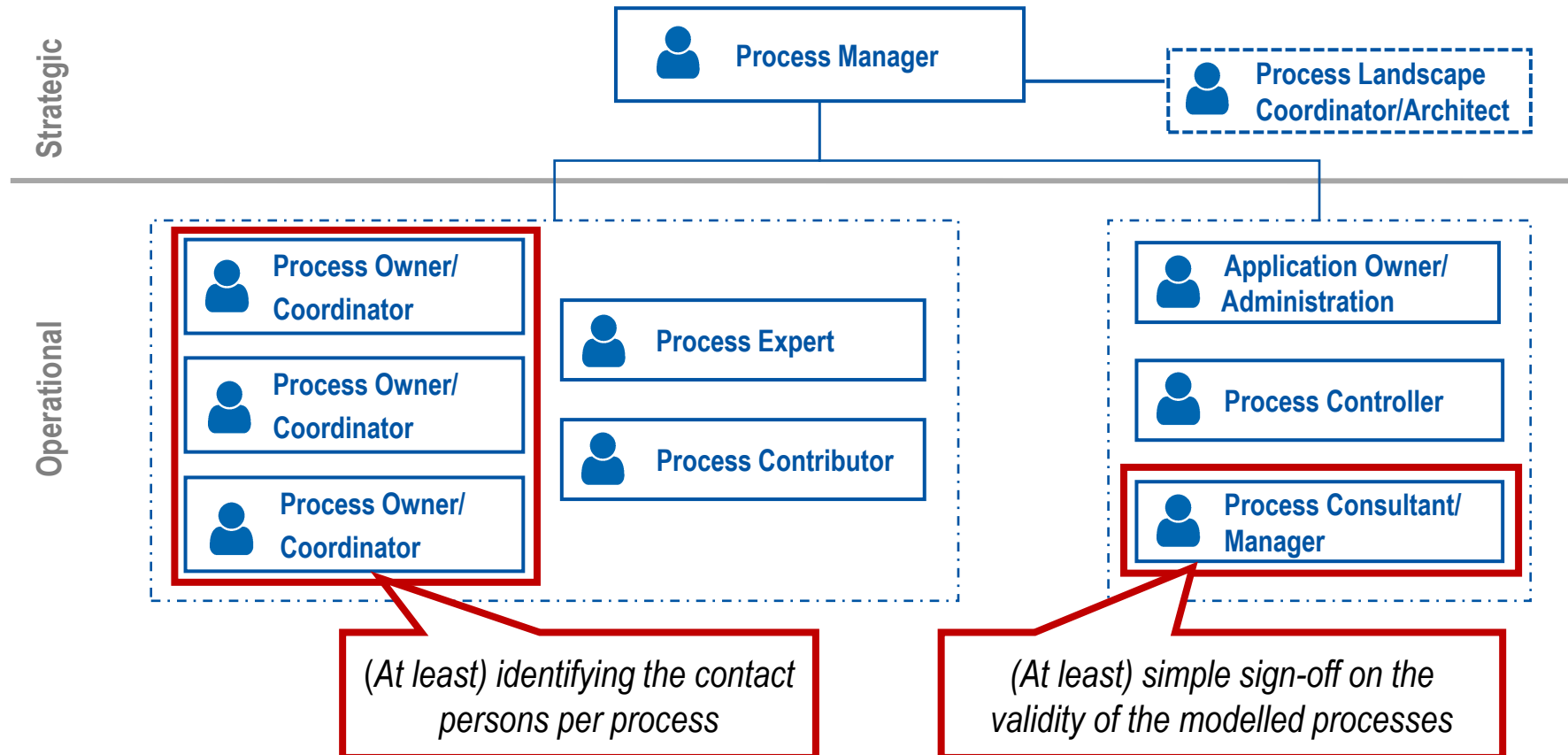
- ✓ **Clear 2-stage** process approval workflow including **validation**
- ✓ Implement **follow-up** mechanisms **including notification**
- ✓ Training of **process changes** based on the **published process documentation**
- ✓ Etc.

**PREMIUM**  
**Maturity 3**

- ✓ First steps **to measure** the central elements of the process (**time, quality, costs**)
- ✓ Integrated **Task Management**: creation and tracking
- ✓ Process optimization is interlinked with business & IT alignment
- ✓ Etc.

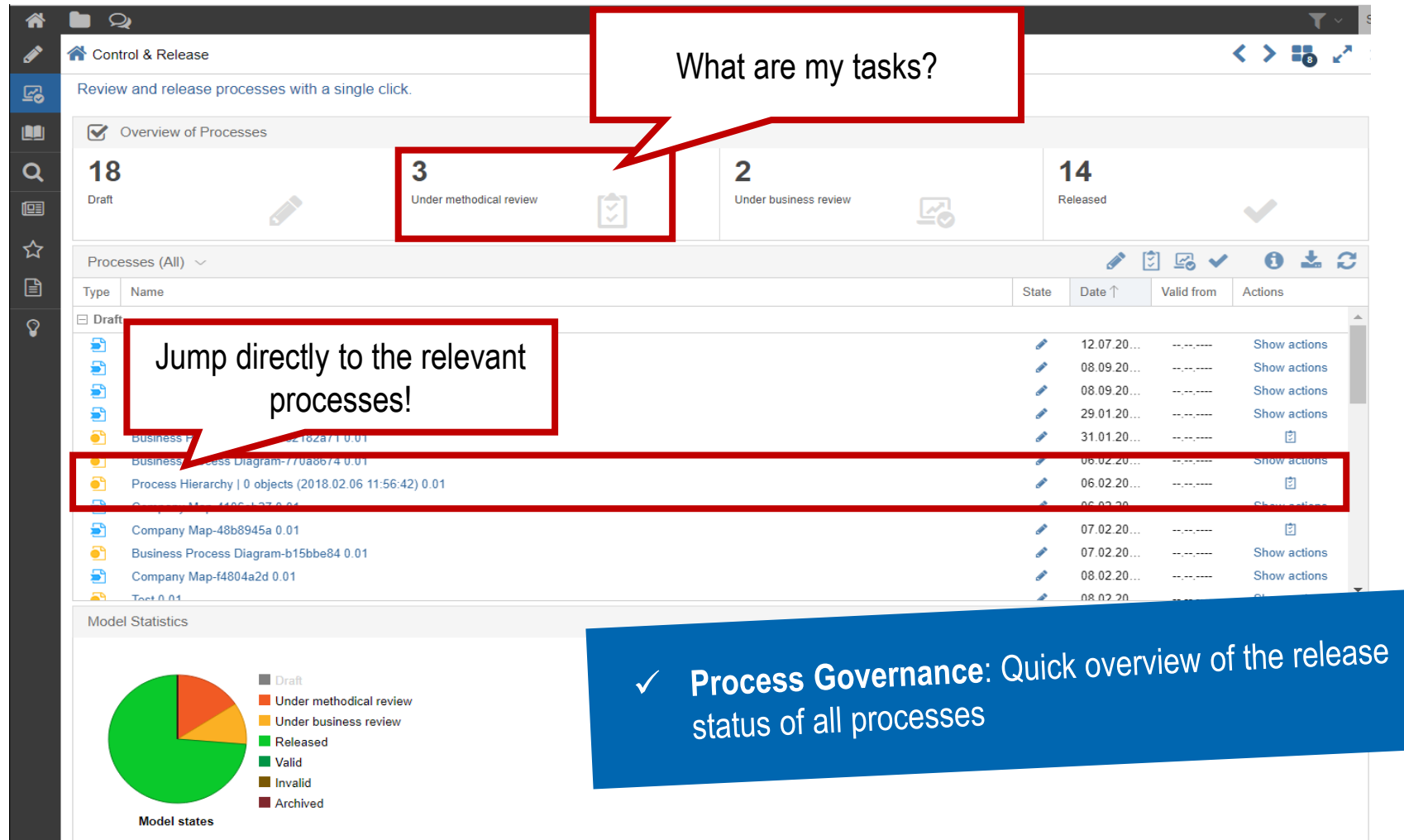
# Best Practice: Roles in Business Process Management

## Interaction of the involved Roles in BPM



## Best Practice: Process Owner Dashboard

## Versioning and Release Workflow





# Phase 5: Execution & Operation

- ◉ Implementation of current AS-IS processes in daily business  
- in organizational and technical terms
- ◉ Recording of data for process controlling



**BASIC**  
**Maturity 1**  
= Minimum Requirements

- ✓ Use of the **Process Portal and Work Instructions** in the form of Process Descriptions, Standard Operating Procedures, Policies and Procedure Descriptions
- ✓ **Accessing documents (work instructions, forms, templates)** from the process documentation during process execution

## Further Maturity Levels

**ADVANCED**  
**Maturity 2**

- ✓ Use of **personalized** process portals (**role-specific** views)
- ✓ Use of the portal by stakeholders to **provide feedback** on the processes
- ✓ Etc.

**PREMIUM**  
**Maturity 3**

- ✓ Integrated, automated measurement of process data from all key processes during execution
- ✓ Consequences of Electronic Data Processing (EDP) system calls from the process documentation
- ✓ Etc.

# Best Practice: Organisation Portal

Process documentation and work instructions available for all relevant employees

The screenshot displays the ADON cloud Organisation Portal. The top navigation bar includes 'Organisationsportal', a search bar, and user controls. The main content area shows a process titled 'HERE starts your roadtrip 1.00' with details: Process owner: guest, State: Released, Valid from: 01.07.2014. Below this, a detailed process 'CP:01.00 Create new customer 1.01' is shown, owned by Carol Process (carol), with a state of 'Under business review' and a valid from date of '---:---:---'. The process description states: 'In this process, all activities are described as a new customer is checked and created in the system.'

#	Name and description	Responsibl...	Data input	Data output	Reference...
01	<b>Create new customer</b> → (02) Interview customer				
02	<b>Interview customer</b> In the conversation it is determined whether the customer creation for a natural or legal person is to be performed. → (03) Prove/Provide identity	Private ...			
03	<b>Prove/Provide identity</b> According to the legal requirements the identity has to be proved/provided by an official identity paper. → (04) Legal entity or individual?	Private ...			
04	<b>Legal entity or individual?</b> Individual person → (05) Obtain supporting data and documents of the customer Legal entity → (20) Document the identity of the economic owner				
05	<b>Obtain supporting data and documents of the customer</b> Private customers need to show their identity card or passport and business customers the register of commerce in order for the bank to be able to identify the customer. → (06) Check customer documents	Private ...		Econo... Excerpt... Passpo... Person...	
06	<b>Check customer documents</b> The presented documents are checked for completeness, accuracy and consistency. → (07) Data complete?	Private ...		Excerpt... Passpo...	
07	<b>Data complete?</b> yes → (08) Copy and sign documents no → (24) Complete data and documents				
08	<b>Copy and sign documents</b> The customer's documents are copied, initialed and signed. → (09) File documents in customer file				

- ✓ Search all published content from the repository
- ✓ Views for processes, documents and organizational charts

# Best Practice: Opening Relevant Documents

No tedious searching and direct access

Search "business"

business

☒ Search automatically ☒ Search in documents ☐ Search scope [Objects]

Topic: Objects Model Object: Document Property

Type	Name	Referenced document	Description
1	Action Reference 0.01	Doc Referenced for ...	An all inclusive representation of what a business process represents.
2	Excerpt from the Commercia...	Commerci...	Doc Referenced for The Tool.docx
3	KYC form 1.00	Formularz	to ensure all relevant data is captured.

All (3)

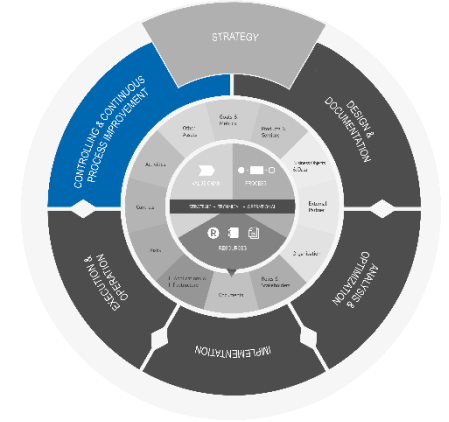
58 results were found for the entered search criteria.

- ... A business process or business method is a collection ...
- ... standards for business modeling. The Business Modeling and ...
- ... concepts · 3.1Workflow · 3.2Business process re-engineering ...
- ... re-engineering · 3.3Business process management (BPM) · 3.4Knowledge ...

Download Close

# Phase 6: Controlling & Continuous Process Improvement

- Continuous evaluation of key figures and control of the actual processes
- Process evaluation through comparison of defined process goals and target values for key figures
- Performance analysis as a basis for further optimization



**BASIC**  
**Maturity 1**  
= Minimum Requirements

- Enabling and soliciting feedback and **suggestions for improvement**
- First **assessment** of process requirements in the form of **control objectives**
- Regular checking and confirmation of process **validity and timeliness**
- Comparison** of the process documentation with the **actual process** execution

## Further Maturity Levels

**ADVANCED**  
**Maturity 2**

- (Sporadic) Analysis of the monitoring of **process indicators**
- (Occasional) **Derivation of initiatives** in the course of the CIP
- Etc

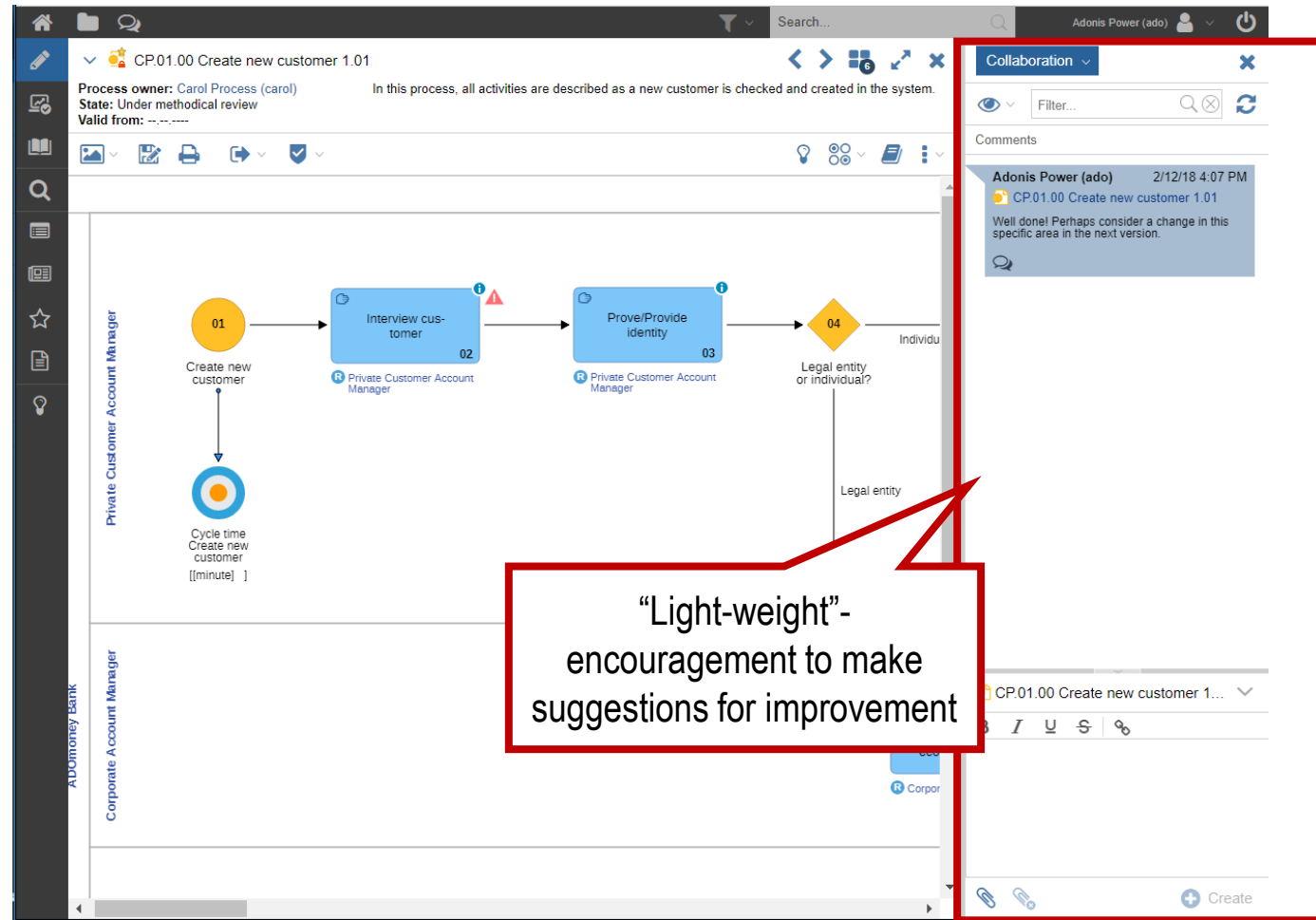
**PREMIUM**  
**Maturity 3**

- Consistent**, continuous controlling of all relevant **process indicators**
- Project based Tracking** of optimization measures for **individual** processes
- Inclusion of processes / process areas in the context of **corporate goals**
- Etc.



# Best Practice: Gathering Suggestions for Improvement

“Feedback chat” possible per process



# Best Practice: First Evaluation of Process Goals

Qualitative assessment of processes based on a collection of (control) goals

First structuring of (control) goals

	Avoiding fire and explosion risk (OHSAS 18001)	Avoiding noise risks (OHSAS 18001)	Compliance with KYC requirements (Money...	Customer orientation (ISO 9000)	Effectiveness and Efficiency of account...
Invoice Management System (IMA)					
Partner System (PAS)			IM IMDQO		
Accounting/ balance sheet/ taxes					
CP01 Advise Customer 1.00					
CP01 Advise Customer 1.01					
CP01.00 Create new customer 1.00			IM IMDQO	IMD IMDQ	
CP01.00 Create new customer 1.01			IM IMDQO	IMD IMDQ	
CP02.01.01-P1 Prepare credit request 1.00				IM IMD	
MP01 Manage Strategy 1.00					
MP05 Manage Investment Portfolio 1.00					
MP09 Conduct HSEQ Management 1.00	IMD IMDQ	IMDQ IMDQ			
SP06 Accounting 1.00					IMDQ IMDQO
SP07 Human Resource Man...					

Qualitative Rating

List of relevant processes

- First steps towards a structured assessment of your processes for compliance



# Integration of Other Management Systems

- ⦿ *No "silo thinking" of parallel management approaches, but a more integrated view*
- ⦿ *Reduction of effort duplication*

**BASIC**  
**Maturity 1**  
= Minimum Requirements

- ✓ Process management is seen as an **equal management system** to other active management systems
- ✓ The process management results are a **key deliverable** in obtaining Quality management **certification** (eg ISO 9000)

## Further Maturity Levels

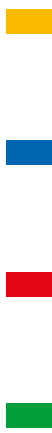
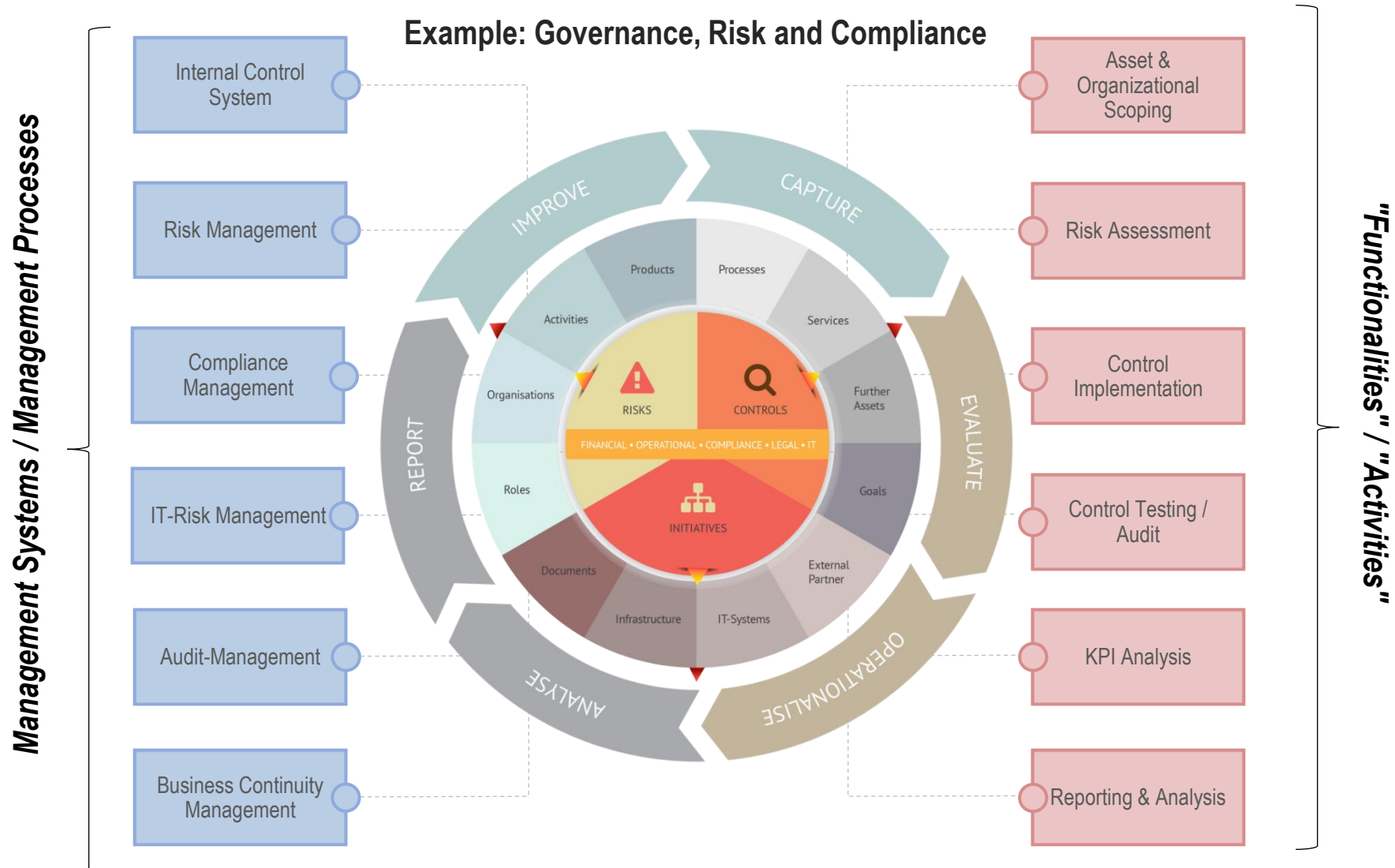
**ADVANCED**  
**Maturity 2**

- ✓ Process management and quality management as **integrated systems**
- ✓ First approaches to a **process-based CIP and Change Management**
- ✓ **"Related Systems"** are integrated: Internal Control System, Business Continuity Management
- ✓ Etc.

**PREMIUM**  
**Maturity 3**

- ✓ Integration of non-direct process-based management systems: **Audit Management, Compliance Management, IT Risk Management**, etc.
- ✓ Etc.

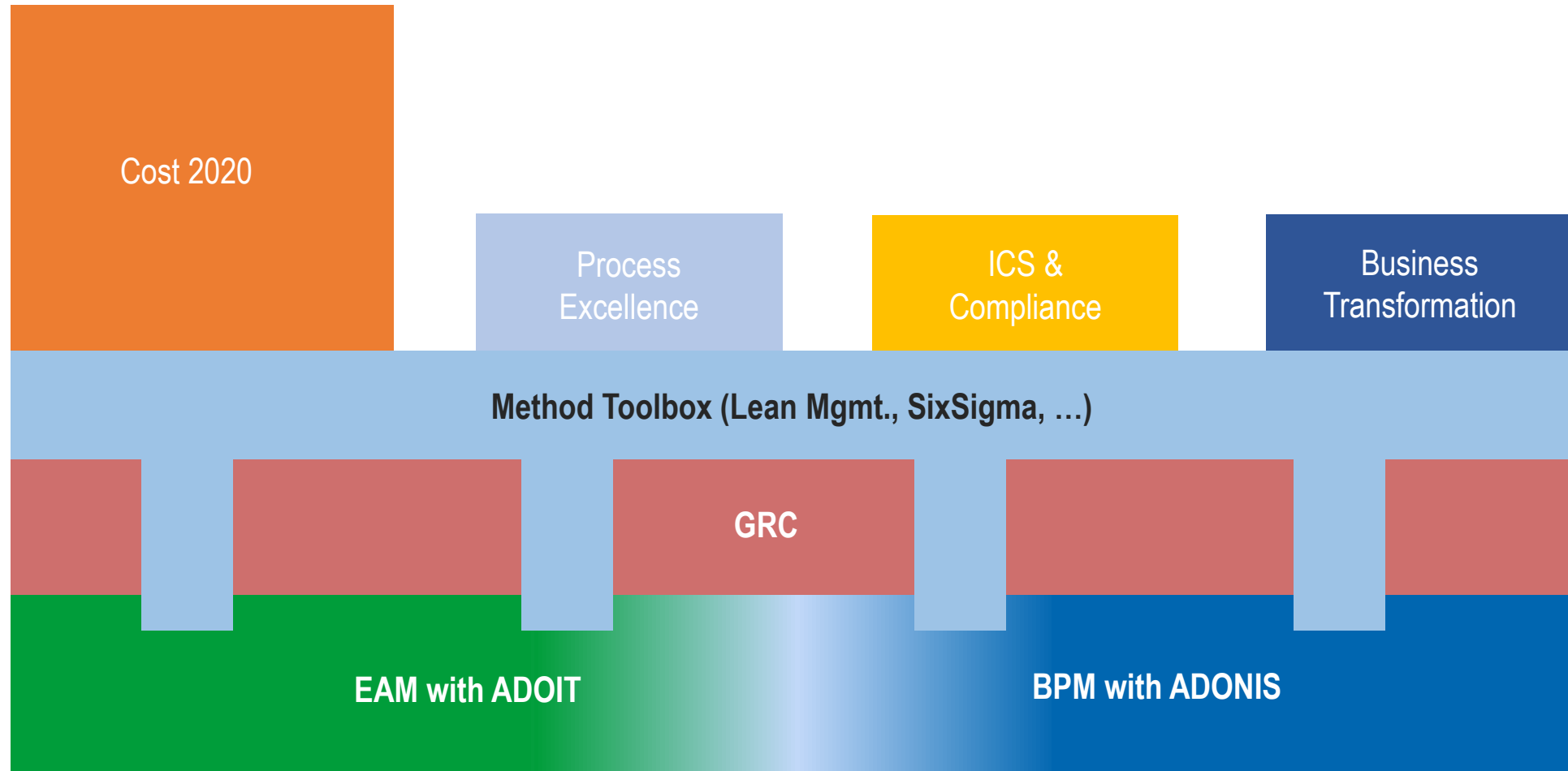
# Best Practice: Integration of Additional Management Systems





# Best Practice: Integrated Digital Management System

## Uniform Method System



# Interested in finding out more?

- ▶ Visit our website at:  
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- ▶ Or contact us for a live demo below  
[www.boc-group.com/contact](http://www.boc-group.com/contact)

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