

# Panacea Business Needs Analysis

*Expert services to enhance your business systems and deliver real business benefit!*

As business decision makers face the challenges of leveraging technology that's vital to their companies in addition to being transformed at unprecedented speed, so the importance of Panacea's increases.

Panacea works *with* our customers to define the right IT strategy for you and translate it into **viable** and **sustainable** solution to meet your business needs.

We also ensure that initial concepts and requirements are developed effectively and on time.



### Why a Business Needs Analysis (BNA)?

The purpose of a BNA is to clarify understanding of the business processes and aims of the client - both immediate and in the future - as well as to define the key components that are collectively required to move the business forward. By taking advantage of the very latest technologies, the aim is to enhance the systems within the organisation to deliver **real business** benefits.

### What's the format for the BNA exercise?

The format of the BNA exercise will typically adopt the following key areas of investigation:

- Background to current business practice
- Mission of the client
- Strategic project goals and milestone identification
- Summary of findings
- Concerns
- Professional comments / summary of recommendations
- Summary of the deliverable stages
- Budgetary considerations
- Business workflows
- Example designs
- Infrastructure requirements

The analysis stage involves **two** distinct phases:

1. On-site consultancy
2. Documentation.

*(continued overleaf)*

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## Panacea Business Needs Analysis...

Many of Panacea's staff combine financial experience with specific applications knowledge and are therefore more able to provide analysis, IT Business Development and consultancy services in response to client requests.



### What exactly do the analysis stages consist of?

#### *Phase I - On-site consultancy*

- Identification of core users
- Defining current key IT requirements
- Understanding the business process within the organisation
- Evaluation of packaged solution fit to business processes
- Evaluation of medium and long-term IT requirements and qualification of the business benefits of new technologies.

#### *Phase II - Documentation*

- Preparation of a Business Needs Requirement document
- Full explanation of relevant and available technologies, Web applets, decision support tools, data warehousing technologies, horizontal and vertical applications, explanations of proposals and software and hardware
- Documentation of full business benefits
- Suggested phasing of implementations
- Outline of budgetary requirements for phases of implementation.

The initial **analysis phase** is attended by a Principal Consultant and key technical personnel from within Panacea as required by the demands of the project. Also in attendance will be the appropriate client personnel involved in the key business processes. These people will form the 'special interest group' for the roll-out of the project.

The on-site consultancy will involve the interest group in a series of one-to one and small group discussions.

### What about documentation?

This report formalises all the findings of the analysis stages. It's produced collectively by Panacea personnel detailing all the salient points and issues discussed during analysis.

The document is circulated to the personnel identified by the client and then Panacea will present the findings to the group in a forum for discussion and feedback.