



## DISCOVER The Opportunities in Your Business



- *What is the value of the initiative and is it aligned with the business strategy?*
- *What missing knowledge is required for the success of this initiative?*
- *Based on the risk and value relationship, what process is required to successfully implement the initiative?*

**Early Stage Initiative Planning (ESIP) Assessment-** *We can identify the risk and value associated with an initiative, evaluate the alignment of the value to the enterprise's strategy, analyze the business knowledge of the initiative team to verify risk and develop a process to enable the achievement of the value.*

**Early Stage Initiative Planning (ESIP).** Working with your project team we evaluate and score the 23 knowledge components to ensure success. We then review and score approximately 228 statements relative to:

- Enterprise environment & performance
- Current strategy & business model
- Market demographics
- Value identification process
- Value innovation process & planning
- Value implementation & delivery process
- Technology leadership
- Buyer identification
- Management knowledge
- Clear understanding of the business problem to be solved, the cause of the problem and the solution
- Management focus on threats, operations and innovation
- Buying criteria & value propositions

The process is comprised of three steps conducted via workshops:

- Value driven strategy
- Business knowledge value
- Business initiative process planning

The results of the scoring during the workshops is entered into the ESIP database to compare with “Best in Class”. The database includes a “Best in Class” index for performance and risk. Specific risk issues are defined so mitigation strategies can be developed and implemented.

**Value from ESIP.** The benefits from the ESIP process include the following:

- Provides management assurance
- Benchmarks initiative plan to “Best in Class”
- Accelerates team knowledge & experience to achieve success
- Provides the knowledge to validate the alignment of the initiative to the strategic direction of the company

**NorthPoint Software & Services**



**Dave Chapman 603-539-2049**

**Rich Iler 440-546-3867**

**Bill King 248-515-1541**

**Alan Taracuk 734-646-9744**

**THE NORTHPOINT GROUP**