CSVA 2011 Conference
Innovation through Value Analysis

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Getting a head start with defining clients needs in Business Architecture with Functional Performance Specifications

If you know your values, decision are easy to make but…

- How do you determine client & stakeholder values?
- What are the essential features?
- How much will they pay for them?
- Are we enabling business change?
- What project management best practices achieve the best value?
- Are we encouraging innovation?

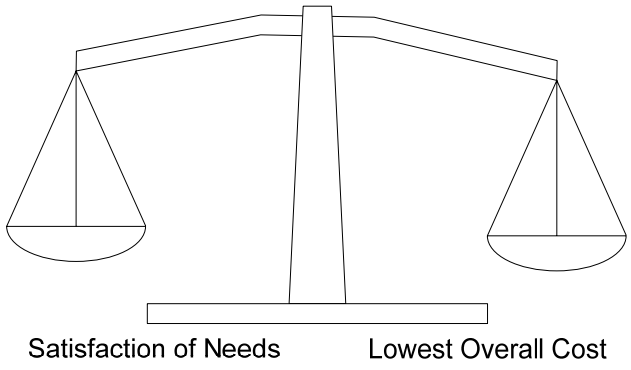
"Exploring the Art of the Possible"

Gathering Business Requirements

- Gathering business requirements has never been easy
  - people's time is limited
  - varying opinions
  - varying methods
  - questions may vary each time they are asked
  - multiple interpretations
  - etc. etc. etc

What is Functional Performance Specification (FPS)

- It brings together all people that will impact or be impacted by the outcome in one facilitated session
- It is a brainstorming technique that focuses team's creative thinking on:
  - defining a product, service or function
  - creating a business model
  - developing alternatives
  - a flow of how; why; and when a series of events reaches an outcome



Why is FPS Important

- By using a brainstorming technique it ensures many ideas are generated based on business needs, rather than the currently proposed solution
  - more ideas supports better expected results
  - people feed off each other's energy

What does the Team Look like?

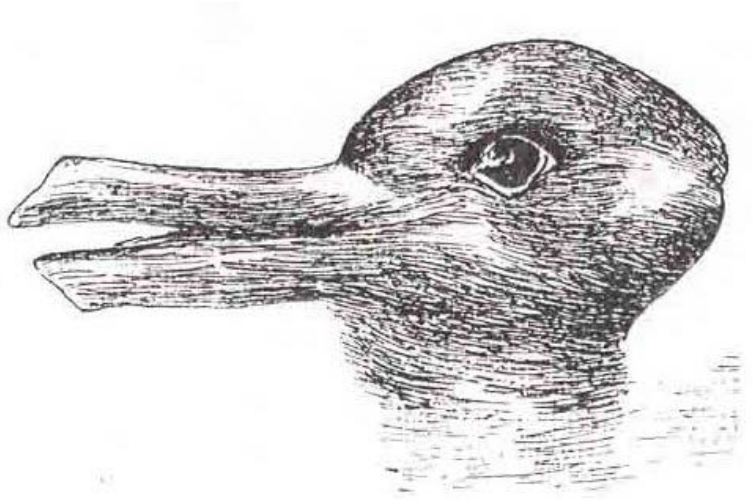
- A group representing different perspectives, skills, and interest in the subject
- Members can include:
  - stakeholders / partners
  - technical specialists
  - subject matter experts
  - users
  - I&IT professionals
- It is useful to have participants with different backgrounds and levels of experience

How does FPS assist clients and I.T.?

- Enables clients to:
  - systematically articulate needs
  - quantify needs
  - prioritize needs
- Results in:
  - fewer client changes
  - shorter design times
  - expectations matching needs
- Provides:
  - ability to better compare COTS solutions
  - knowledge management
  - high-level functionality in a very short time
  - consensus to the table very early in the game
  - an early jump start for business architects to do their job

Working Together

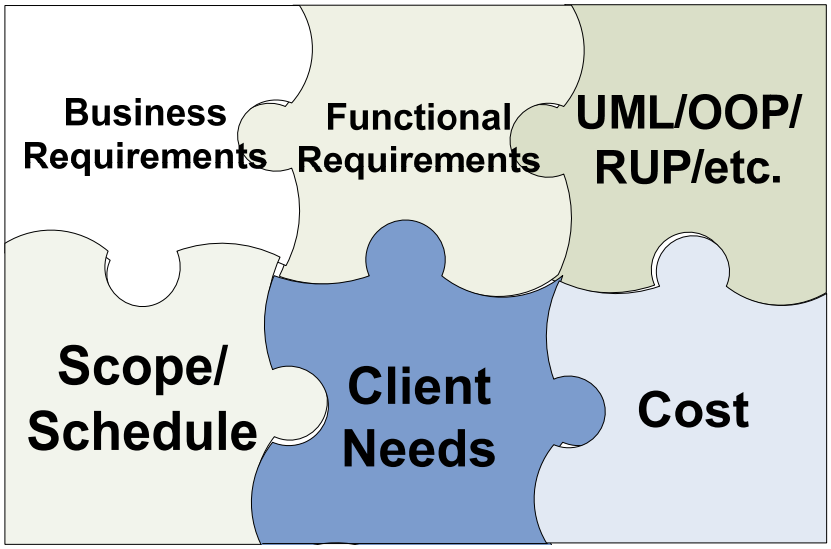
Functional Performance Specification helps teams look at problems in different ways



It generates options

Working Together

- Functional Performance Specification connects user, stakeholder and IT needs

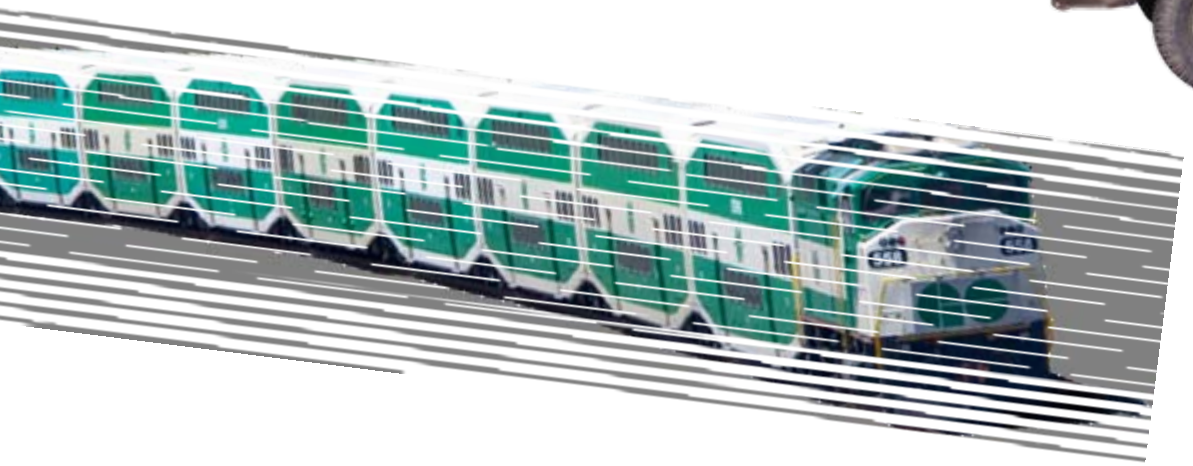


- The Functional Performance Specification helps teams to collectively generate a shared vision
- Piggy-back on good ideas to form a better single idea

Working Smarter – Identify Needs

- Focus on key functions and prioritize
- Generate ideas without reference to the current solution
- Client needs can be broken into functions without specifying a solution
- Avoid gold plating and scope creep
- For transportation needs:

  "Move People & Goods"



Getting a Jump Start

- With Business Architects part of the FPS they learn:
  - the business as the business sees it
  - the business language and needs
  - the priorities and risks
  - the dependencies
- All within 2 to 3 days
- They now have a firm foundation to build the architecture artifacts

Working Smarter

- Functional Performance Specification gets the client, IT and users talking about the same project

- Functional Performance Specification closes the Gap between business and IT

Functional Performance Specification Bridges the communication gap

Business Processes

INITECH

T.P.S. REPORT

COVER SHEET

Prepared By:_____ Date:_____

Device/Program Type:_____

Product Code:_____ Customer:_____

Vendor:_____

Due Date:_____ Data Loss:_____

Test Date:_____ Target Run Date:_____

Program Run Time:_____ Reference Guide:_____

Program Language:_____ Number of Error Messages:_____

Comments:_____

_____

_____

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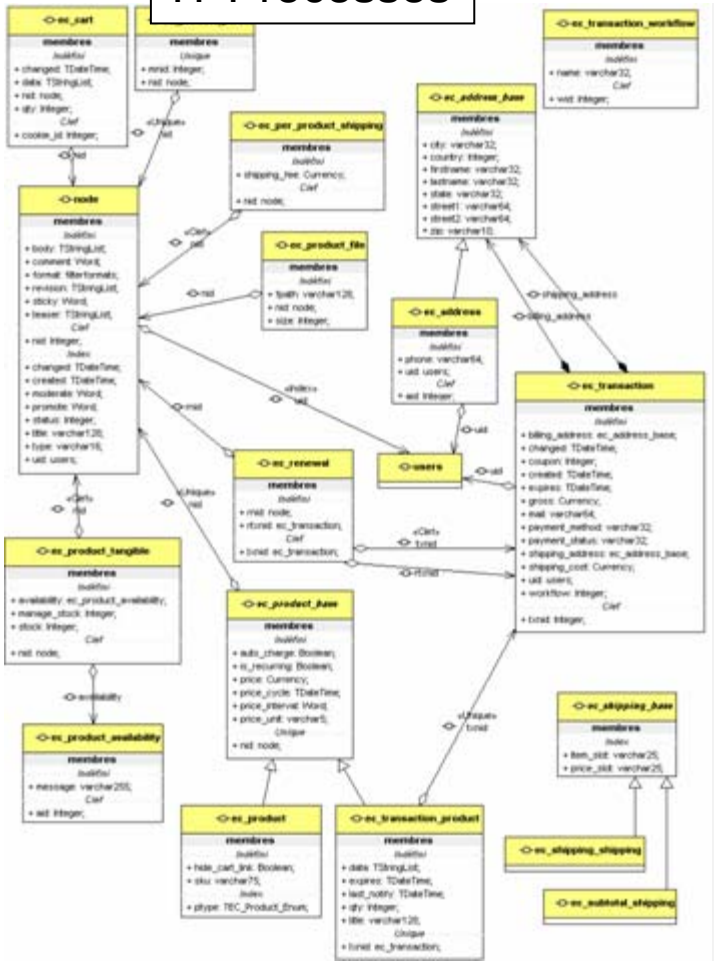
CONFIDENTIAL

Functional Performance Specification

IT Processes



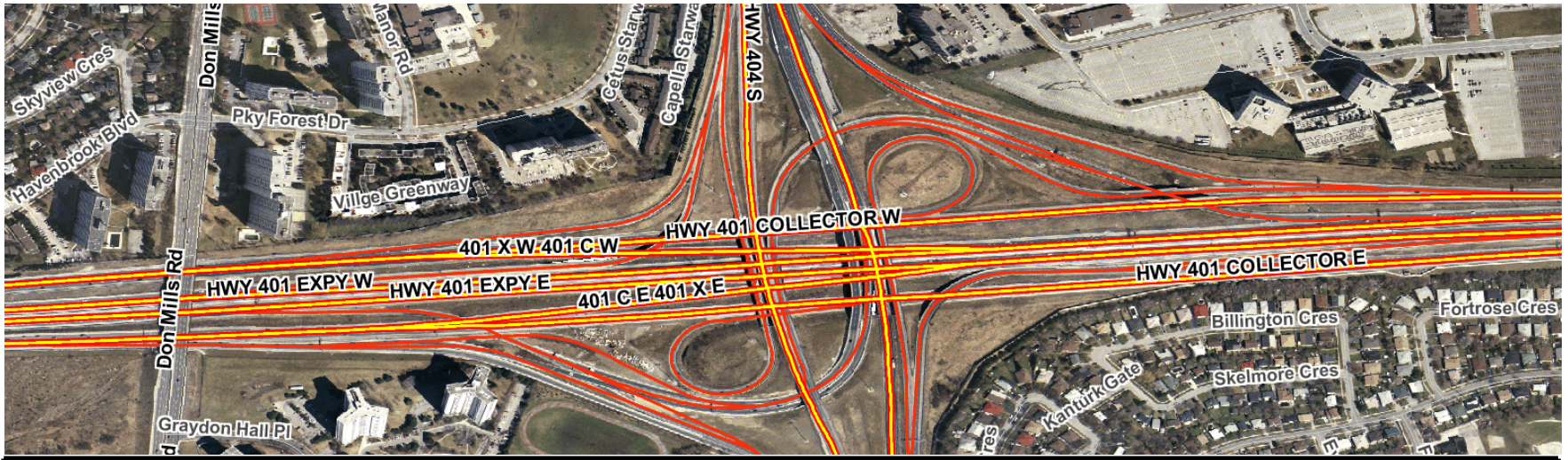
Functional Performance Specification in I&IT at MTO

- Used to determine user needs on:
  - Traffic Volume Information System
  - Contract Services Management Portal
  - Geographic Information Systems Mapping Services
  - Location Referencing Services
  - Highway Maintenance Management

Traffic Volume Information System II

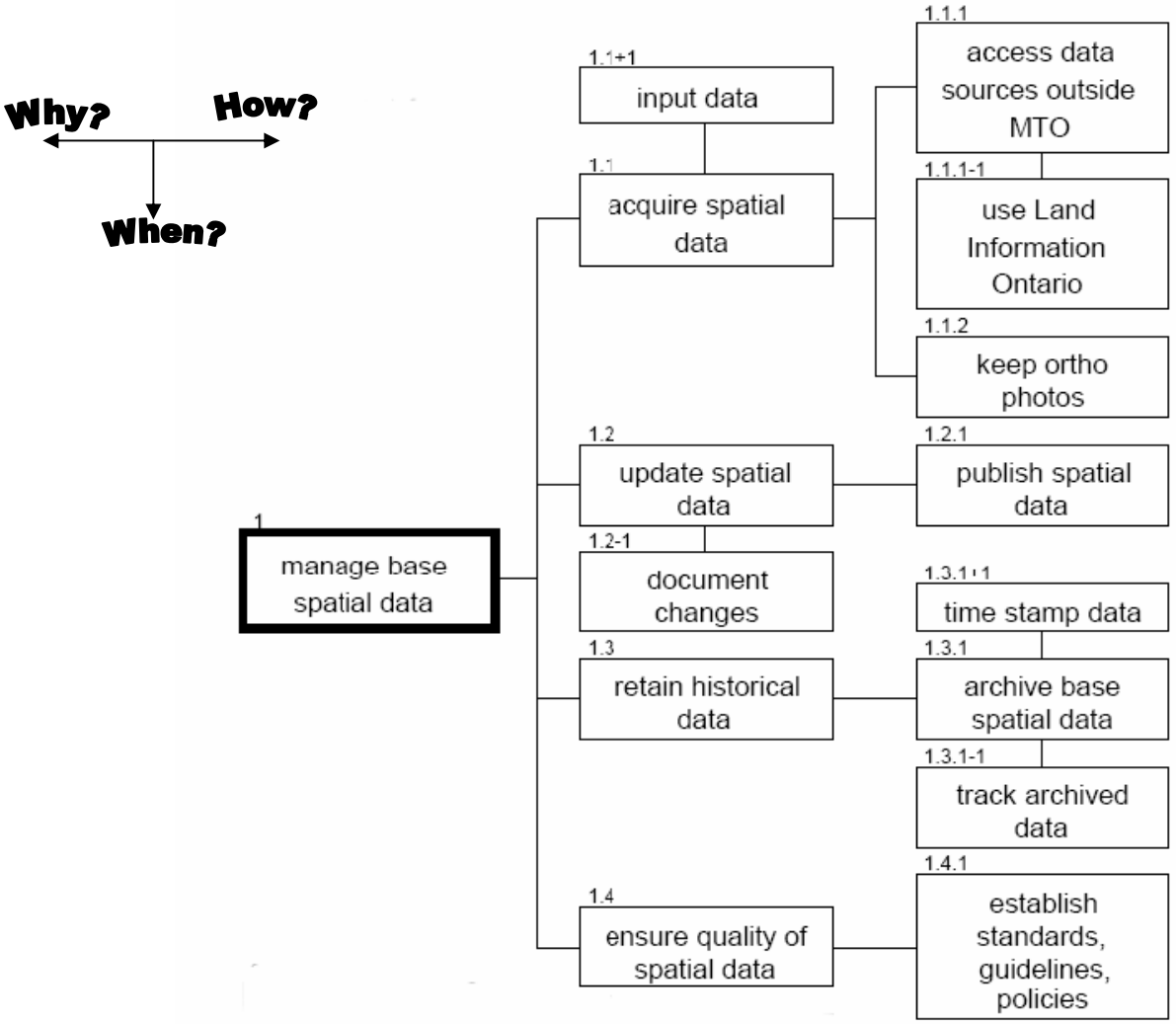
Project Description	MTO applied VE tools in the planning of the Traffic Volume Information System II, an application solution that will store and provide information about provincial highways traffic volumes.
VE Objectives	To clearly define the functions, features, and goals of the application solution while gaining consensus amongst many stakeholders.
VE Results	Identification and characterization of functions based on criteria (how the function is accomplished), level (the acceptable result for each criteria), and flexibility (how much a level can be negotiated) for the required solution. This information was a tremendous asset and was used as the basis for an environmental scan, a decision to not purchase an off the shelf solution, and in the identification of use cases.

Highway Maintenance Management



Project Description	To identify business needs of next generation managing maintenance data and reporting relationships .
VE Objectives	To clearly define functions, features, and goals of the application solution while gaining consensus among many stakeholders and establish priority features.
FPS Results	Determined functions, features and priorities for the application. Achieved a common understanding amongst many stakeholders, partners, users, architects and I&IT

Geographic Information Systems function analysis



Quotes from Labour &Transportation I&IT Cluster

Value Engineering and Functional Performance Specifications (FPS) have been of great benefit in identifying the priority of required functionality for several application solutions - *Jodi Jansen, Manager, Engineering Application Solutions*

Value Engineering and Functional Performance Specification is a tool that has helped businesses identify and prioritize high level needs using a systematic and efficient approach, thus reducing the risk of scope creep and unexpected project costs. *Laura Munari, Senior Manager, Application Services*

Value Engineering can make a difference!

- Ask us How!
- Visit the website
  - www.mto.gov.on.ca/english/transtek/ve/

- Learn more about VE & FPS at the Canadian Society of Value Analysis conference, www.scav-csva.org November 14-16, 2011 Toronto

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