

BSA – Business Solution Assessment Process

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Abstract

The Information Management Division of Ortho-McNeil Pharmaceutical has formalized a method to assess the business value a solution provides to the client community. This Business Value Assessment approach consists of three steps:

- Business Opportunity Assessment (BOA)
- Business Solution Assessment (BSA)
- Business Value Realized (BVR)

Using the information contained in the BOA as a reference, the Business Solution Assessment is to define and recommend an appropriate technology solution. This effort will enable the project team to determine the technology, skills, time, cost and resources required to implement the solution. The information gathered in the BOA is reviewed and the information continues to be refined and augmented as the BSA process continues.

A project team is formed to conduct working sessions with the business client to continue to gather and validate the Business Information Requirements, Business Capabilities and Functional Requirements. The team includes the project manager, project leader, developers, data analyst(s), a system designer, and representatives from architecture and security.

The possible solutions are identified based on business process, functional requirements, data requirements, system requirements, support capabilities and the architectural fit. The selected solution is reviewed to obtain hardware and software requirements, to determine high-level resource requirements and to develop an estimate of the total cost to build and maintain the system (Total Cost of Ownership). The final solution recommendation is presented to the business client for approval.

The last step in the BVA process is the Business Value Realized (BVR). This step is owned by the business client and validates how well the business goals of the opportunity have been fulfilled.