Technology Consulting Solutions

Discovery Accelerator

The Discovery Accelerator is a business strategy planning and lightweight business architecture tool.

BPMN Modeler

The BPMN Modeler enables the collaborative modeling of pre-defined processes.

CMMN Modeler

The CMMN Modeler enables the modeling of less-repeatable processes and cases for knowledge workers.

DMN Modeler

The DMN Modeler enables the modeling of business logic, rules and operational decisions.

Insight Analyzer

The Insight Analyzer "visualizes" the Digital Enterprise Graph for exploring relationships and identifying responsibilities, risks, dependencies and change impacts.

Digital Enterprise Graph

The semantical layer powering the intelligence fabric behind the Digital Enterprise Suite. It provides a global unified business context that enables enterprise-wide agility, innovation and transformation.

Accelerators

Accelerators provide pre-configured support for enterprise and business architectures, reference frameworks and business ontologies across the suite's components.

The Digital Enterprise Suite for Securing Competitive Engagements

Overview

Competing to secure engagements is necessary to the continued success and viability of the consultancy. There are any number of criteria that can be in play in every competitive opportunity:

- Size of the consultancy
- Reputation
- Industry domain expertise
- Technologies Used
- Business & process experience
- Staff maturity and availability
- Cost
- Skill and personality of the pursuit team
- References

It is without doubt that the competitive fabric is interwoven with tenacious, competent, less expensive or even less scrupulous competitors vying for each engagement. Trisotech's Digital Enterprise Suite (DES) will provide your pursuit team with a clear-cut advantage to differentiate your firm.

Operative Presumption

The Discovery Accelerator component of DES can serve as a tool for helping your consultancy differentiate itself in the early sales cycle by demonstrating a clear understanding of the client's situations, underlying issues, and sense of path to a solution by quickly converting conversations with the client, and client-provided documents, into an easy to understand process model.

How?

Within a very brief period, and with a very few resources, you can use DES to work with the client's staff to capture an understanding of their work environment through interviews, facilitated sessions and extracting information from existing documentation in a non-confrontational manner. The resulting structured electronic whiteboard can be exported in a number of standard-based

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Additional Suite Components

Digital Enterprise Graph
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Visio BPMN Add-in
Import and export Visio BPMN diagrams.

BPMN Quick Guide
A guidebook of BPMN basics, shapes, rules, best practices and examples.

BPMN Rule Book
The technical rules of the BPMN 2.0 standard, with reference to the OMG specification.

EU-Rent Case Study
All-inclusive case study based on a fictitious car rental company.

BPMN JIT eLearning
Contextual BPMN eLearning modules available as you model.

Process Animator
The Process Animator allows you to attach files, links and video to your diagrams to socialize process interaction with others.

SharePoint Workflow
Export your processes to the SharePoint Workflow engine.

Fluxicon Disco Process Mining
Import the processes discovered by the Disco process mining tool.

GoBPMN
Export your process diagrams directly to Whitestein's GoBPM platform.

BPMN Simulation
Validate the dynamic behavior of your process using our powerful BPSim simulation.

Winning the Engagement

formats. For example, you can create a full report of the work environment you discover in a Microsoft WORD report or a hyper-linked HTML document. At the same time, you can export the whiteboard in a process model, in BPMN 2.0 format or as a case model in CMMN. This model can be imported directly into the DES modeling tool, and refined into one or more models of your client's work environment.

Furthermore, you may choose to employ the Process Animator component of DES to add attachments to the model to help present the model back to the client. You can also identify goals, responsibilities, roles, activities, etc. in easy-to-visualize RACI-type charts that your client can quickly understand. Finally, using the Insight Analyzer your team can help identify dependencies and risks across systems that your client might not previously have known about.

Why?

The object of this exercise is threefold:

1. It provides an immense comfort level to your client that you understand his work environment; can interact effectively with his staff, and have an efficient, high-tech approach to working with his organization.

2. By the end of the pursuit phase your delivery team has already accomplished a good piece of the project work. This gives you a leg up on achieving your schedule goals.

3. In as much as you've been able to accomplish a more thorough understanding of the scope and challenges of the opportunity you are pursuing, you have an advantage in understanding the appropriate pricing level to present to your client. The risk factors identified in your pricing model can give you a competitive pricing advantage or red-flag significant risk factors that may not be apparent so you can avoid underpricing the engagement.

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