Top Tips
for
Supercharging Business Value, Success and ROI
from IT and Digital Transformation

We have models, techniques and advice/support to help you with any or all of these key focuses. A few of our models and techniques are mentioned below but not all that we have by any means.

1	**Work as holistically, and inclusively, as possible;** this can be hard as many orgs are compartmentalised, laterally and vertically, physically and attitudinally. Think how your organisation is. We can help/support with our Croydon Facelift method for effective analysis and joint, collaborative working.
2	**Aim to hit a moving target;** you need to shoot forwards. Keep moving, don't stop at the 'end' of a project, you have to KEEP going, every day, for ever… use our 1934 Model/Step Diagram/Crossword Diagram models and techniques … when shooting forwards take note of the past and present …
3	**Understand where the value comes from;** generally, and in your organisation's projects and BAU/CI work - you can use our VDefM, VDM, VC&DM, VCD&DM/LoF, CUB (conceptual units of benefit) Ladder and Layers of Focus (LoF) models
4	**Understand the ingredients of the value cake;** i.e. the origins of each of the components of the proposed value (value *propensity*) as represented by **elements** of value in the Value Delivery Model (VDM)…
5	**Measure, forecast, track, improve value;** BVMF® has a number of models to help with this crucial activity. Some of the models we use are VDefnM, VDM, Business Value Equation (BVEq), CUB, LoF, Business Practice and Contingency (BP+C) for value protection, Crossword Diagram for CI/decomposition style maximisation of business value…
6	**Shelve blame culture or over-compartmentalisation**; everybody helps everybody else! *Collaborate* and cooperate in other words. We specialise in business-IT mediation but in a polyglot way as we speak ALL the languages not just business and IT speak
7	**Take on board as much of BVMF® as you can;** there is no join-the-dots, paint-by-numbers colouring book, this is grown up stuff! We help you to know what decisions need to be made and how to make them for optimal results
8	**Remember that existing methods were invented by human beings;** they also didn't know all the answers. We refer here to Socrates' quote, 'the wise man is one who knows he doesn't know it all'. Don't be afraid to use YOUR own approach that will work best for YOUR project/piece of work; challenge conventional thinking/so-called wisdom, it's often wrong/inappropriate/sub-optimal
9	**Write any software the way it's used;** not the way it's written - our Macro->Micro 'Sins', i.e. Value Loss Avoidance (VLA) can help here…
10	**Take notice of the various roles of information;** we've identified 4 types: Transactional (txn), Reference/static/lookup, MI/content/input/output, Control…
11	**Don't ask 'what flavour of agile shall we use?' as the FIRST question!** The IT development method needs to be fitted/aligned to the piece of work concerned AND is just one of a set of methods or approaches you will need to integrate/blend into your inclusive totality. We can help with this using our Landscape Value Characteristics listing (LVCs).