

SPEAR Framework for Business Applications

Cost: \$39,000



Our Business Apps consulting service leverages our proprietary SPEAR project success framework to help businesses gather requirements and modernize their business, specifically targeting ERP, CRM, and other critical business application and data systems. This service is applicable to any industry and is designed to define process improvement areas, unlock visibility to needs and value across the organization, and ensure your digital transformation and system implementation strategies are aligned with the right objectives to achieve real day one value.

Service Description

The SPEAR framework stands for Surveillance, Performance, Excellence, Automation, and Requirements. It emphasizes the right technology, personnel, process, and business requirements at the right time, driving your business from data and business visibility in surveillance to full intelligent automation. The framework moves businesses through the following maturity steps:



SPEAR FRAMEWORK



Surveillance

Monitoring and tracking business operations to determine performance and identify areas for improvement.



Performance

Enhancing performance management to ensure that business processes are efficient and effective.



Excellence

Fostering continuous improvement through systematic excellence and best practices.



Automation

Implementing intelligent automation to streamline processes and reduce manual effort.



Requirements

Meticulously gathering and prioritizing requirements to ensure alignment with strategic goals.

L1 – L6 Process Description

This assessment takes a business through the L1-L3 stages for the scoped areas identifying the first, second, and third level requirements for your technology roadmap and a prioritization matrix for the organization:

L1

High-level domains such as Accounting, Sales, or Inventory. L1 case interviews will be defined in the initial discovery meeting.



L2

Specific business processes within those domains, like Journal Entry, Contract Management, Quoting, CPQ or Order Processing.



L3

Detailed requirements for those processes, such as "The system shall have the ability to attach documents to a vendor purchase order."



The subsequent stages, L4-L6, involve deeper dives into specific areas related to gaps and customizations. This may include technical and development specifications.