



# Business Analyst Service

## - The shortcut to successful business development

### Change fast – Stay Competitive

The business environment today is characterized by disruptive and fierce competition that will challenge all organizations ability to change.

Understanding the problems, needs and opportunities in your organization is the crucial first step to secure that you change in the right direction and stay competitive.

With a clear understanding of the problem and the root causes you will be able to make the right prioritization and execute the most effective countermeasures.

Our Business Analyst Services will give you the capabilities needed to mobilize for change, safeguard your competitive advantage and stay ahead.

*“You will never find the solution if you don’t understand the problem you are trying to solve”*

### The Business Analyst

Our *Business Analyst Services* makes quick turns possible through short onboarding, a systematic approach and full focus on the task at hand. The Business Analyst:

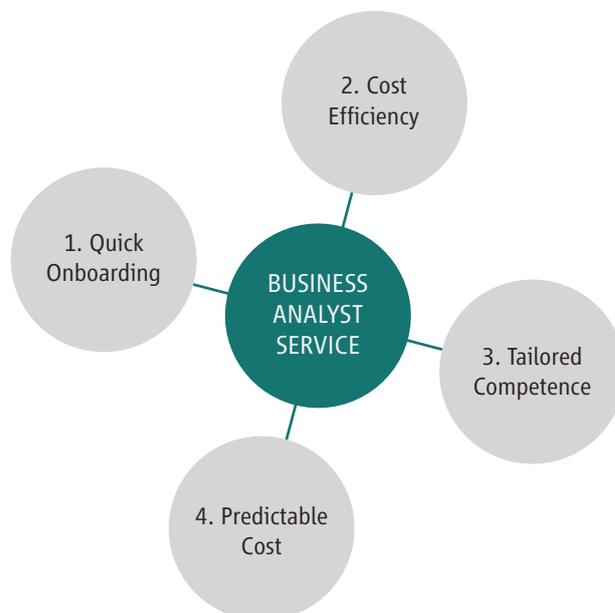
- Supports the organization to define and express its needs/problems/opportunities.
- Investigates the needs/problems/opportunities to understand the root causes of the symptoms.
- Identifies possible countermeasures and translate them into executable actions.
- Helps the business to express its requirements and to evaluate the fulfillment for each solution alternative.
- Secures that the requirements are clear and understood by the solution developer and that the solution fulfills the agreed requirements.

## Fast and Customized Support

Our *Business Analyst Services* are developed to provide your organization with fast and customized support, mainly in the early phases of operational development. Depending on the needs identified, the service can be extended in order to help the organization throughout the implementation and transformation challenges.

Business analysis offered as a service gives you:

1. **QUICK ONBOARDING** – minimum onboarding activities. SLA with a committed lead time to start after each call off.
2. **COST EFFICIENCY** – no idling time, only effective time spent.
3. **TAILORED COMPETENCE** – Competence and seniority tailored to each specific task.
4. **PREDICTABLE COST** – fixed price for initial problem definition and conceptual studies.



## Our Offer

As a subscriber of the Ekan Management BA Service you can, with short notice, engage a Business Analyst to support in your specific challenges. Maybe you need someone to spend one day analyzing a business demand and formulating a problem description? Or maybe you need someone to support you throughout the entire pre-study phase in your project?

We have created some pre-defined work packages, but those packages can of course be adjusted or combined to suit your specific needs.

Work Package	When?	What?	How?	Output
Problem Definition	There is a problem in your business and you need to get a better understanding before taking action.	The BA defines, structures and documents the problem.	Interviews, Workshops, Root cause analysis	Problem Definition
Project Definition	You have defined the problem and its root causes and need to identify suitable countermeasures.	The BA identifies and prioritizes countermeasures and packages them into activities and projects.	Interviews, Workshops	Development Roadmap
Requirements Analysis	You are ready to start a project and need to understand the business requirements for the new solution.	The BA identifies, prioritizes and anchors the business requirements in your organization.	Interviews, Workshops, Process Mapping	Requirements List
Concept Analysis	You need to find the best solution to fulfil the business requirements.	The BA identifies different solution alternatives and evaluates them based on identified criteria.	Evaluation models, Demos, Workshops	Recommended Solution

### EKAN MANAGEMENT

*Ekan Management is a management consulting firm with more than 30 years' experience helping companies and organizations to achieve their ambitions. We are the official partner and representative for Beyond Budgeting Institute in Sweden.*



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