



**DISCON Specialists**  
*Architecting Business Solutions*

# The Case for DISCON Specialists

<b>Prepared by:</b>	DISCON Specialists Bert Engelbrecht
<b>Cell:</b>	082 892 3204
<b>Assisted By:</b>	Lizanne Pienaar
<b>Tel:</b>	(012) 667 5975
<b>Fax:</b>	(012) 667 5973
<b>Version:</b>	1.0.1

## **Introduction to DISCON Specialists**

---

DISCON Specialists is a company dedicated to the development and implementation of its unique Business Engineering Methodology. The methodology has its roots in the immensely successful Infomet Application Development Toolset developed and marketed in the late 1980s by, among others, members of the current DISCON Specialists team. The mathematically derived and proven procedures and recipes which make up the DISCON Business Engineering Methodology today, allow it to stand alone in the world of Business Engineering Methodologies and Tool Sets.

DISCON is dedicated to the establishment of an ongoing Business Engineering process within the day-to-day Business Environments of its Clients through its commitment to Training, Mentoring and Certification Programmes.

## **The case for DISCON's Methodology**

---

DISCON Specialists' Business Engineering Methodology was first commercially implemented within the Barlows Group in 1992. It has since proven extremely successful in reorganisation projects within many corporate and government environments in Southern Africa. Some better known clients include IBM/ISG, SASOL, ISCOR, Edgars Ltd, Avroy Shlain and currently the Criminal Justice cluster within the South African Government.

DISCON's Methodology enables, through the establishment of Business Architecture, the continuous alignment of Strategy, Technology and Business Process within a given company's Target and External environments. The use of Business Engineering and Architecture together provides an "Insurance Umbrella" over the process of change within any business. It also equips the business with the ability to understand, measure and control the process of change required to ensure its ability to rapidly and accurately change from "The Business It Is" into "The Business It Wants To Be".

The Methodology incorporates a high level, Holistic or "Big Picture" approach, which results in a hand crafted, enterprise specific methodology for each and every business and business scenario. The philosophy for execution is one of Joint Project Management as a shared process where the Human Engineer and the Project Manager are the enablers of projects inaugurated to establish Architecture designed by the Business Engineer.

## **What does DISCON Deliver**

---

DISCON's Methodology accurately documents the CEO's Vision in the form of a fully functional Business Architecture, which incorporates Strategic Positioning and Critical Success Factors within an Object Orientated Framework. This Architectural approach ensures the vertical and horizontal alignment of all eight facets of business activity across Business Architecture, Process Architecture and Technology Architecture. This in turn facilitates the development of a mathematically derived Master Business Plan, built upon the deliverables of the following Five Critical Drivers Of Successful Business Planning:

- Determine Business Priorities
- Determine Architectural Priorities
- Accommodate Business Priorities into Architectural Priorities
- Conduct Gap Analysis across all three Architectural Levels
- Determine Resource Gap and Fix-It Priorities

The Methodology also establishes a framework for the delivery of projects whose specific aim is to deliver the required elements of change identified within the Master Business Plan, and to "Make Business Problems Go-Away". The Methodology Framework consists of four Delivery Functions and four Support Functions, which are as follows:

#### Delivery Functions

- Develop Master Business Plan
- Design, Develop and Implement required Solutions
- Ensure Proper Usage of Solutions
- Install Management Control Procedures

#### Support Functions

- Program and Project Management
- Quality Assurance of Results
- Human Engineering
- Knowledge Utilisation

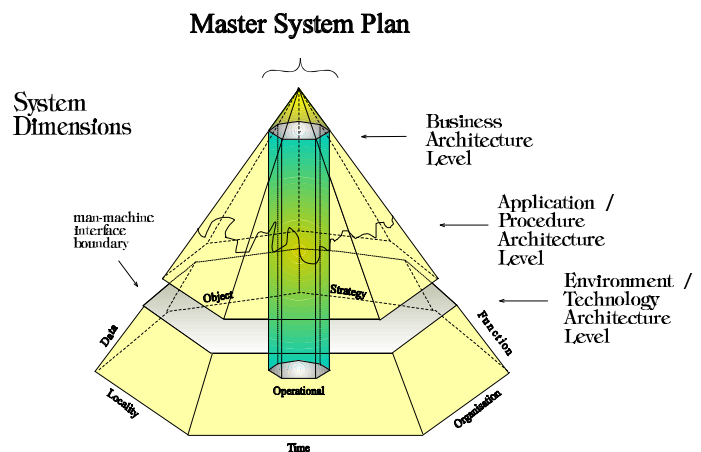
The prime driver of DISCON's Methodology is to provide the business with a set of detailed "Road-Maps for Change" with which to enable, control and guarantee the process of change.

---

## No other Methodology

No other Business Engineering Methodology is able to deliver in all of the following five disciplines, acknowledged to be the most critical factors to the success of any Business Engineering project.

- Business Priority based on CSFs derived from Strategic Positioning.
- Architectural Priority based on the mathematical composition of the business' rules.
- Accommodation of the Business Priorities into the Architectural Priorities.
- Gap Analysis across all three Architectural levels.
- Identify Resource Gap and determine Fix-It Priorities.



These unique attributes and the ability to deliver detail to the lowest levels of granularity are what makes the DISCON Business Engineering Methodology truly unique amongst business methodologies.