



Kavanagh's Business Case Service

Providing options for comparison and cost-benefit analysis to ensure successful IT investment decisions.

The decision making process for IT initiatives needs to be fully visible and justified. Management requires a clear statement of costs and return on investment, supported by verifiable numbers and qualified by a realistic analysis of risks. In addition there must be an explanation of intangible benefits such as increased agility and efficiency.

The creation of a solid business case for a large and complex IT project is, however, challenging. Estimating the costs of multi-faceted projects, such as consolidation or virtualisation, requires specialist knowledge and the benefits can be hard to quantify in financial terms.

To help with this challenge, Kavanagh has constructed a Business Case Service that uses its extensive experience developing business cases for a broad range of private and public sector organisations. Using proven methodologies and sophisticated software tools, its highly skilled consultants thoroughly assess your strategy, help you make the right choices and deliver a clear statement of business value.

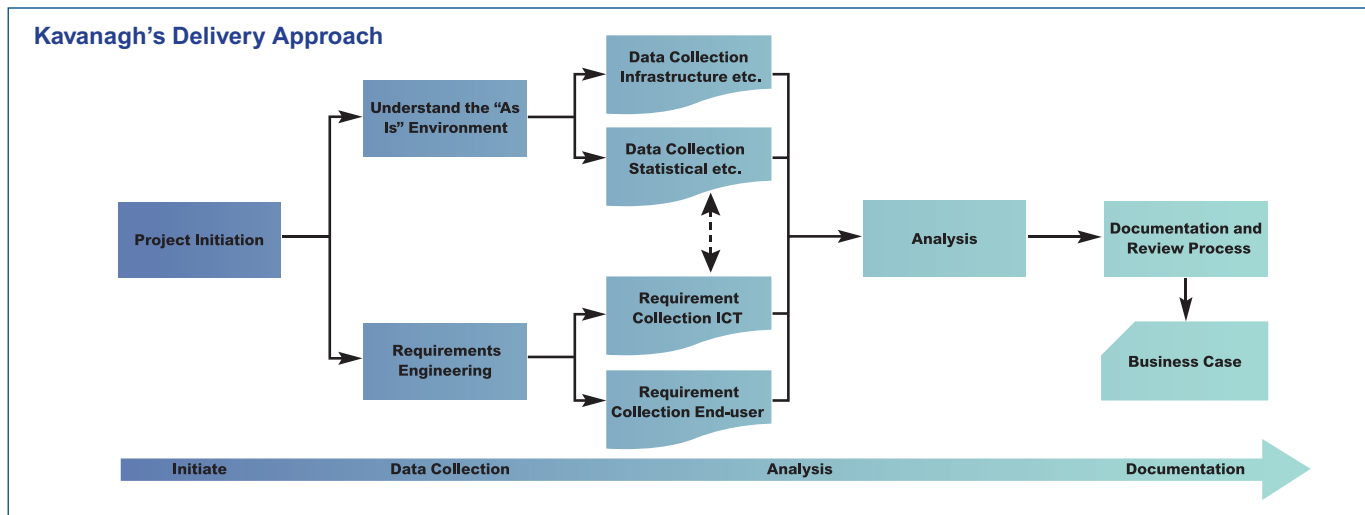
THE KAVANAGH APPROACH

The Business Case Service is designed to complement your own IT strategy development processes and employs the following tried and tested approach.

Project Initiation – Kavanagh's consultants work with you to define the scope and objectives of the project and identify all the key stakeholders and contributors.

Understanding the 'As-Is' Environment – A thorough survey encompassing existing hardware and software assets, all available performance measurements, the current financial landscape, organisational structures and operational processes.

Requirements Engineering – Key stakeholders, IT department members and IT customers are interviewed in order to agree, prioritise and quantify the desired benefits of the project.





Data Collection and Analysis – A reliable estimation of implementation costs and benefits gained are completely dependant on accurate measurements. Kavanagh's consultants use a variety of specialised capacity planning and analysis tools from companies such as VMware, HP and Incipient to determine the target system specifications.

Documentation and Review – The business case will be tuned to meet the needs of the organisation and includes:

- ◆ The business needs addressed with target objectives and benefits
- ◆ A complete description of the proposed initiative incorporating requirements analysis and a summary project plan
- ◆ An analysis of assumptions and risks
- ◆ Identification of alternatives and options
- ◆ A description of resources and costs
- ◆ Any interdependencies with other activities
- ◆ A full financial analysis expressed in terms that meet an organisation's conventions e.g. Net Present Value, Internal Rate of Return, Return on Investment or Payback Period
- ◆ A clear breakdown of hard, tangible benefits versus soft, intangible benefits

Kavanagh's IT Maturity Methodology underpins the entire process and ensures that all requirements, costs and benefits are assessed from a broad business perspective and not just from a technical point of view.

BENEFITS

Kavanagh's insight and experience creating business cases delivers a number of key benefits:

- ◆ Clear visibility of the business drivers, proposed solution and expected outcomes provided to all stakeholders, improving organisational buy-in

- ◆ Better quality of decision making through the provision of fully quantified options for comparison
- ◆ Significantly reduced business risk as a result of thorough examination and measurement of all technical and business aspects of the proposed project
- ◆ Faster time to market by speeding the decision process and by early identification of obstacles to progress
- ◆ Greater certainty of successful implementation through the provision of accurate system metrics for the design and planning processes
- ◆ Availability of a detailed definition of costs and benefits against which to monitor progress and verify results

WHY KAVANAGH?

Kavanagh has considerable experience developing business cases across a broad range of customers, industries and technologies. Kavanagh's consultants work with you to understand the nature of the project and the technical and commercial needs. We evaluate what it will cost, what benefits it will achieve and precisely how those benefits will be delivered.

Kavanagh's highly structured approach, employing a proven methodology, makes the creation of the business case a predictable exercise that produces reliable, comprehensible and credible results.

The Business Case Service from Kavanagh also brings the added benefit of an independent, impartial view from an acknowledged industry expert to the evaluation of major IT ventures.

Kavanagh delivers a wide range of innovative IT solutions and services to its enterprise clients and helps organisations gain the maximum value from their IT assets. If you would like to find out more, please email us at kavanagh@kavanagh.co.uk or call us on 01344 409800.

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