

Building digital Services with Service Building Blocks and Blueprints

Dr. Helmut Steigele

Who should attend this training

- Persons who want to create services and service process flows
- Which want to solve «wicked problems»
- And are offered as a service on a digital channel
- Want to learn about Design Thinking and Architectural Work within Service Design

What is a wicked problem

- The Problem is difficult to define
- Each wicked problem is essentially unique
- Multi-causal
- May itself contain problems
- No rules or markers for where to stop
- Attempts to address may open cause unforeseen consequences
- No or limited opportunity for trial and error learning with immunity
- The planner is held accountable for result, efficiency and effectivity of the problem solution

Fields where wicked problems can be found

- Simplifying Business Transactions
- Inventing new Business- and Service Models
- Optimizing, Improving and Redesigning Processes

Agenda

- **Service design Thinking and Blueprint Approach**
- The Service Development Cycle and it's Building blocks
- Blueprints stored in Repositories as Success Factor in Service Realization

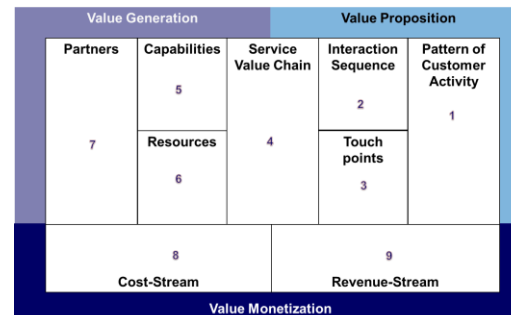
What is Service Design Thinking

- A skill that allows a designer to align what people want with what can be done, and produce a viable business strategy that creates customer service value and market opportunity
- A Method of focusing innovation on people and designing based on:
 - What people need and want
 - What people like or dislike
 - In regards to provisioning, marketing, support, or all of them

The central Blueprint of Service-Design-Thinking

Is a Service-Model that **defines and describes how an organisation needs to operate in the future** to meet specific needs of all service consumers across and within a business domain

- So it is about creating
 - Value Proposition
 - Value Chains
 - Capabilities
 - Resources



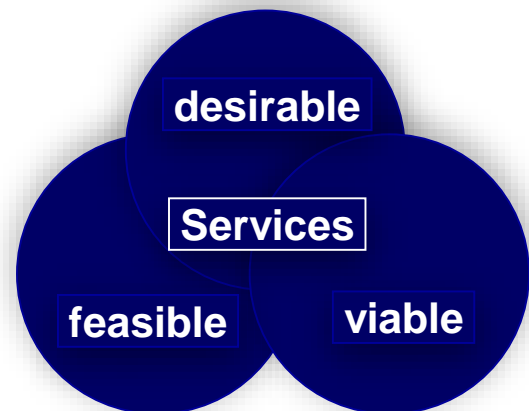
What if you realize

- that Servicedesign and Service-Improvement are based on
 - incremental building blocks
 - Which can be
 - Captured from a repository
 - For Re-use
 - And Production of new increments and service-artefacts

- Examples of such «building blocks»
 - Patterns of user activity
 - Gain-Pain-Demand-Diagrammes for Demand Profiling
 - Business and Service-Model Canvas
 - Policies, Processes and Procedure-Templates
 - Service-Feature-Catalogues
 - Configuration Models etc.

Benefits of this approach

- Desirable, feasible and viable services
- Shorter service development cycles
- Better integration of different services and underlying processes in an overall organisation
- Transparency within the Servicegovernance and Servicemanagement
- It considers Customers perception as well as effectivity and efficiency of provisioning process

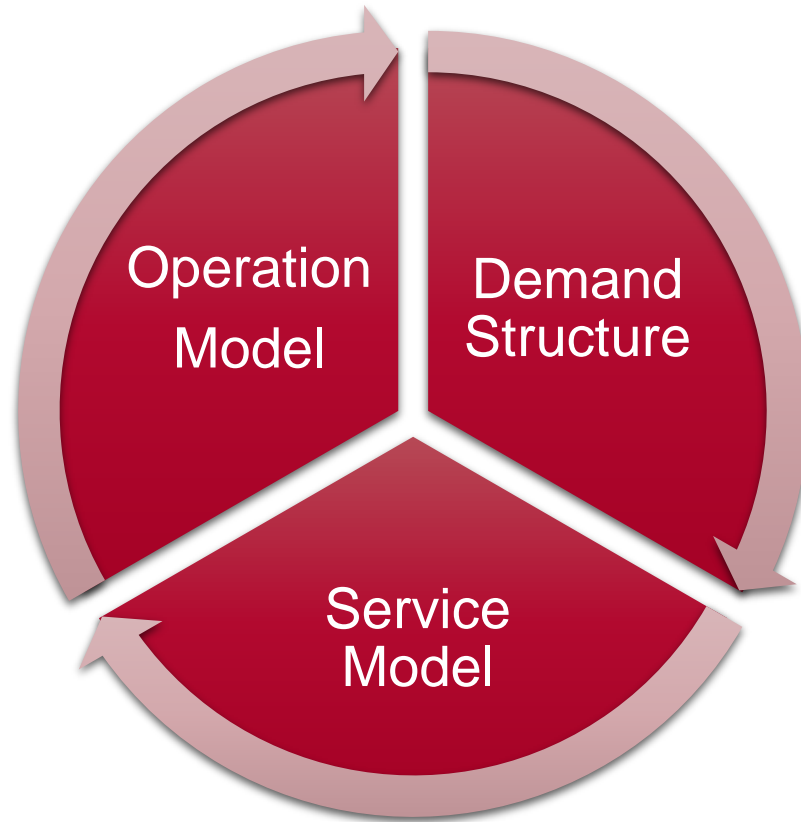


Definition Service Model:

An abstract representation of a service be it conceptual, textual, and/or graphical, of all core interrelated architectural, co-operational, and financial arrangements designed and developed by an organization presently and in the future, as well as **all service features the organization offers, or will offer, based on these arrangements that are needed to achieve its strategic goals and objectives.**

An operation model is therefore an aspect of the service model

The Demand Response Cycle and its consequences



You have to satisfy customers demand by the proper business model and assure your efficiency with your operating model to maintain value in this cycle

Agenda

- Servicedesign Thinking and Blueprint Approach
- **The Service Development Cycle and it's building blocks**
- Blueprints stored in Repositories as success factor in Service realization

Comments on the Cycle

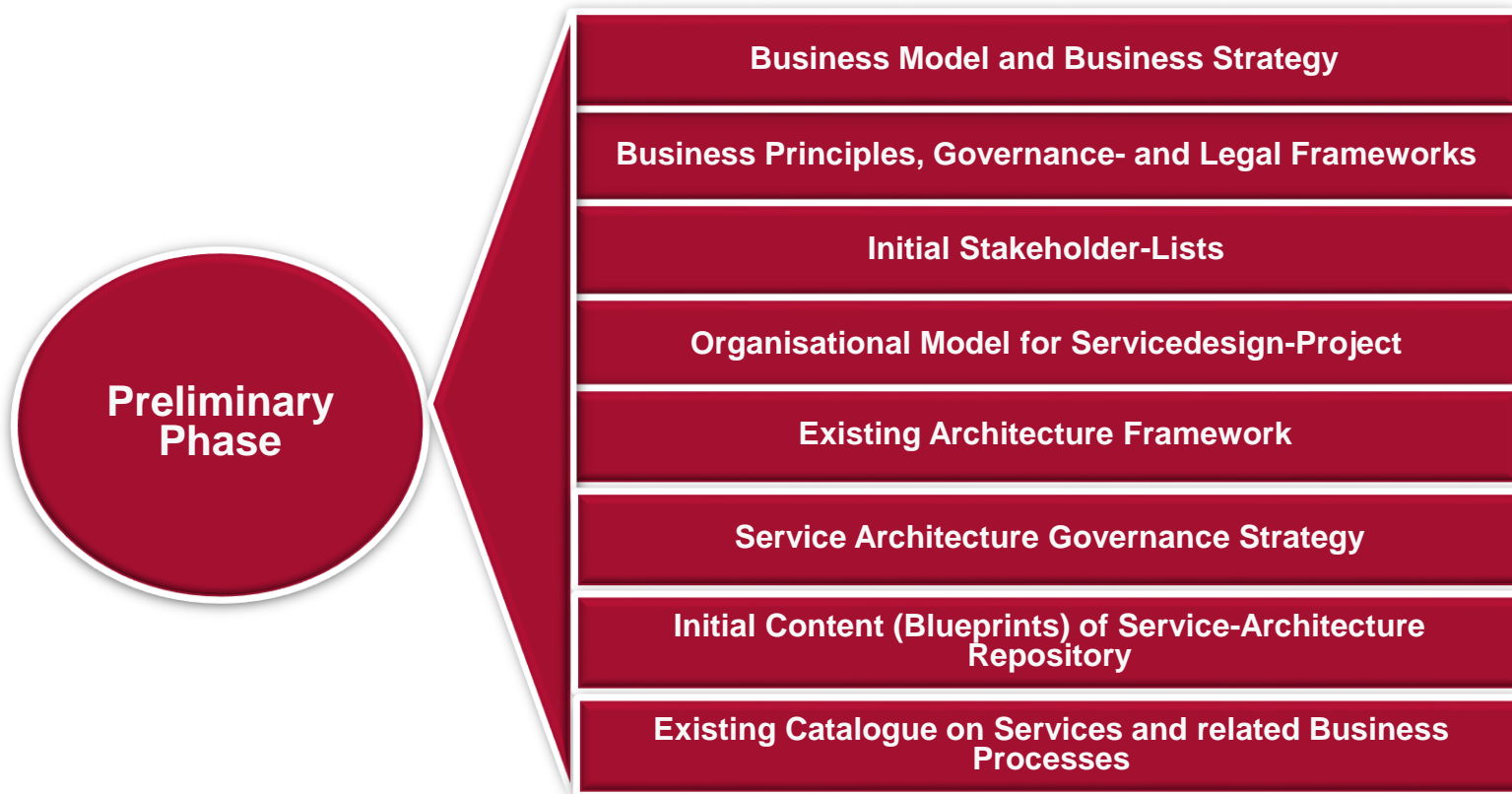
- As a lot of services are nowadays related with specific information technology building blocks and as there is the need for designing sustainable services
- The best practice approach of enterprise architecture (TOGAF) was taken as baseline for
 - Defining a consistent sequence (from idea to operations of a service) of design tasks
 - Assuring seamless information flow and interoperability of developed service building blocks
 - Integrating those building blocks later on in best practice servicemanagement frameworks like ITIL®

The Service Design Cycle



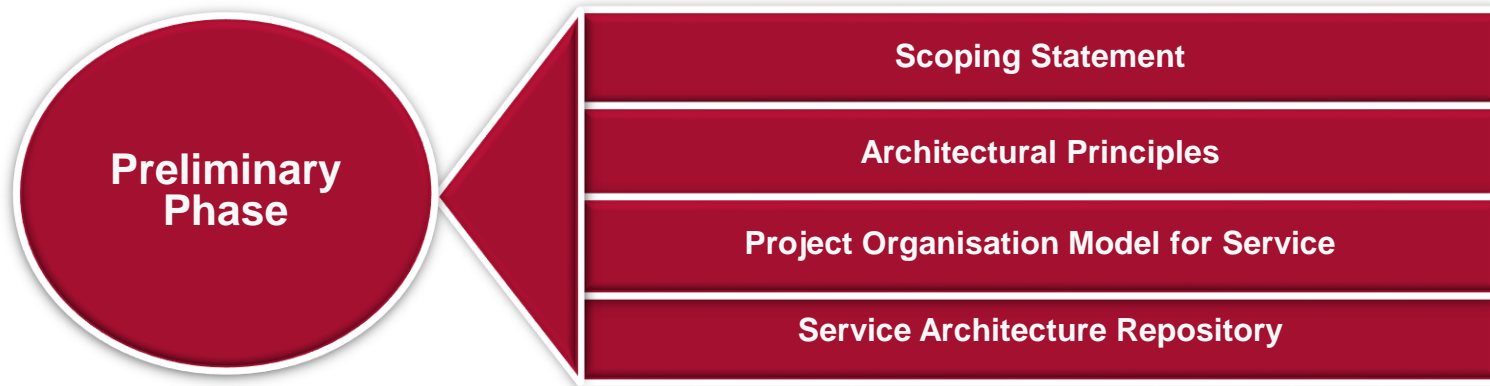
Preliminary Phase - Objective

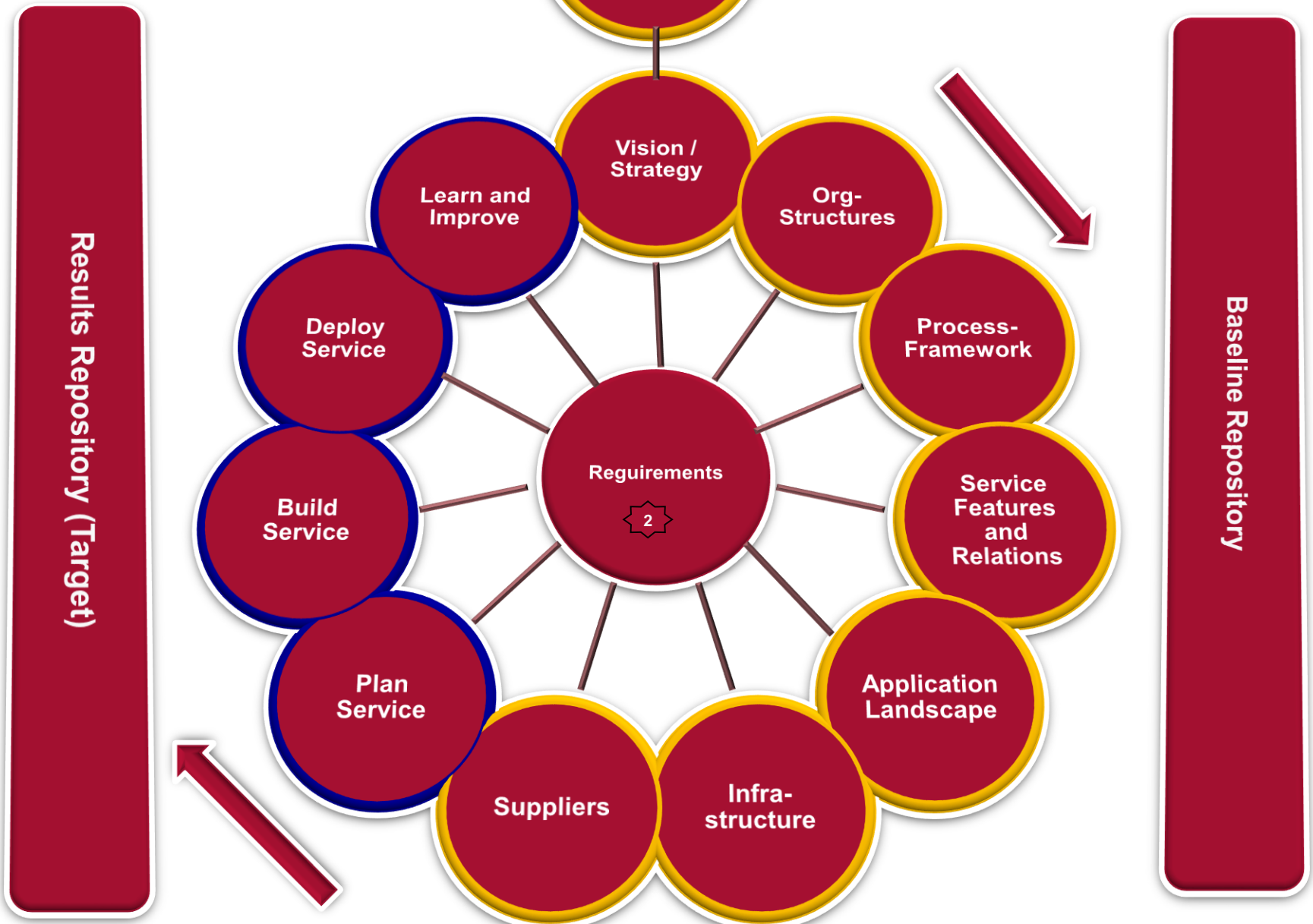
- Undertake the preparation and initiation activities required to meet the business directive for a new target service, including the definition of an Service-Specific Architecture framework and tools, and the definition of principles.
- The Preliminary Phase is about defining “where, what, why, who, and how we do service-architecture” in the enterprise concerned.
- This means
 - Defining the extent of the “Service” behind the operation model
 - Identifying key drivers and elements in the organizational context.
 - Defining the requirements for architecture work.
 - Defining the architecture principles that will inform any architecture work.
 - Defining the framework to be used
 - Defining the relationships between management frameworks
 - Evaluating the maturity of the referred organisation in architectural work





Phase 3 – Output - Objects





- Ensure that the Requirements Management process is sustained and operates for all relevant Development phases
- Manage requirements identified during any execution of the Development cycle or a phase
- Ensure that relevant requirements are available for use by each phase as the phase is executed
- Classifying captured Requirement for following structurization and prioritization

In each relevant phase of the Project the Team should identify types of requirement that must be met by the architecture, including applicable:

- Functional requirements
- Non-functional requirements

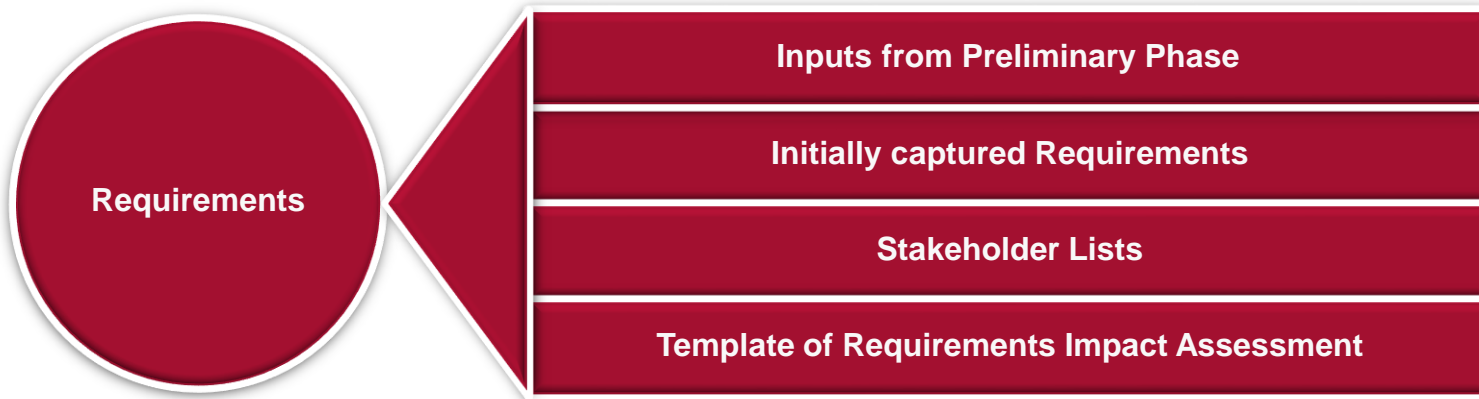
When defining requirements following points should be taken into account:

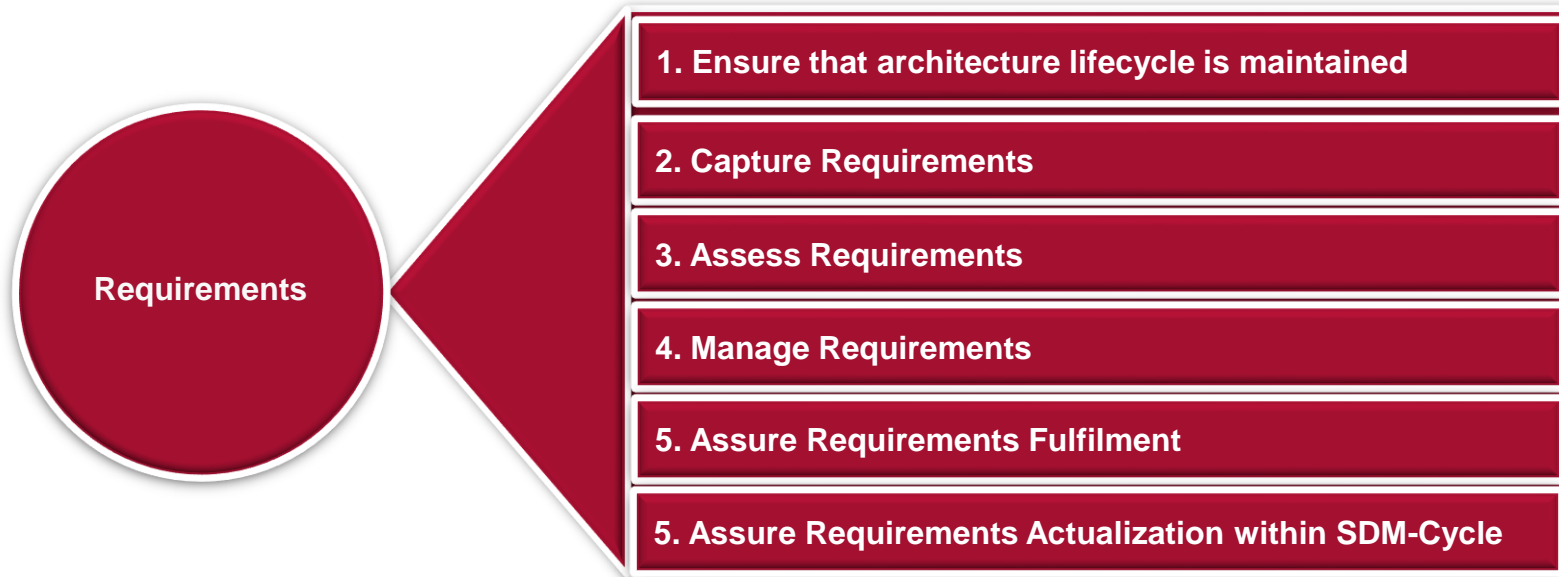
- Assumptions for requirements
- Constraints for requirements
- Domain-specific principles that drive requirements
- Policies affecting requirements
- Standards that requirements must meet
- Organization guidelines for requirements
- Specifications for requirements

- Reference to specific requirements
- Stakeholder priority of the requirements to date
- Phases to be revisited
- Phase to lead on requirements prioritization
- Results of phase investigations and revised priorities
- Recommendations on management of requirements
- Repository reference number

- Requirements which are service outcome related
 - Requirements which are related with Customer «pain-experience»
 - Requirements which are related with Customer «gain-expectation»
 - Requirements which are related with «availability, security, continuity and performance»
- Architecture requirements
- Business service contracts
- Application service contracts
- Implementation guidelines
- Implementation specifications
- Implementation standards
- Interoperability requirements
- IT Service Management requirements
- Constraints
- Assumptions

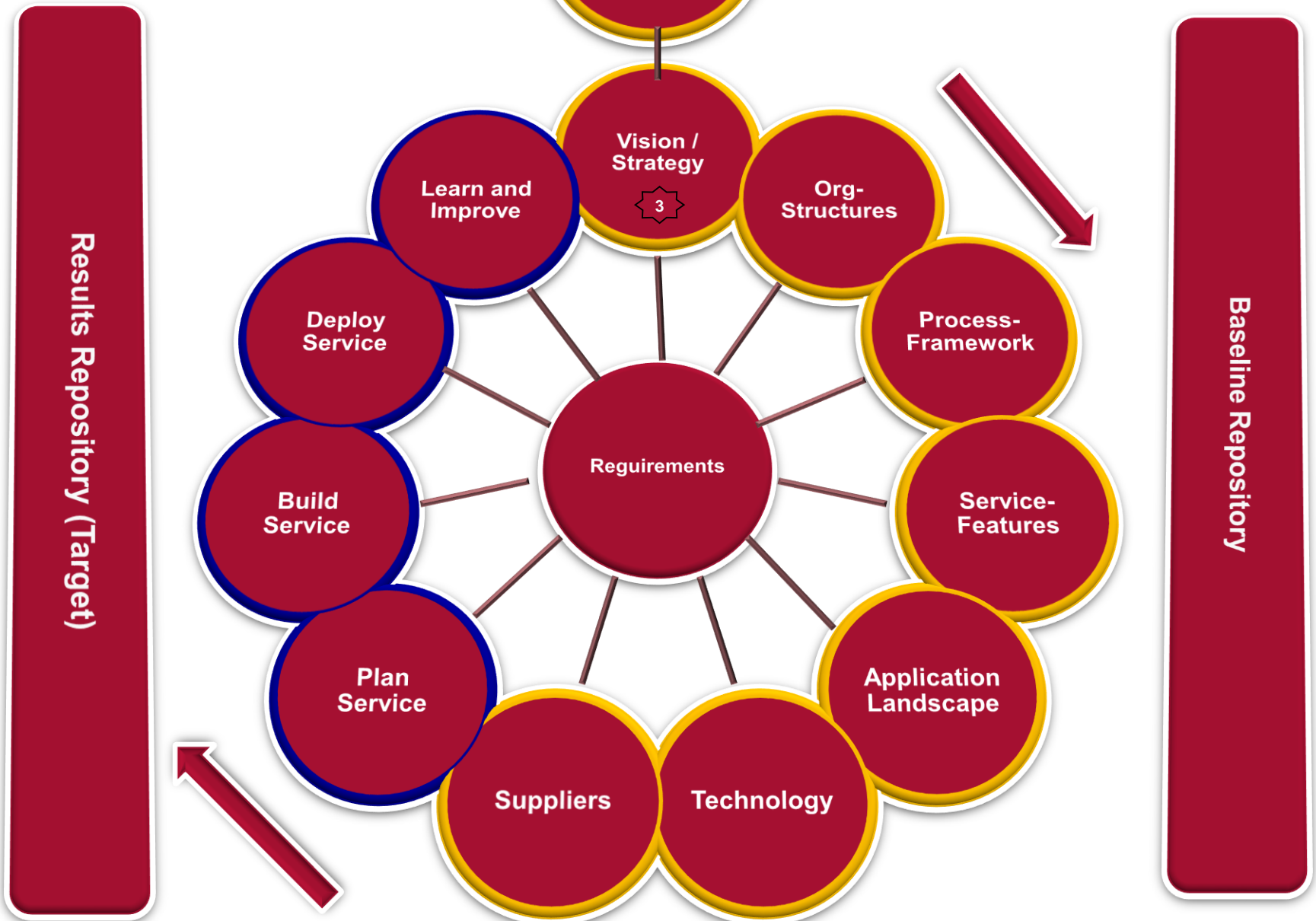
Phase 1 - Input Objects



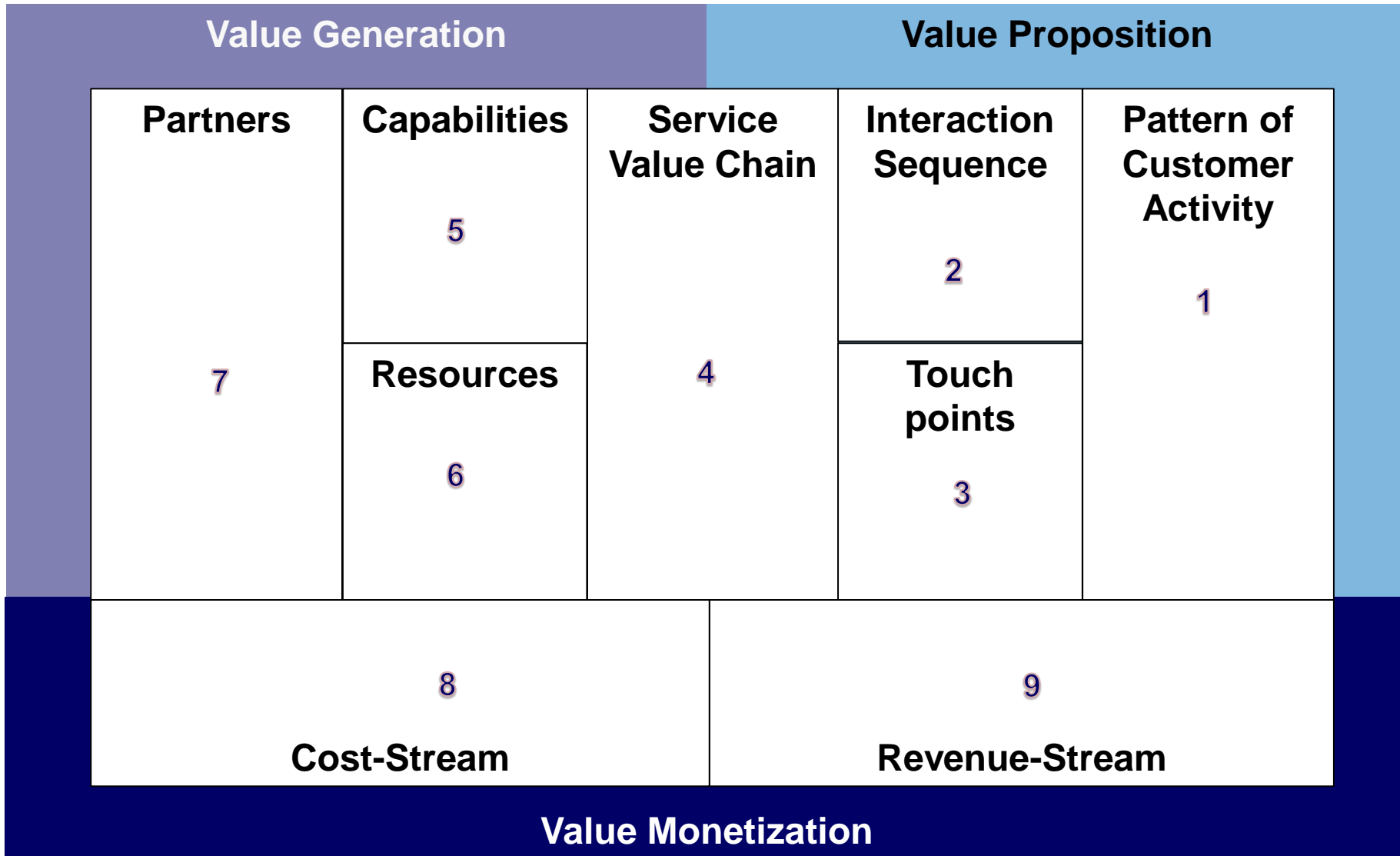


Phase 3 – Output - Objects

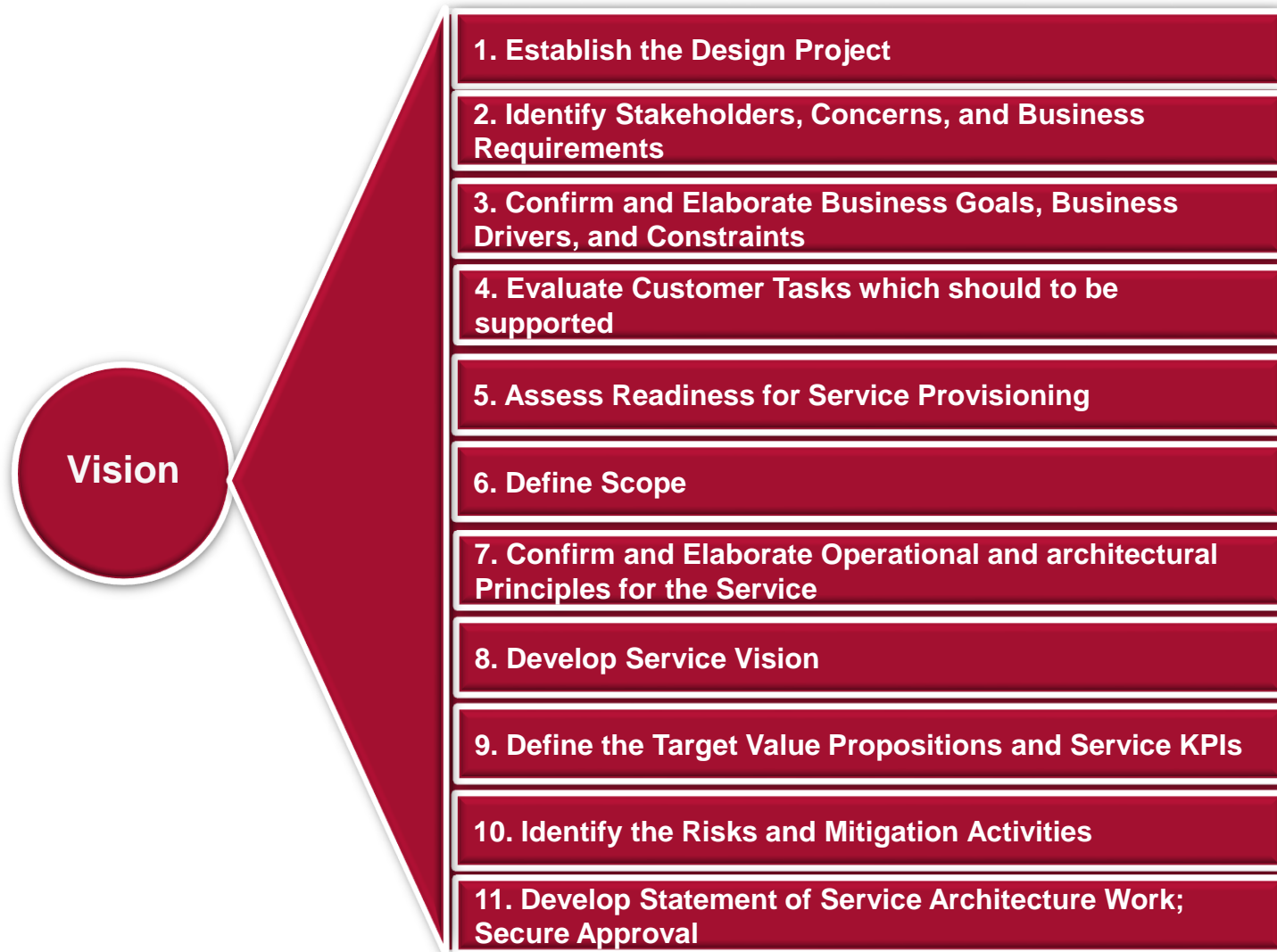




- The Service-Vision describes how the new capabilities of the referenced service will support Customer goals and strategic objectives and address the stakeholder concerns when implemented
- It provides a first-cut, high-level description of the Baseline and Service Architectures, covering the Governance, Service, Process, Organisation, Data, Application, Technology and Provider domains (Service Model)
- Business scenarios (Patterns of Business Activity) are an appropriate and useful technique to discover and document business requirements, and to articulate an Architecture Vision that responds to those requirements.



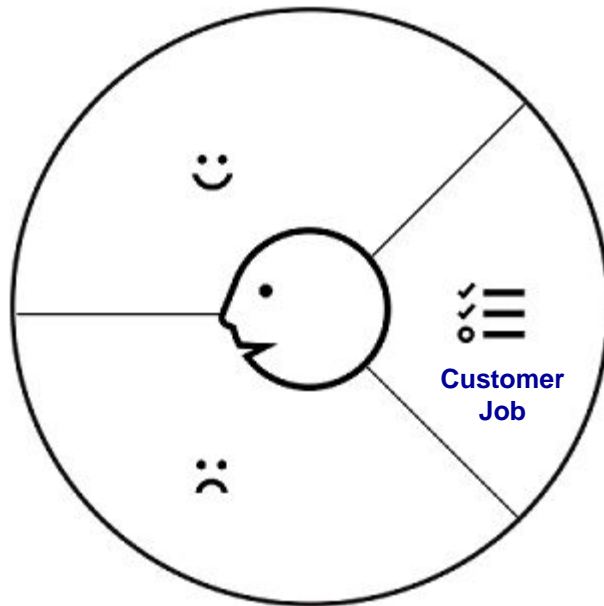






All Outputs will be parts of the «Highlevel Service Model»

Pattern of Customer Activity (PCA)



Gains describe the outcomes customers want to achieve or the concrete benefits they are seeking.

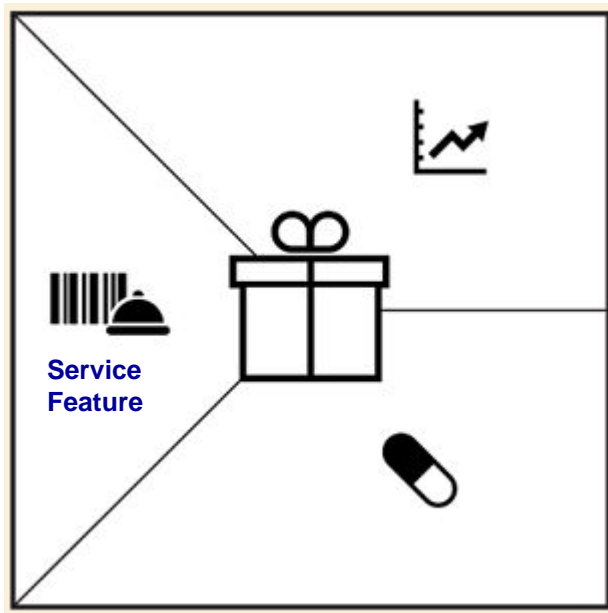


Pains describe bad outcomes, risks, and obstacles related to customer jobs.



Customer Jobs describe what customers are trying to get done in their work and in their lives, as expressed in their own words.

Service Value Map



Gain Creators describe how your products and services create customer gains.

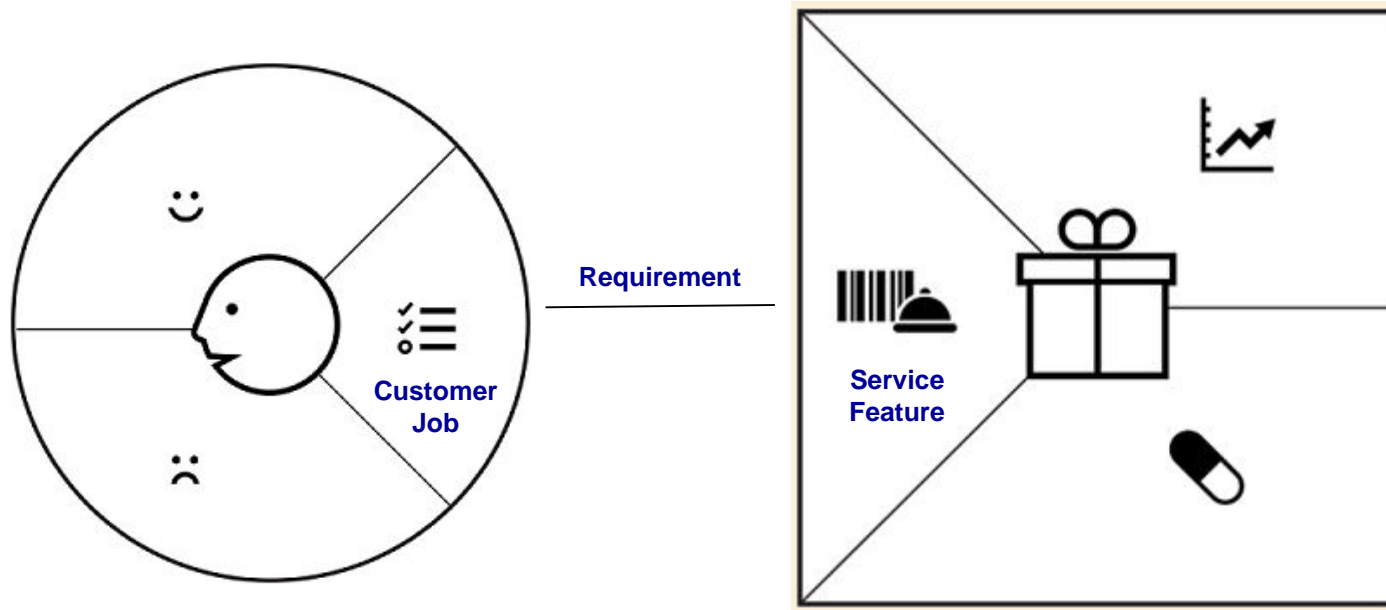


Pain Relievers describe how your products and services alleviate customer pains.



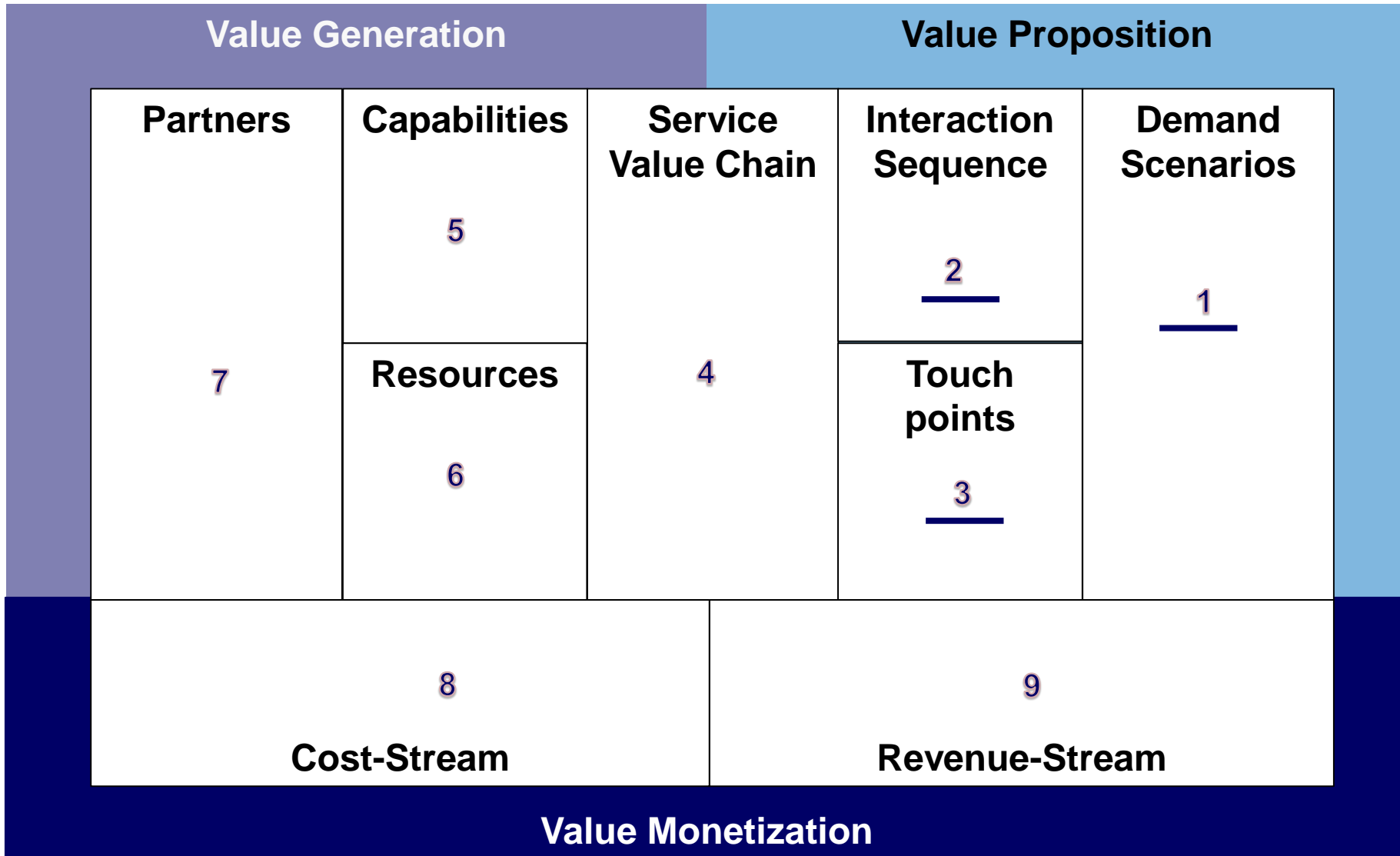
This is a list of all the **Products and Services** a value proposition is built around.

Matching PCA with Value Map – Describe Demand Scenario

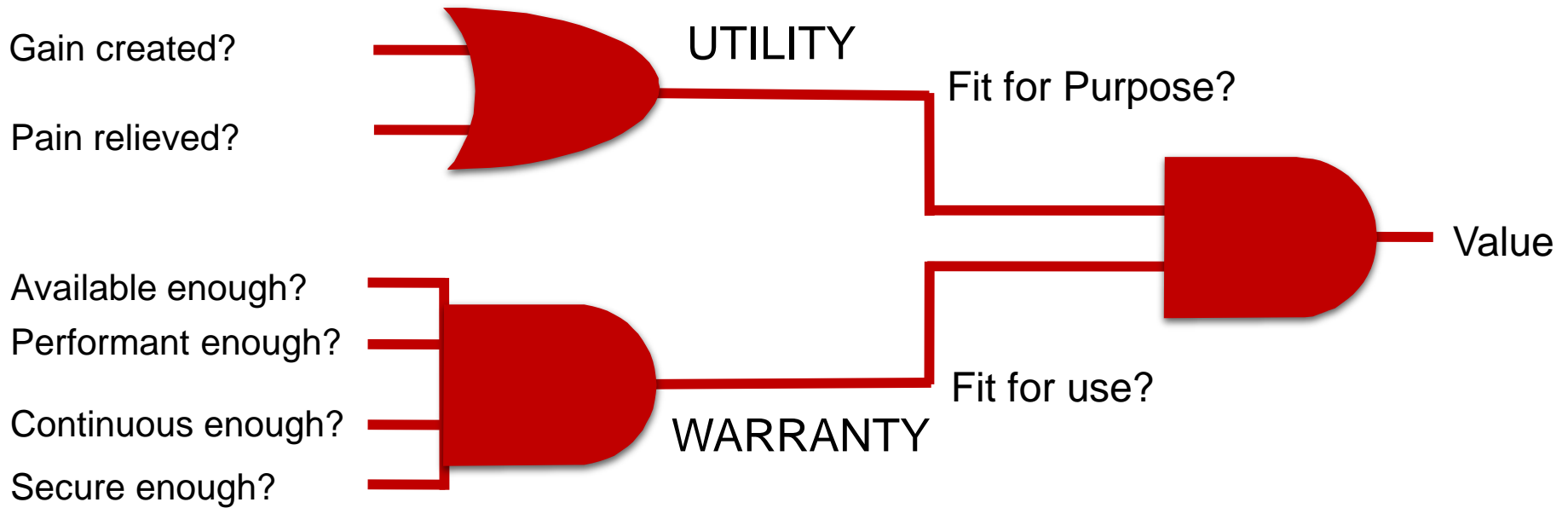


So for each pattern of Customer activity (or task) describe on high level feature candidates which generate gain and relieve pain and set service objectives for them!

Outputs and their place in the servicemodel



Generating Value – The basic principle





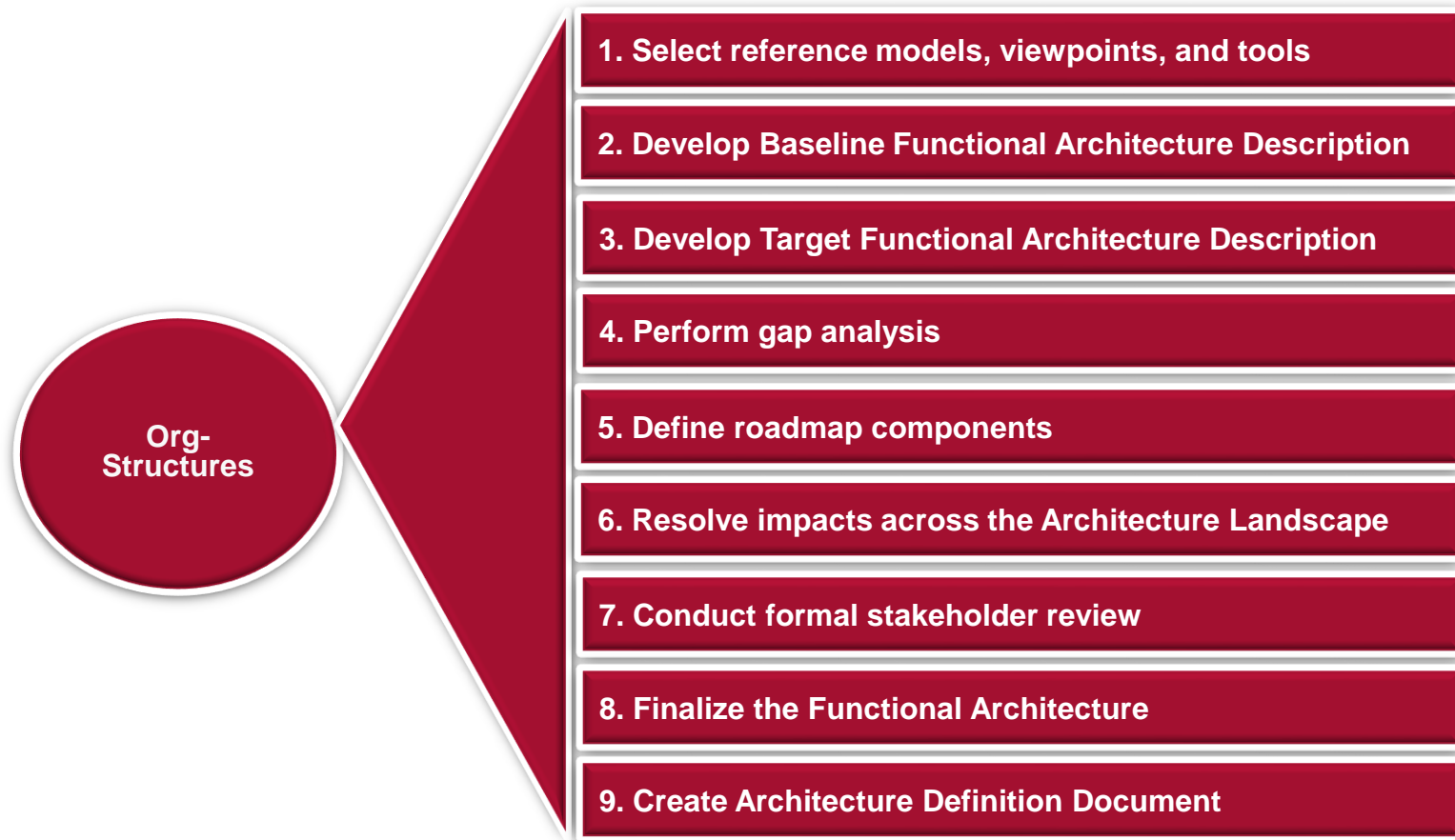
Organisational Structures within Service

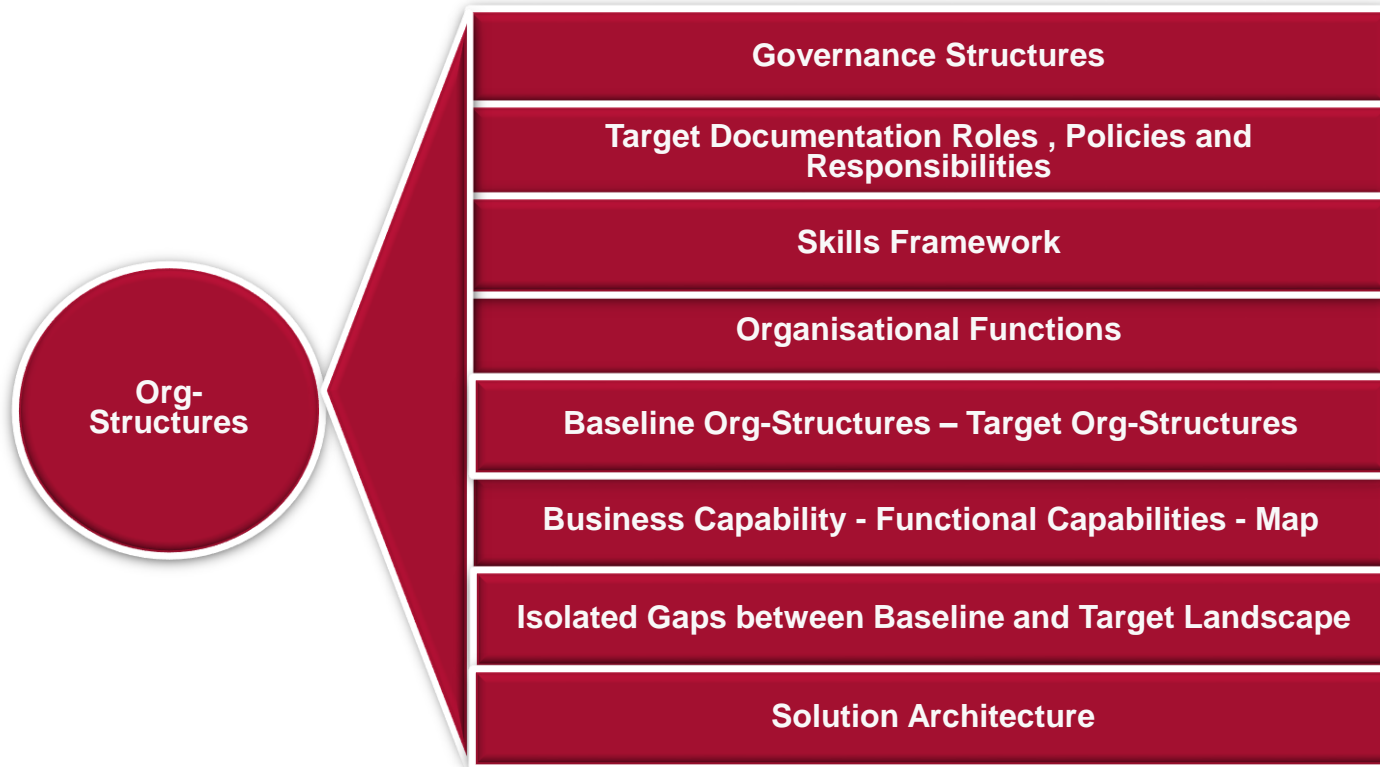
- Objective 1:
 - Develop those service model parts that describes how the service needs to operate to achieve the business goals, and respond to the strategic drivers set out in the Architecture Vision, in a way that addresses the Service-Project-Objectives and the Stakeholder concerns
- Objective 2:
 - Identify candidate service architecture roadmap components based upon gaps between the Baseline and Target Business Architectures

Which organisational units and roles will cover which capability within servicedelivery?

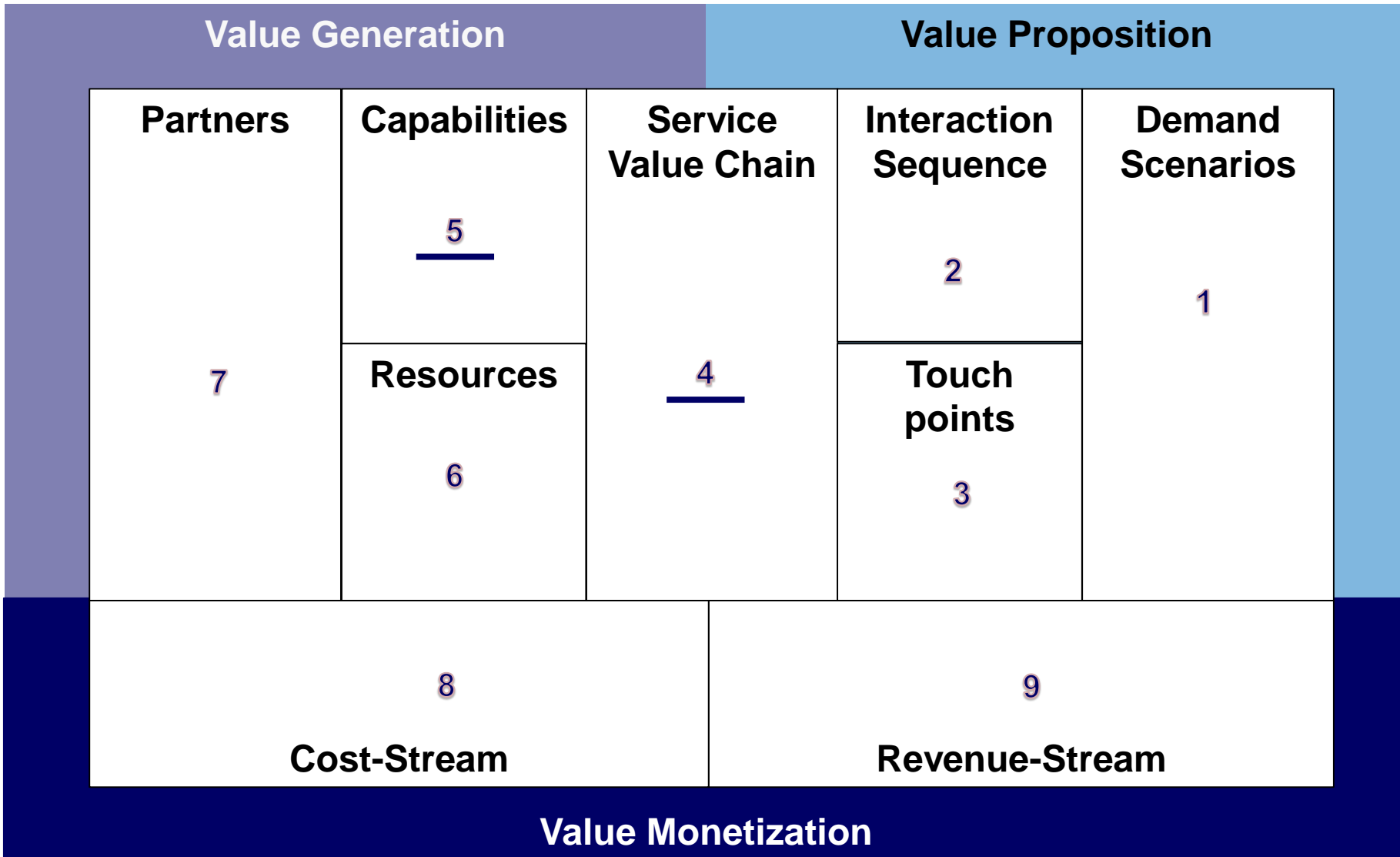
All Outputs will be parts of the «Highlevel Service Model»

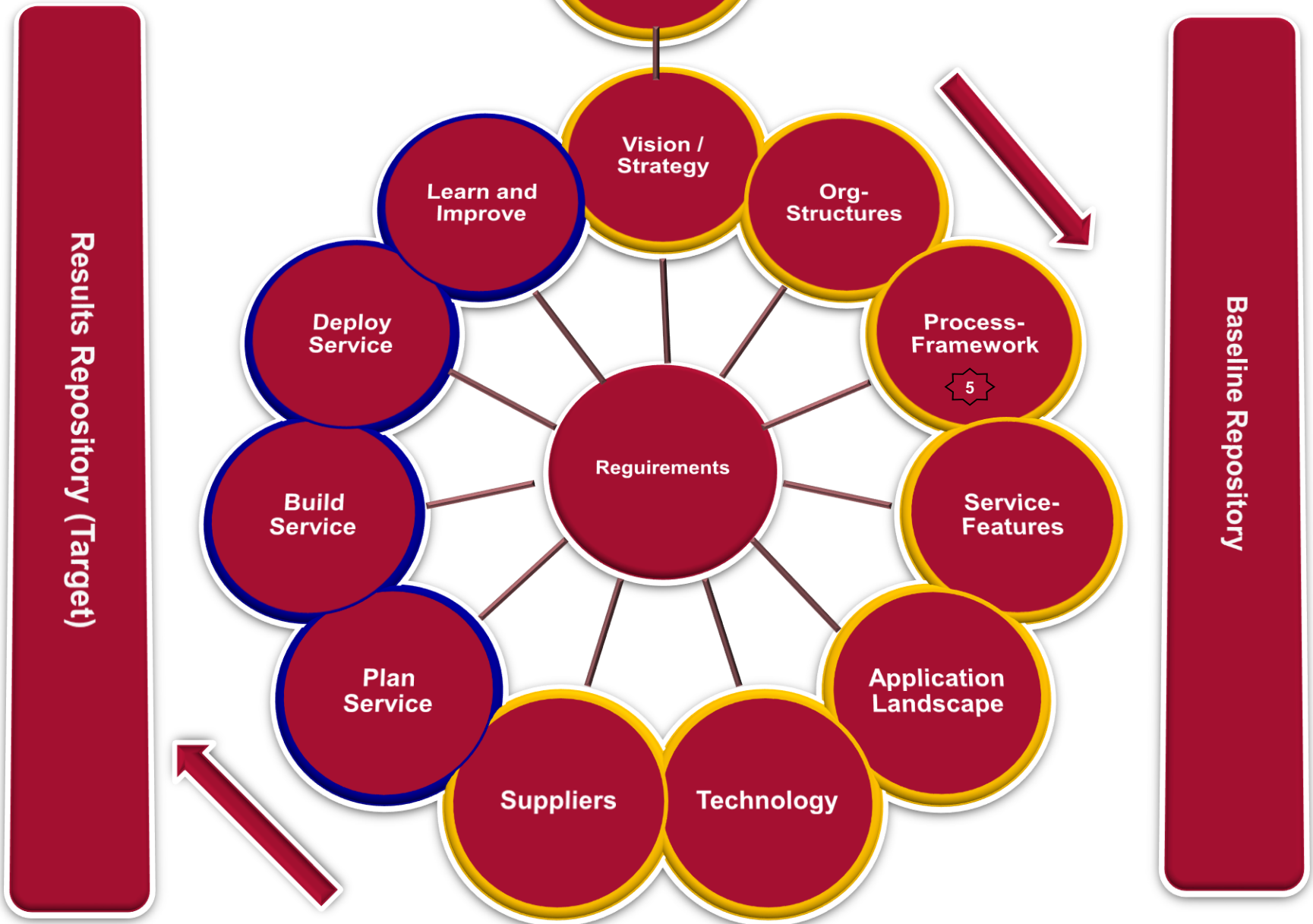






Outputs and their place in the servicemodel

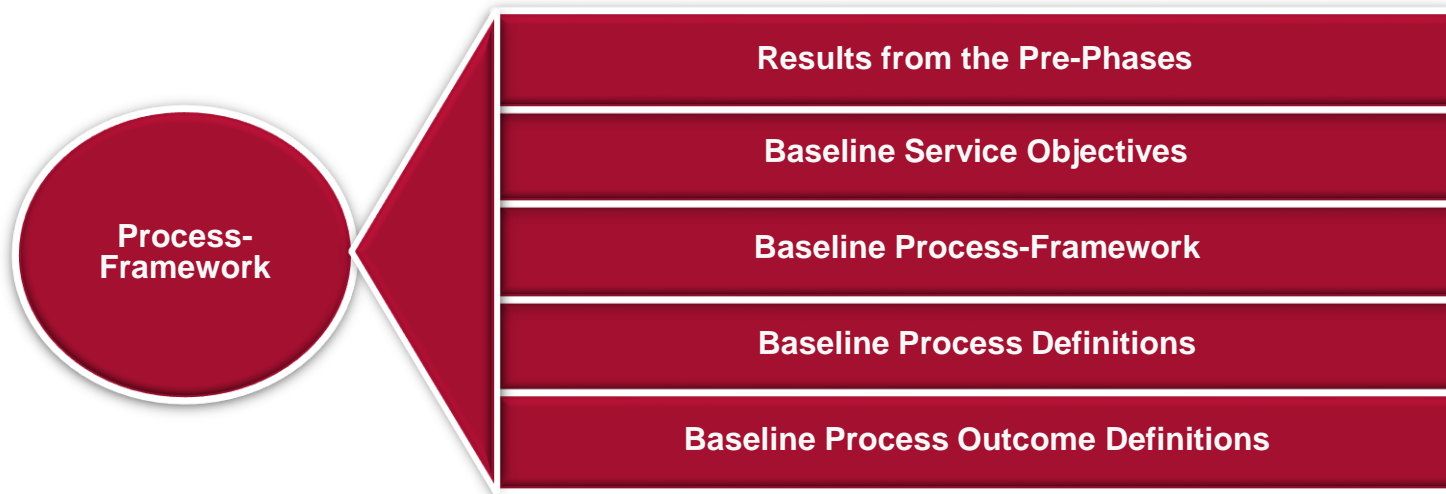


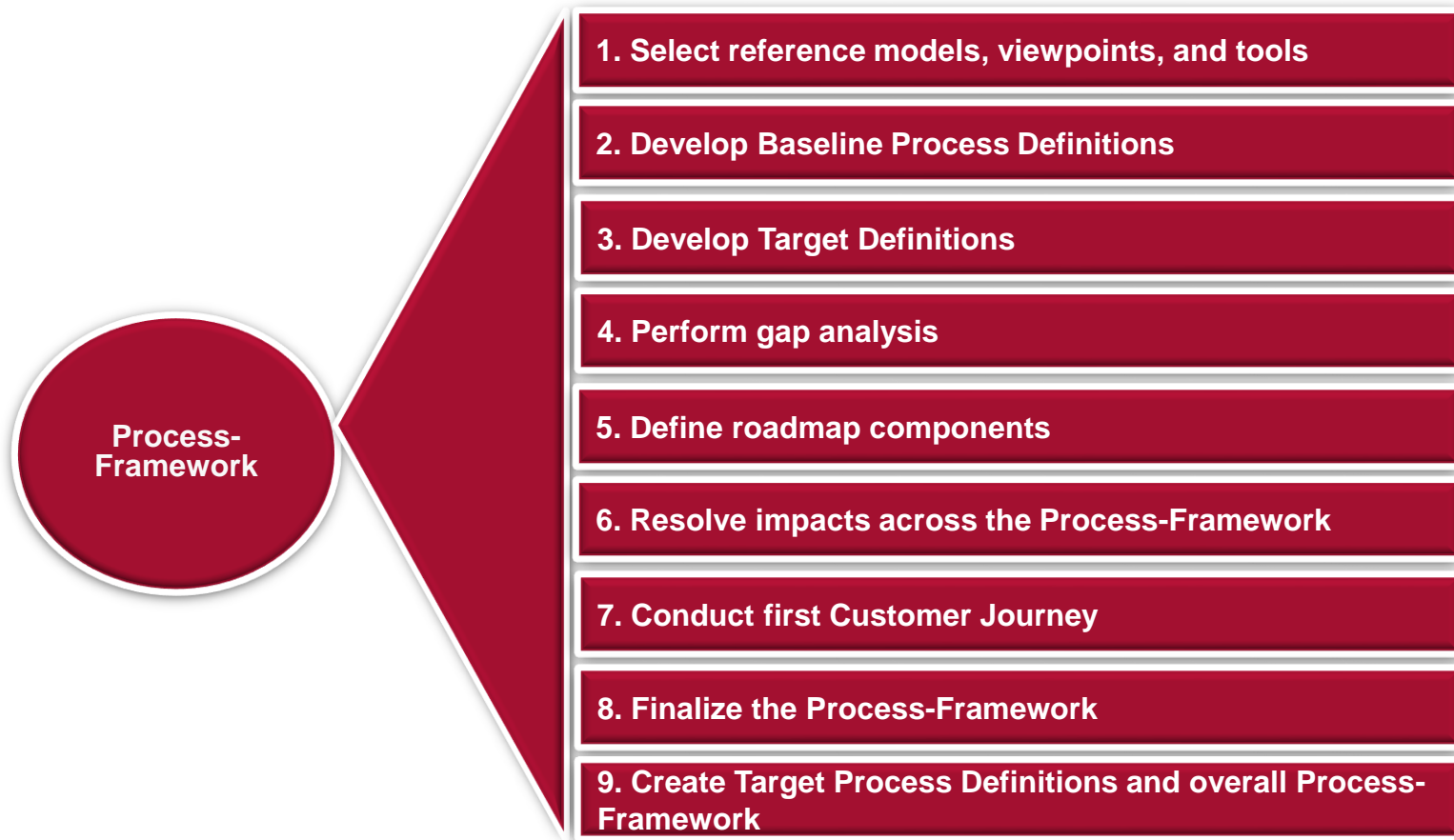


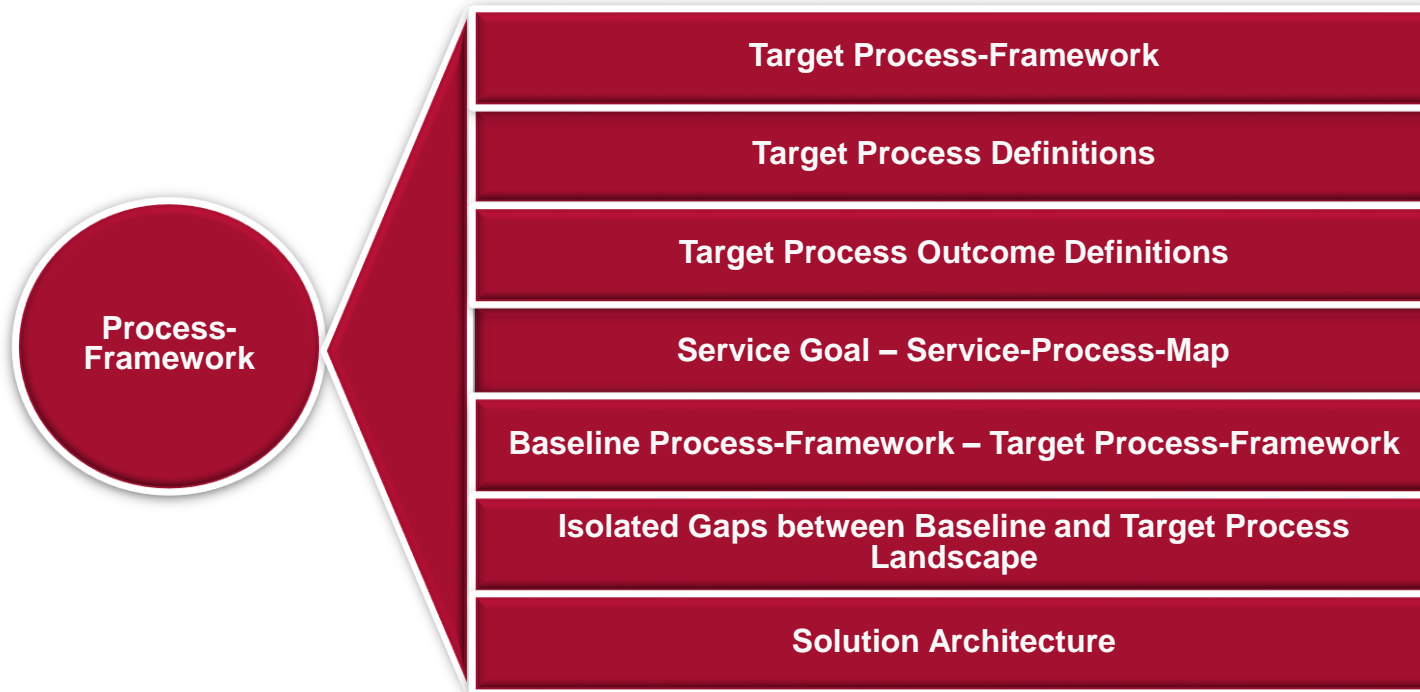
- Objective 1:
 - Develop the Target Process Framework that describes how the enterprise needs to operate to achieve the functional goals
 - Target Process Modell consists of:
 - Governance Structures for Services, Roles and Responsibilities for Service-Processes
 - Process Definitions for service features
 - Process Definitions for service management processes
- Objective 2:
 - Identify candidate process components to be adapted based upon gaps between the Baseline and Target Process Architectures

Which processes should be considered for Service Value Generation?

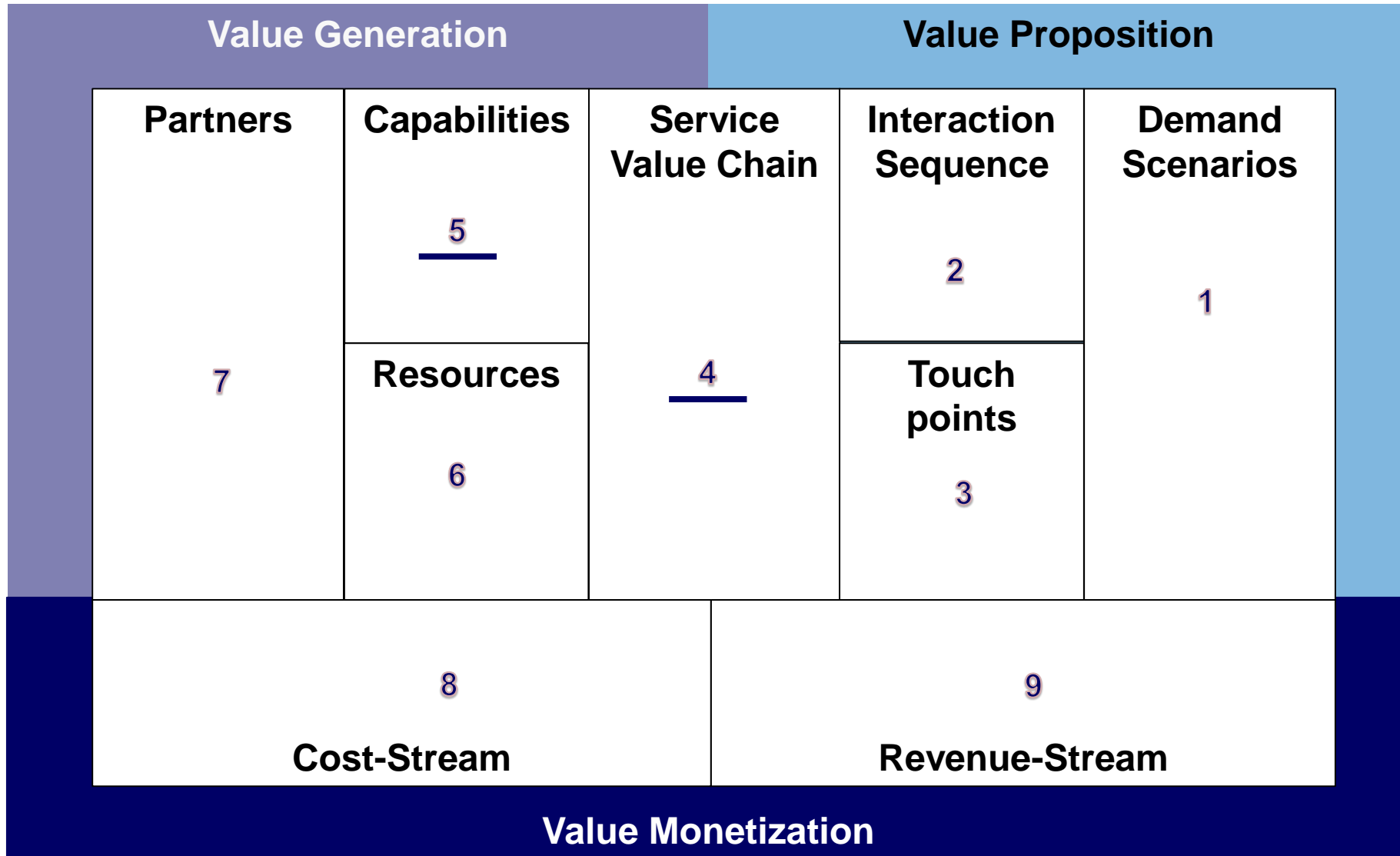
Phase 1 - Input Objects







Outputs and their place in the servicemodel



What is a Customer Journey

- A process designed to allow you to think as your customer.
- It allows to track all your customer or service user experiences and their responses
- It prevents design work, which is not valued at the end

Journey steps

- Decide on your journey
- Identify who your customer is e.g
- Use captured patterns of customer activity Note each part of the journey.
- What are the major journey steps, reconstruct the journey
- Identify key touchpoints in interaction between service customer and you
- Isolate “hot spots” or “moments of truth”
- Learn and handover journey experience to all other design activities

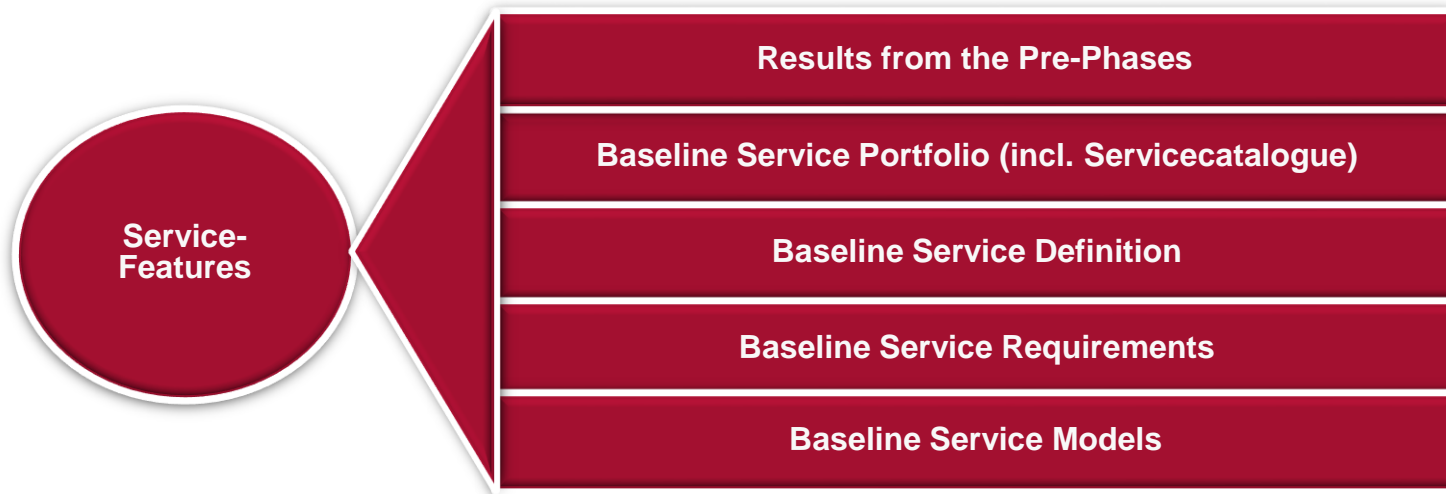
Customer Journey Results Consolidation (Example)

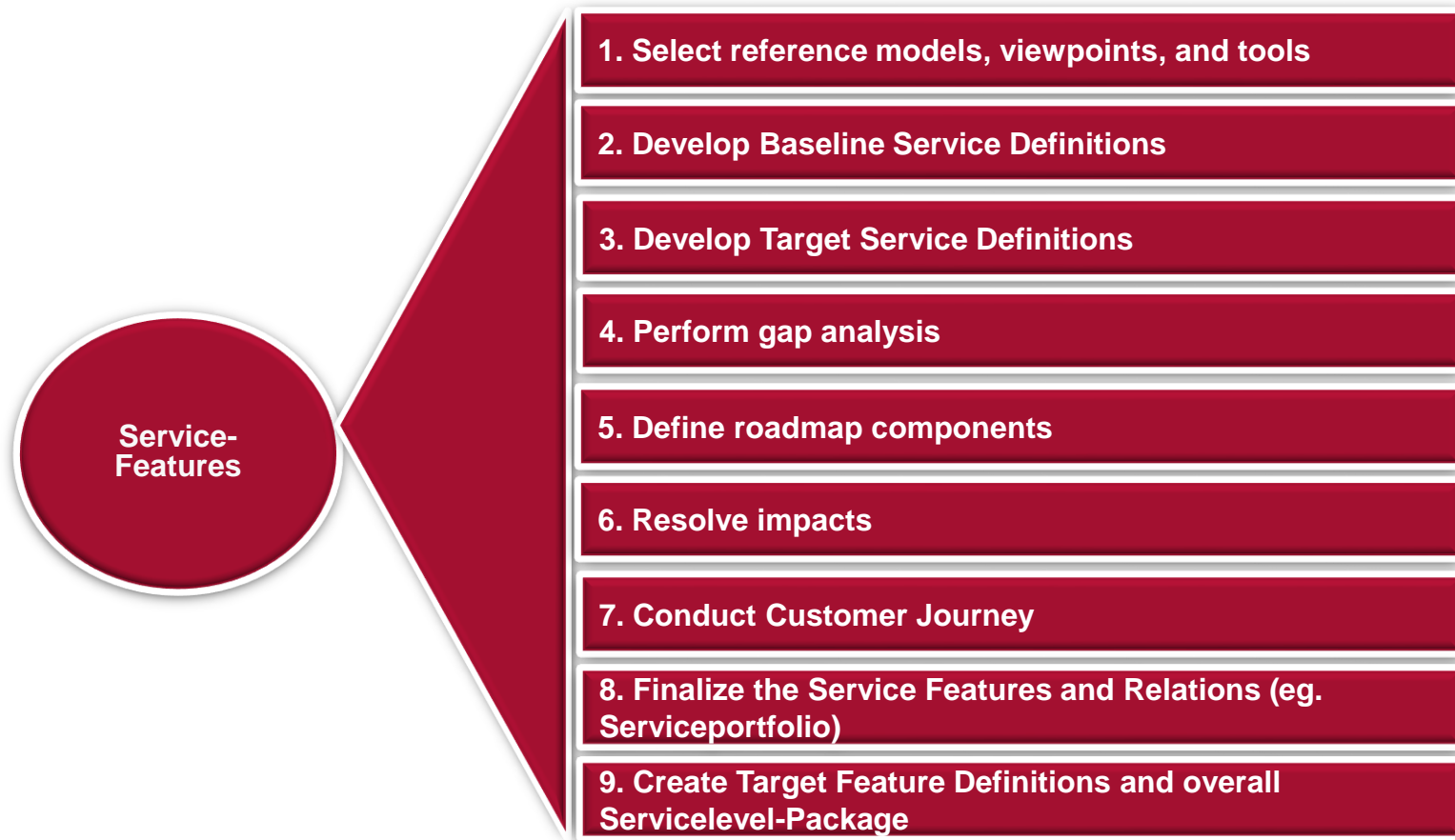
Touchpoint	Providers Viewpoint	Customer Viewpoint	Opportunity for improvement?
Researching			
Registration			
Initial interaction			
Performing Transaction			
Reporting			
Billing			
Complaint			
Changes			
Etc.			

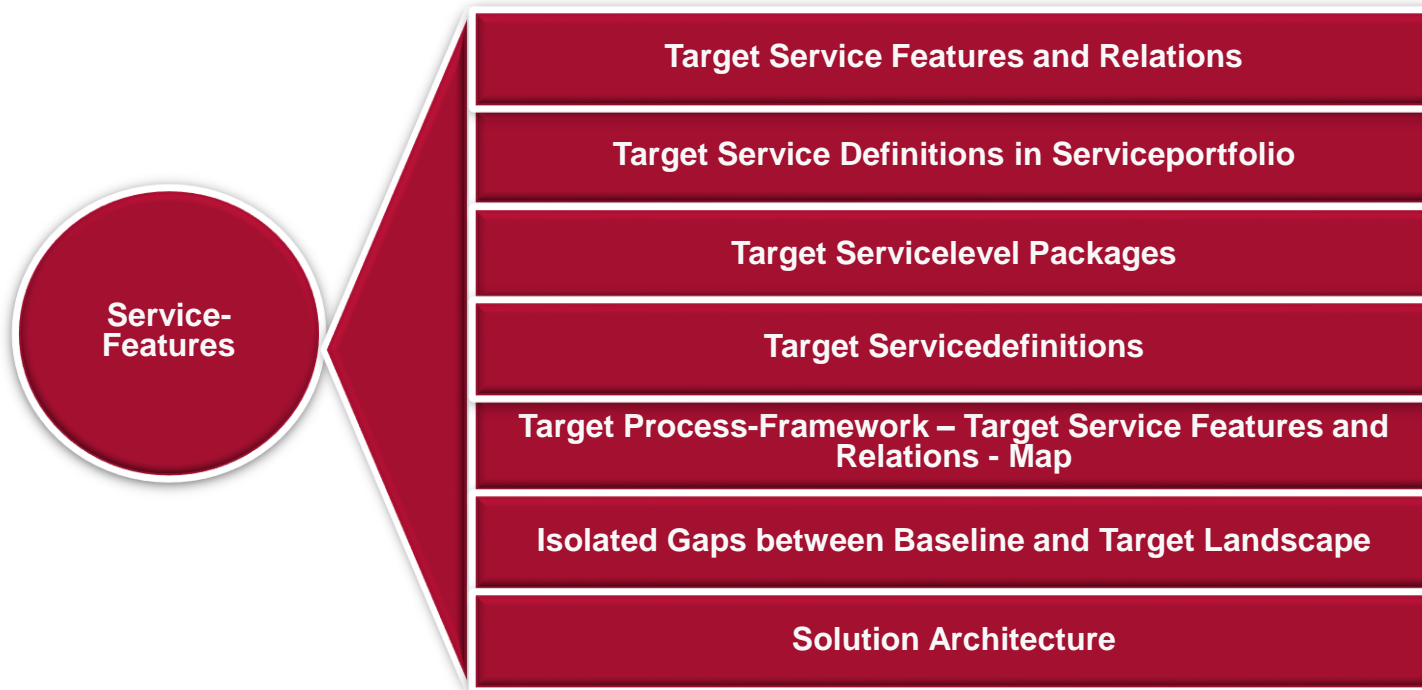


- Objective 1:
 - Develop the Target Procedures and Service Features that describe how the service needs to operate to achieve the Customer goals
- Objective 2:
 - Identify candidate processes to be adapted, based upon gaps between the Baseline and Target Service Architecture
- Objective 3:
 - Identify candidate supportive services to be adapted, based upon gaps between the Baseline and the Target Service Architecture

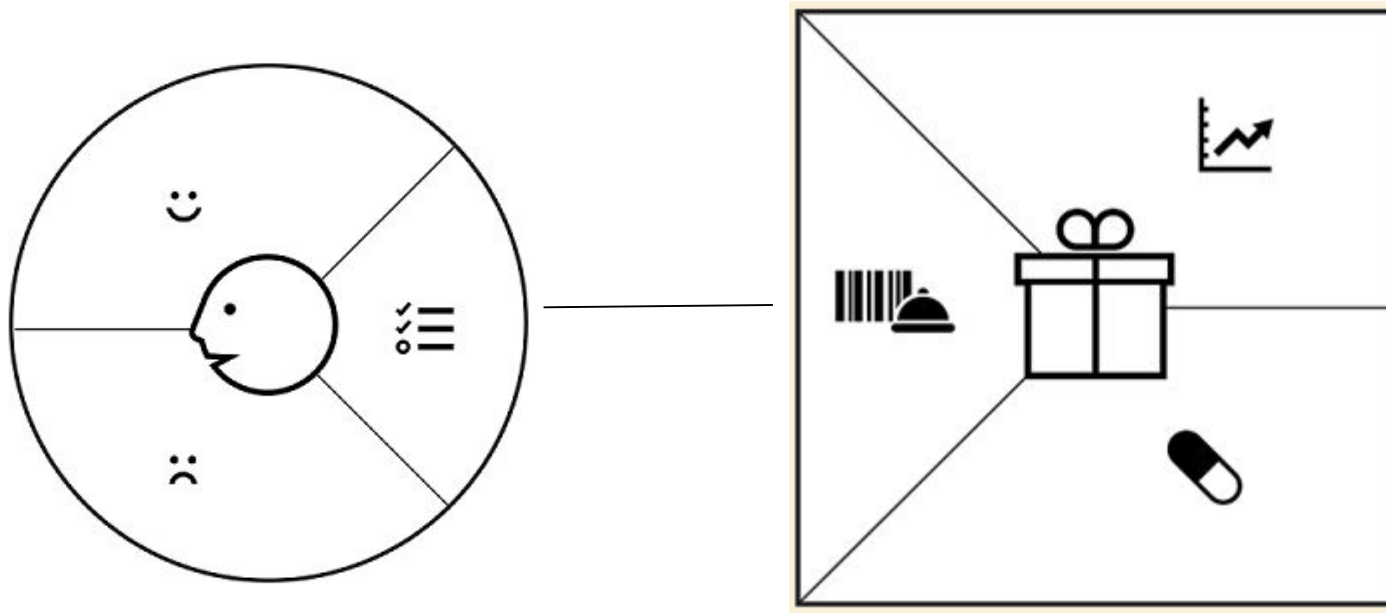
Which service feature supports in which form specific service objectives?







Matching PCA with Value Map – Describe Service Features in Detail – Define Value Proposition

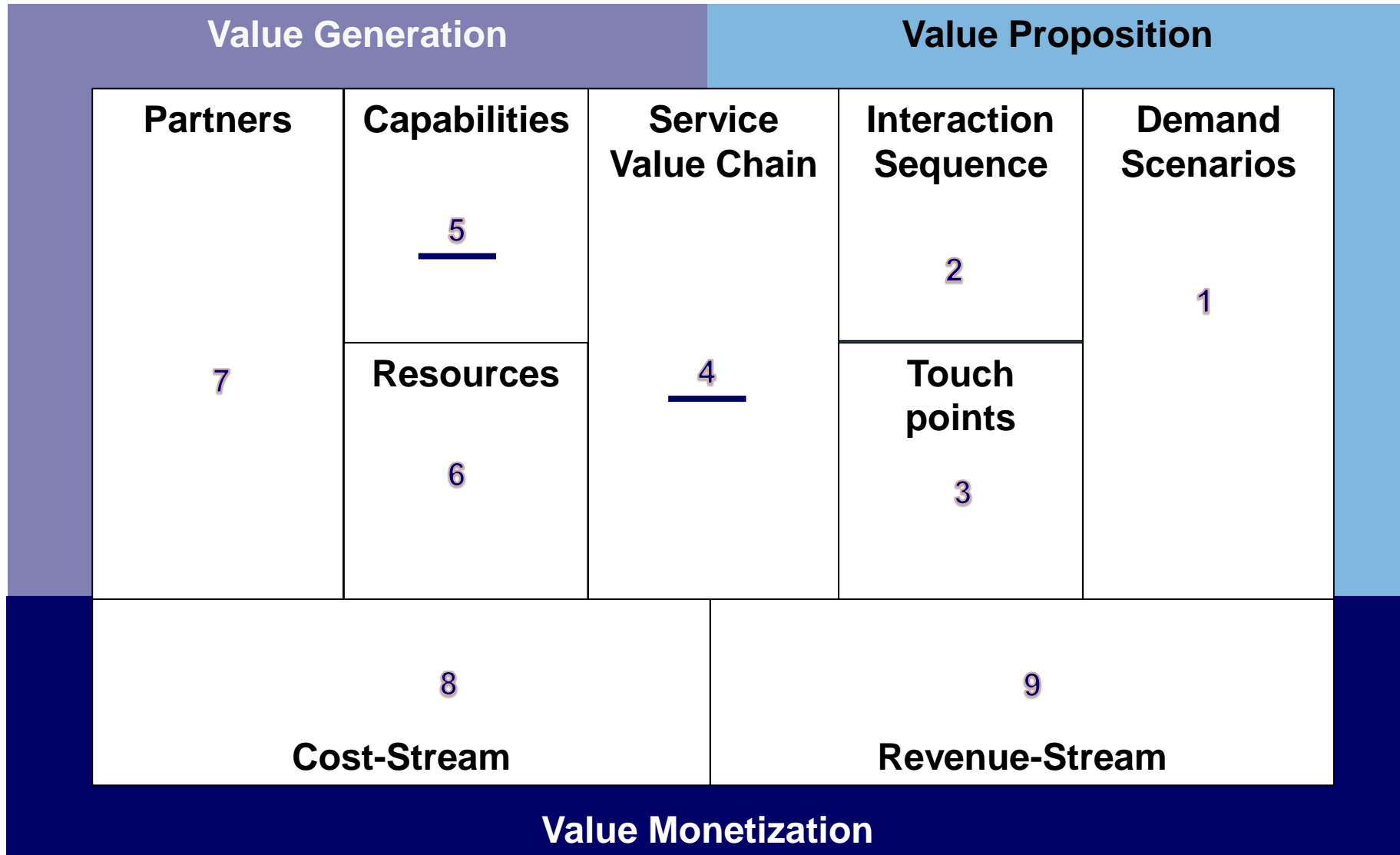


So for each pattern of Customer activity (or task) describe on detailed level feature candidates which generate gain and relieve pain, set priorities and create servicelevel packages!

Character of Service-Features

- Solve specific Customer pains
- Create specific Customer gains
- Will be performed at specific «points of service»
- Will address provider specific capabilities
 - Serviceprocedures
 - Servicemanagement-Processes
 - Organisational Structures
 - Service Skills
- Will use provider specific resources
 - Applications
 - Technology
 - Headcount
 - Providers

Outputs and their place in the servicemodel

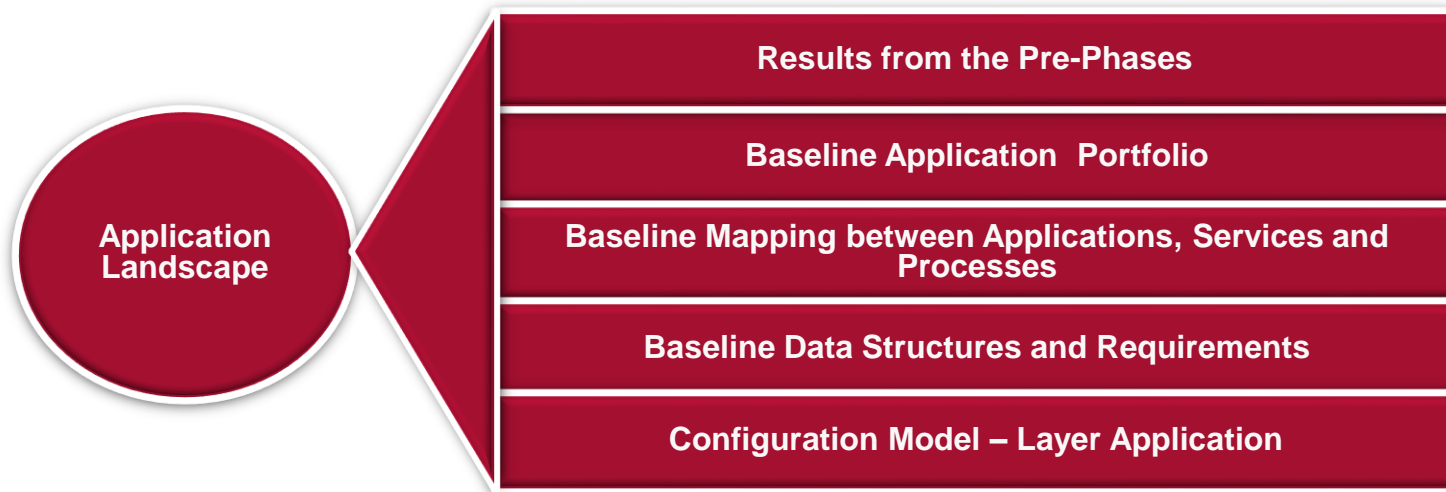


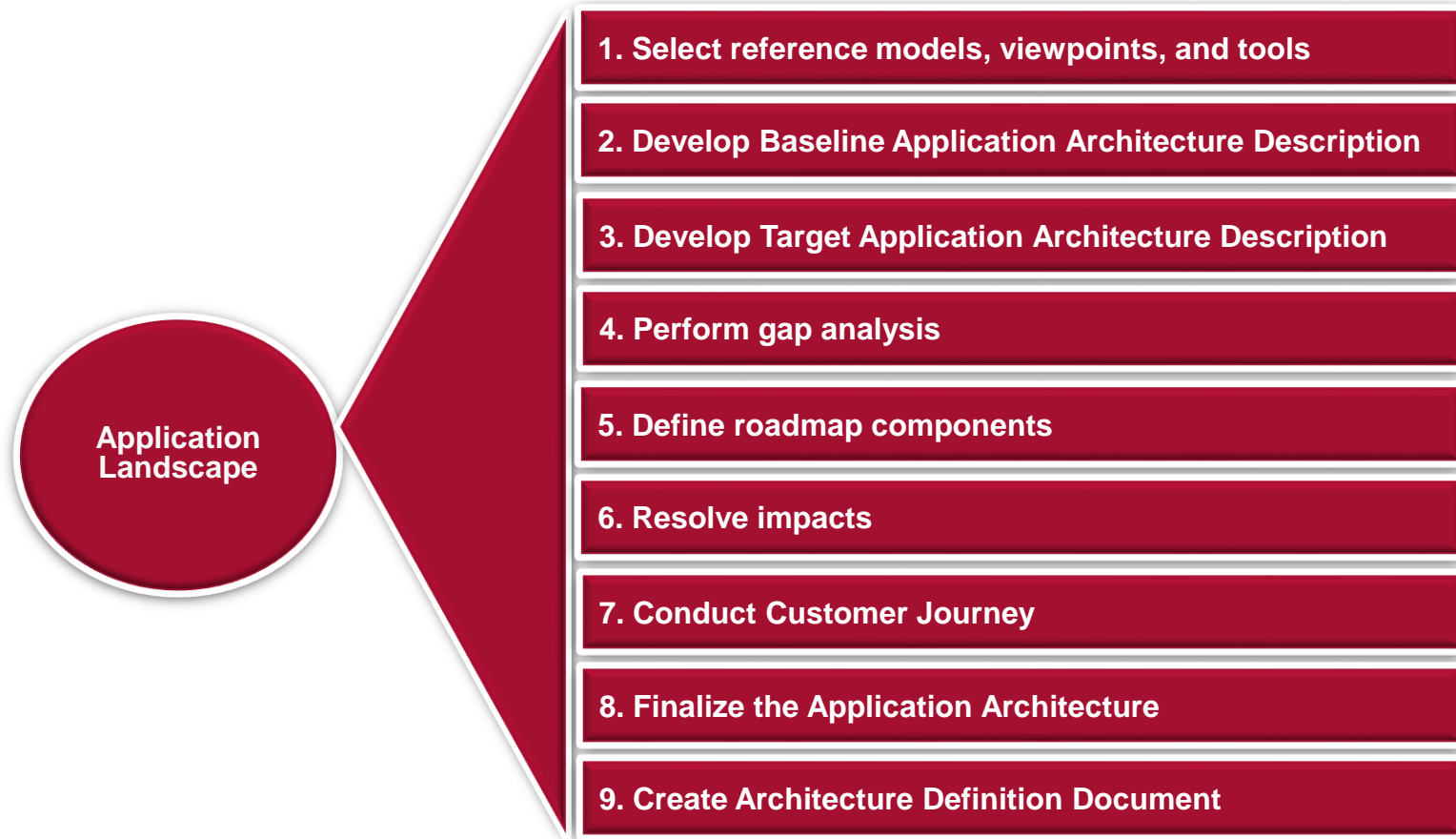


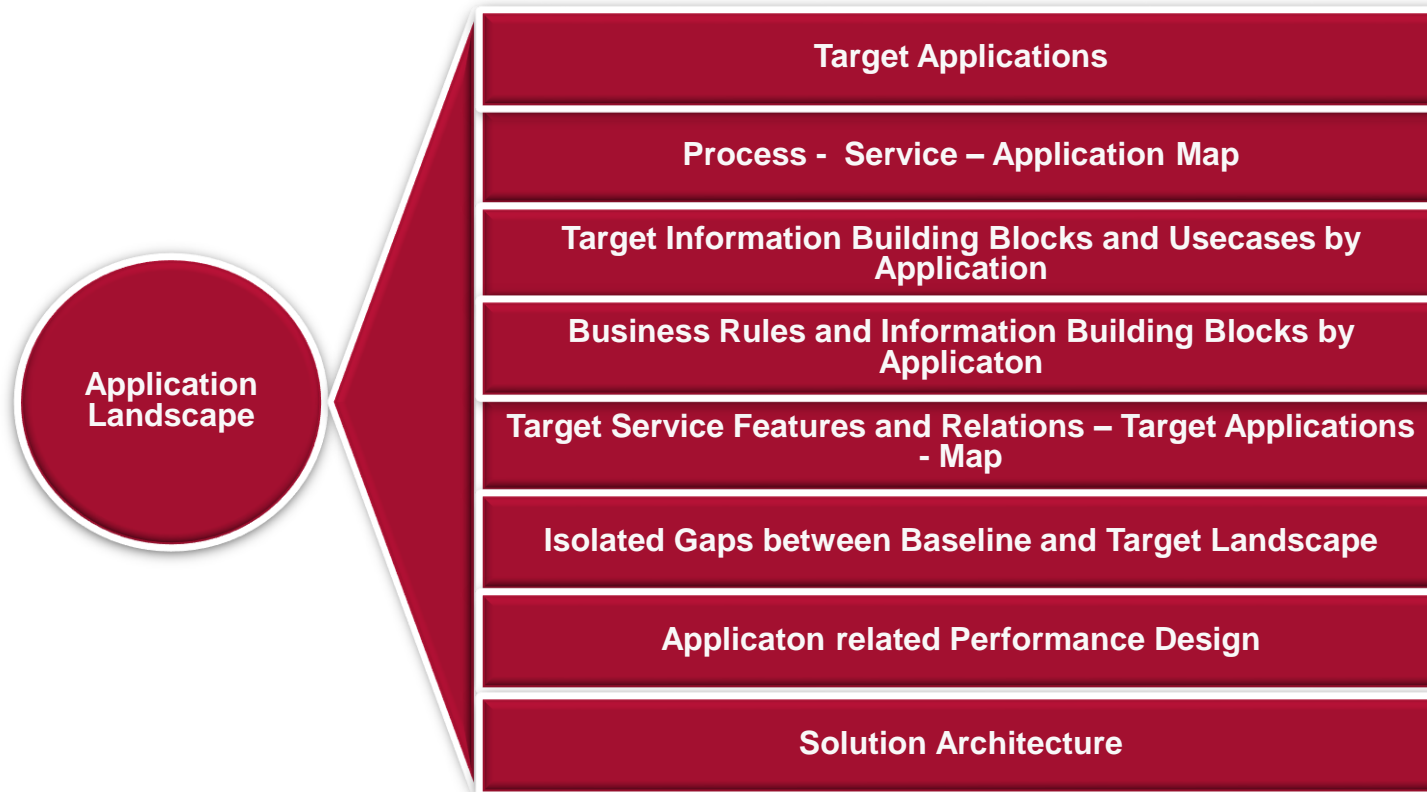
Application Architecture within a Service

- Objective 1:
 - Describing how the the referred application will enable the service vision, in a way that it addresses the service objectives and stakeholder concerns.
- Objective 2:
 - Identify candidate Application Architecture Roadmap components based upon gaps between the Baseline and Target Information Systems (Data and Application) Architectures.

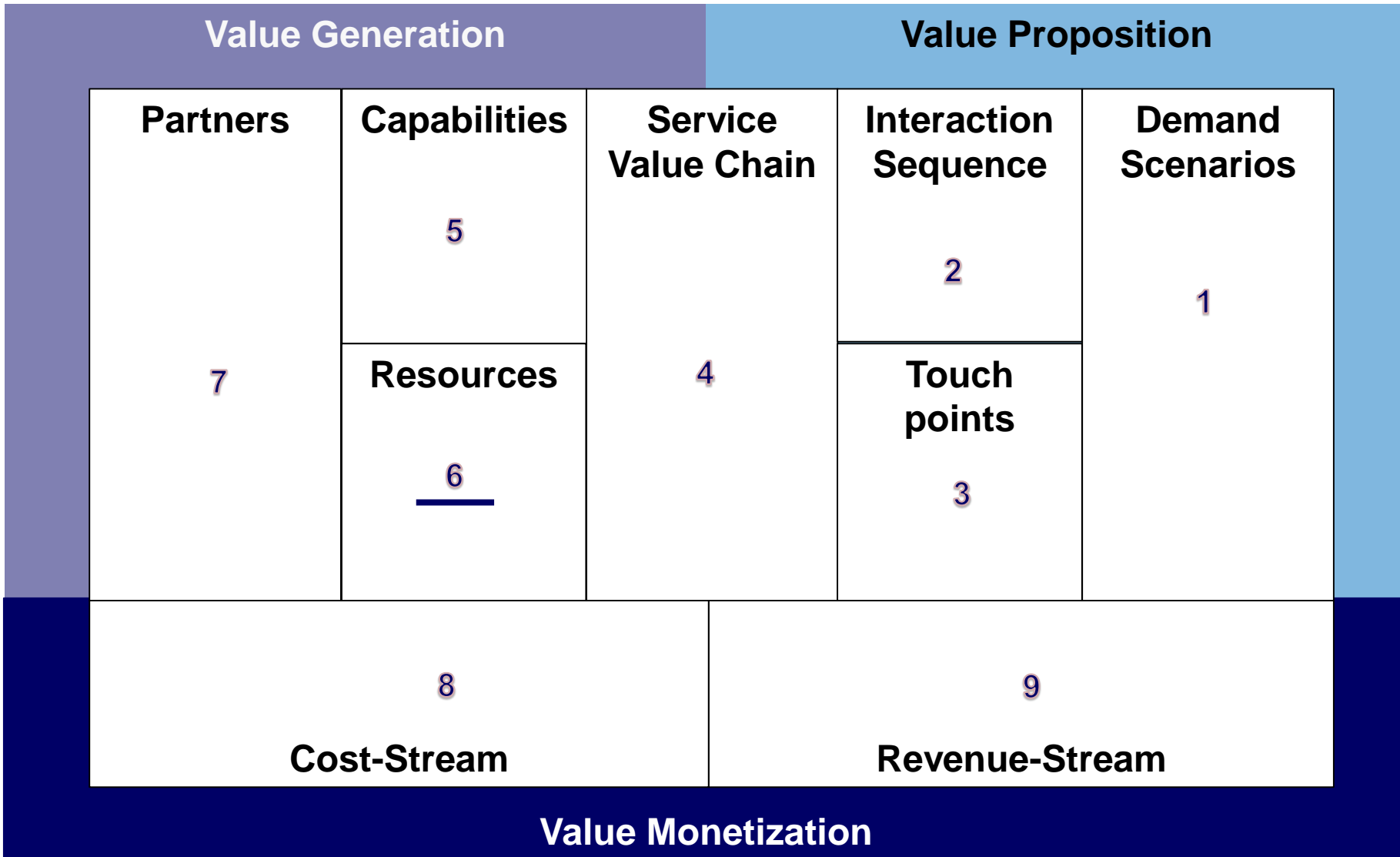
Which application and application feature supports which service-to-Customer-activity-context?







Outputs and their place in the servicemodel



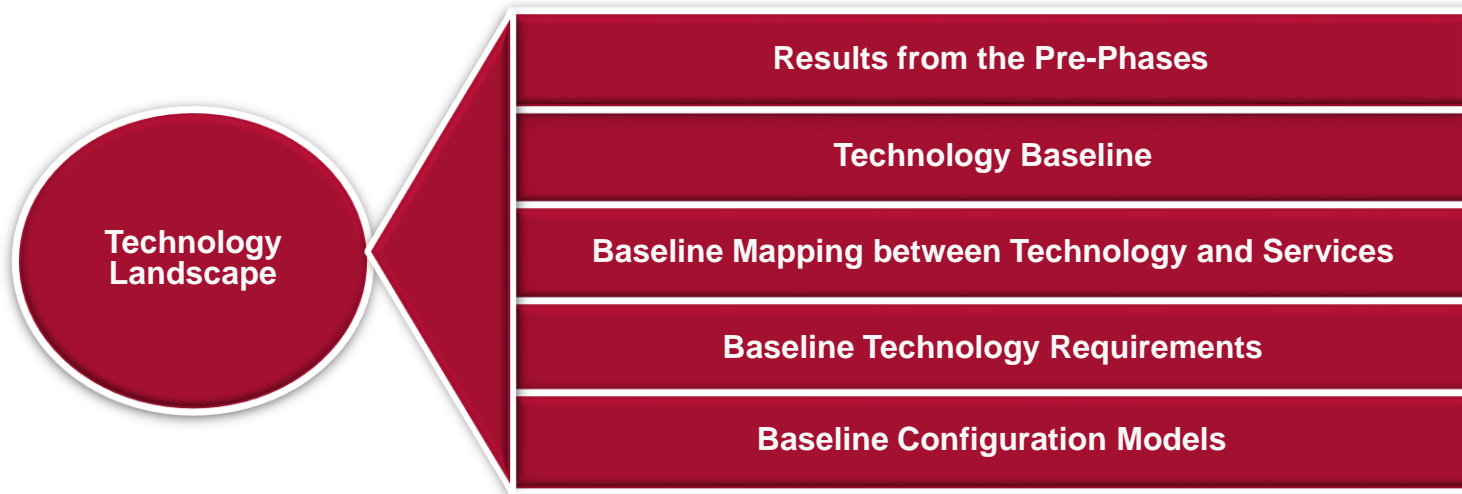


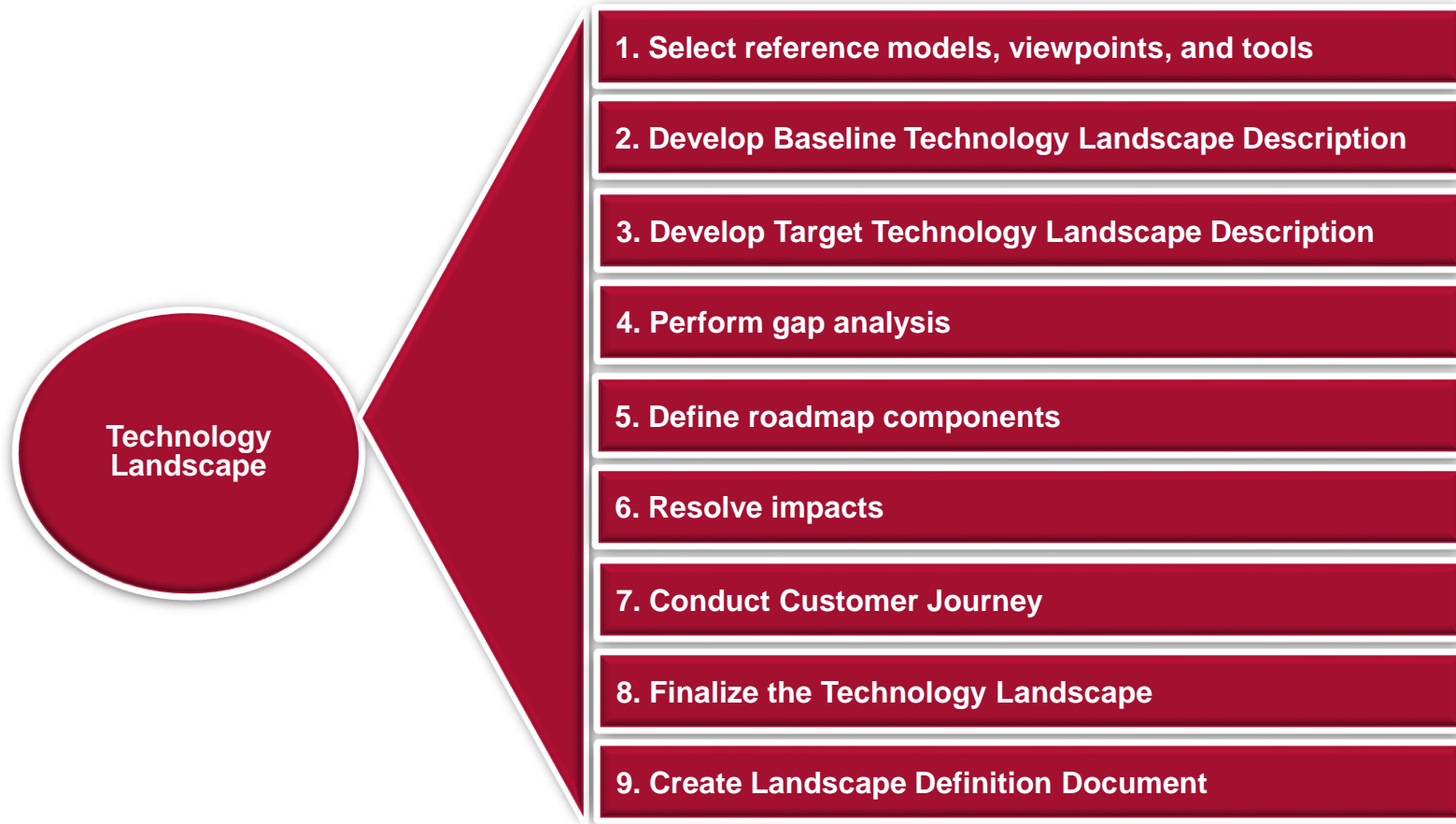
Technology Landscape within Service

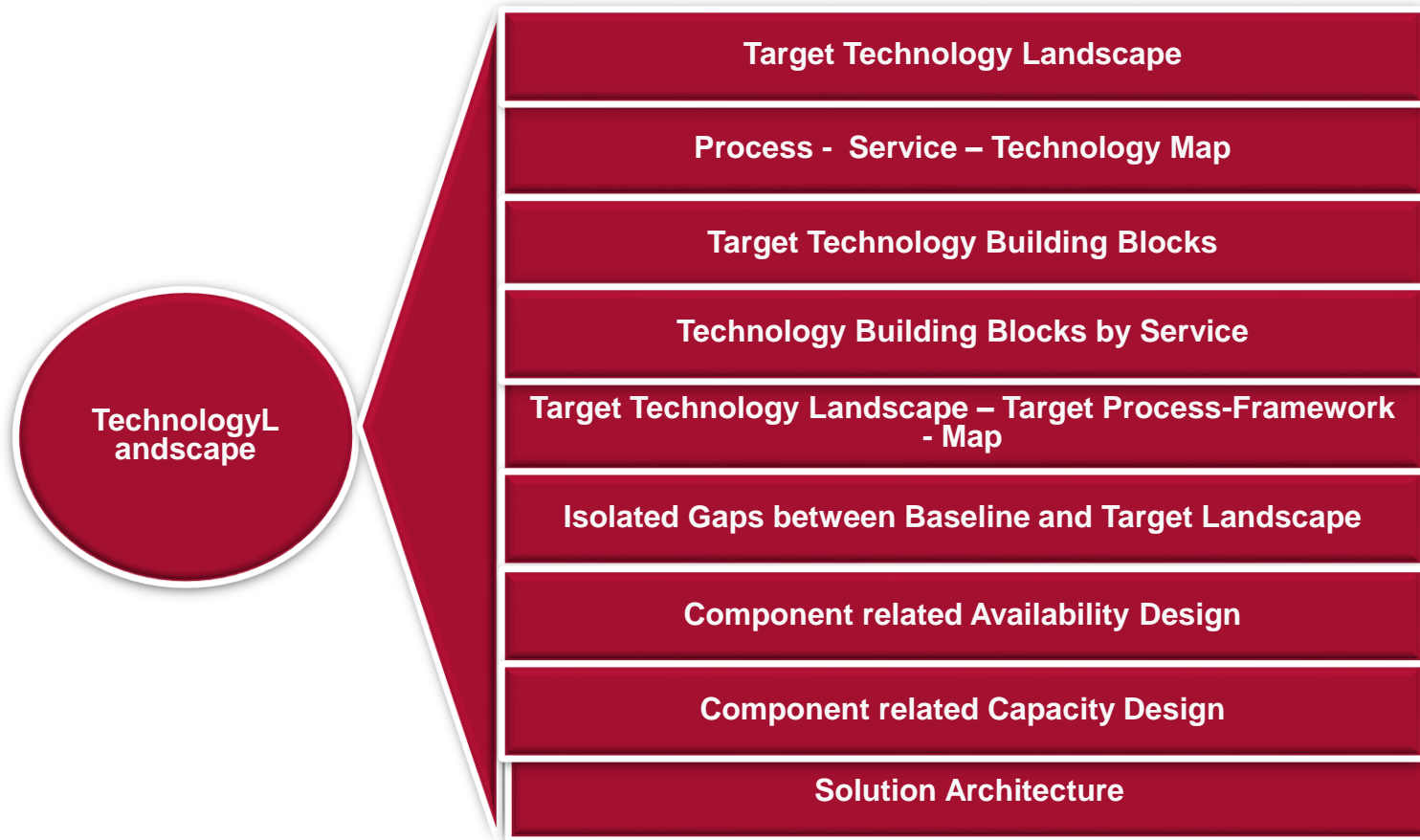
- Objective 1:
 - Develop the Target Technology Landscape that enables the physical components addressing the Service objectives and stakeholder concerns.
- Objective 2:
 - Identify candidate Architecture Roadmap components based upon gaps between the Baseline and Target Technology Landscape

Which Technology Elements are supporting which service-to-Customer-activity-context

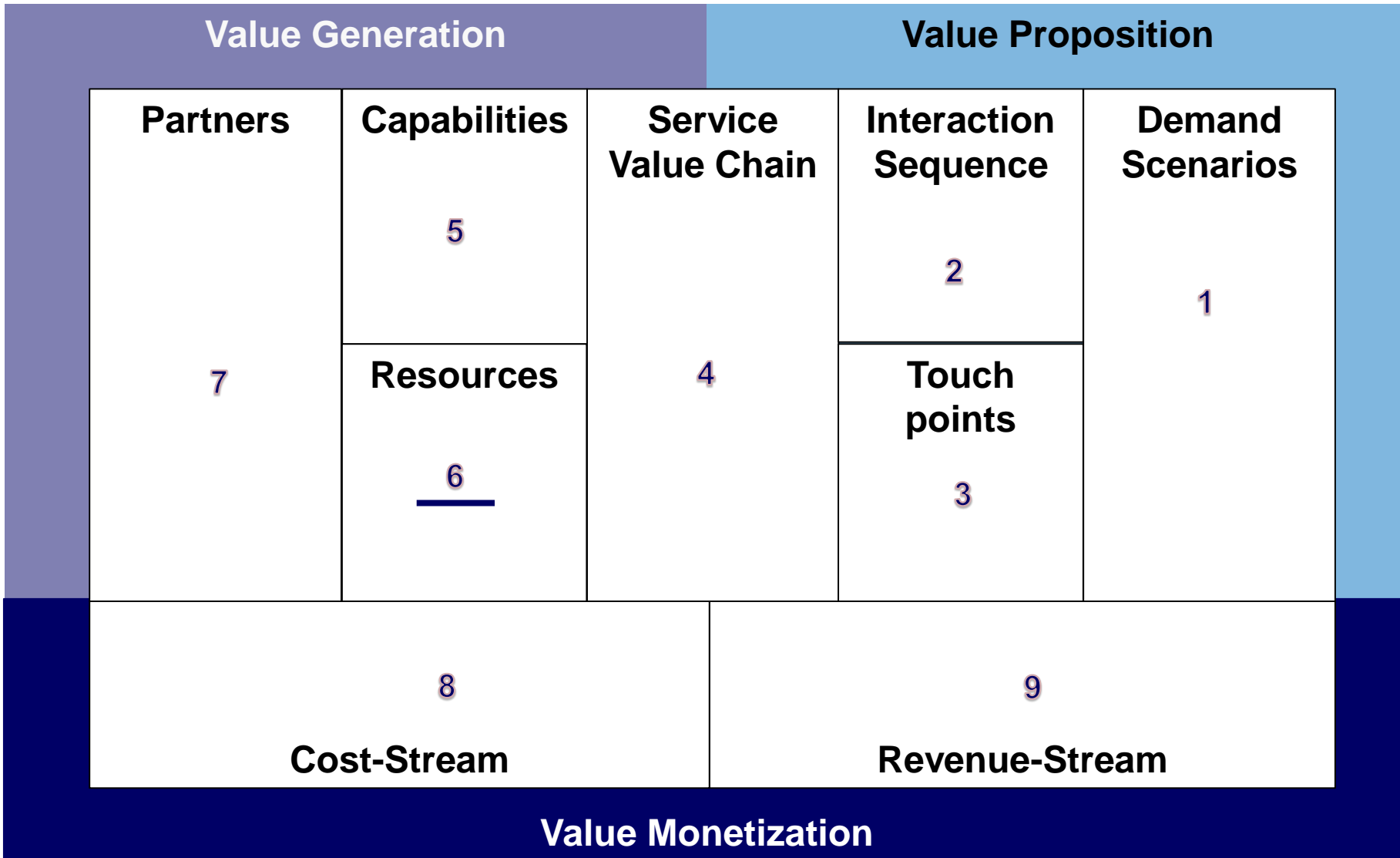
Phase 1 - Input Objects







Outputs and their place in the servicemodel





Objective 1:

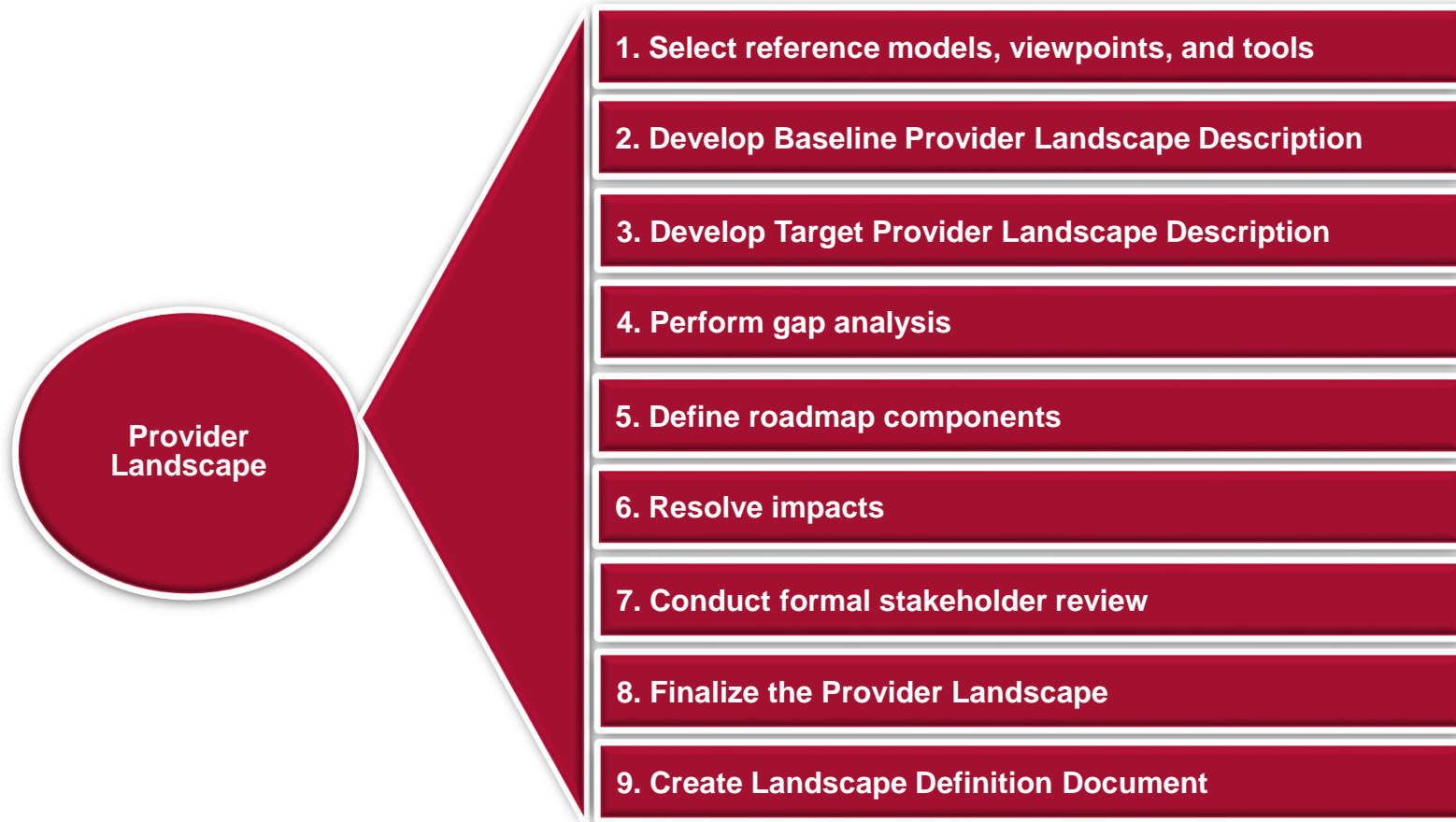
- Develop the Target Provider Landscape that enables the operational support of the service
 - Defining Target Provider Landscape
 - Defining Provider Interfaces for Service
 - Define Provider Governance Structures for Service
 - Define Underpinning Contacts
 - Align Underpinning Contracts with your Service Value Proposition

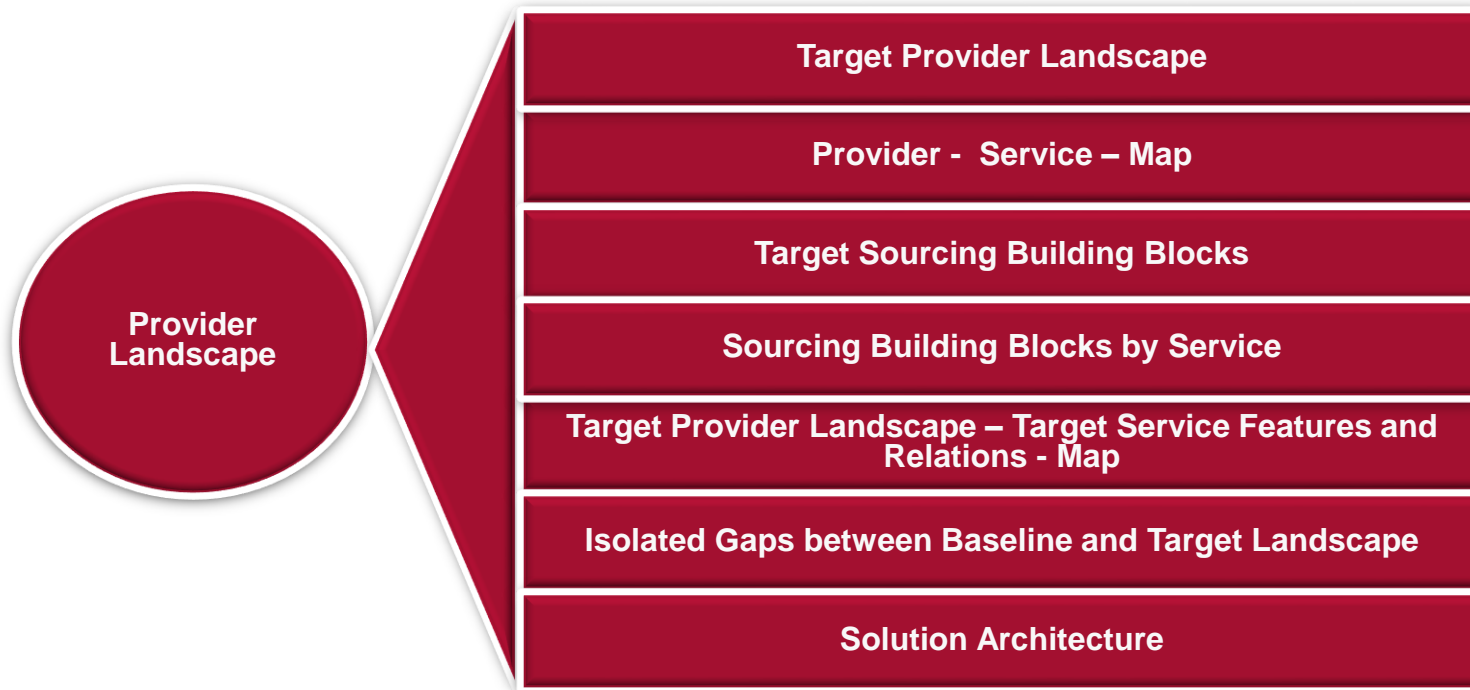
Objective 2:

- Identify Roadmap candidates based upon gaps between the Baseline and Target Provider Landscape

Phase 1 - Input Objects

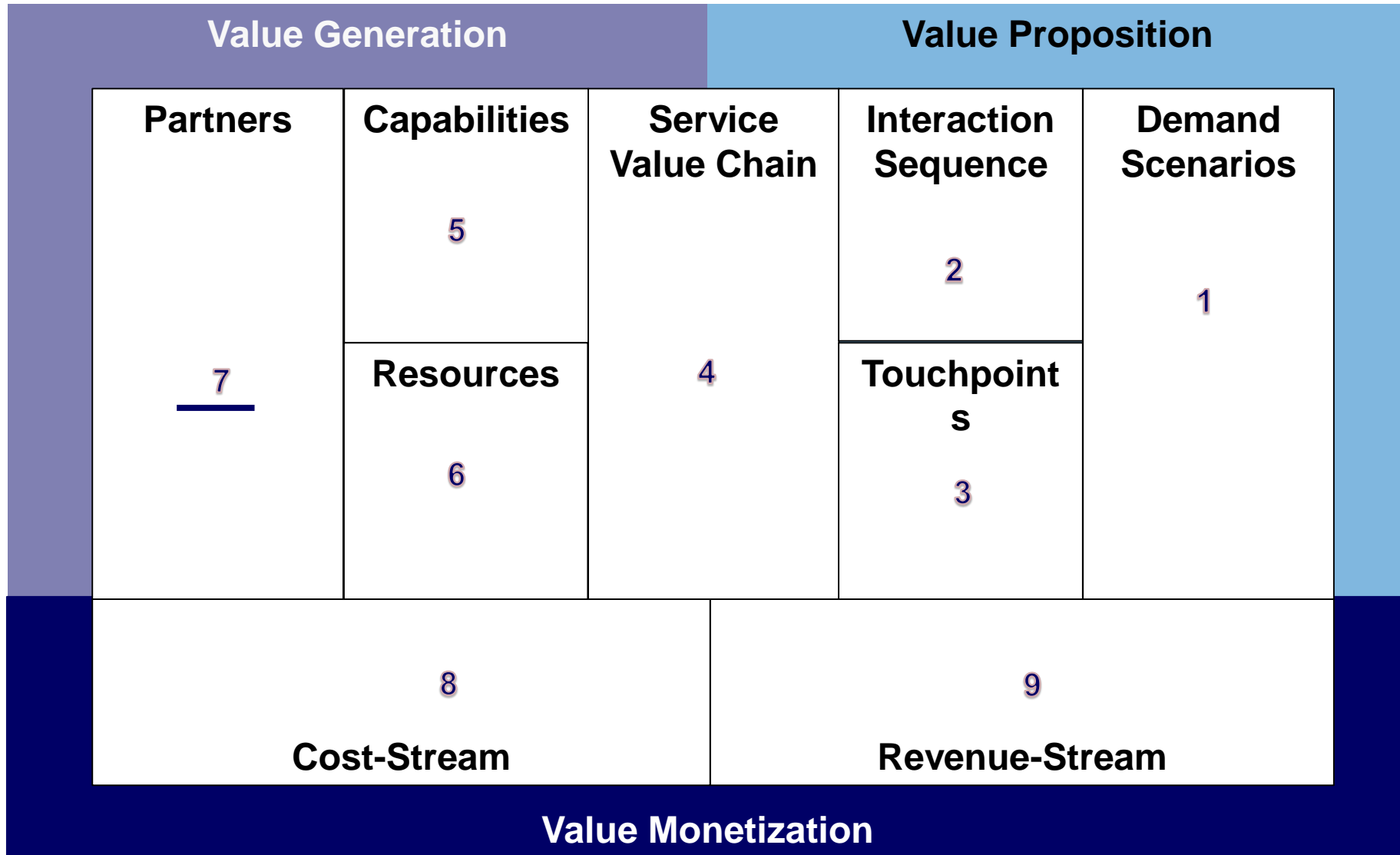




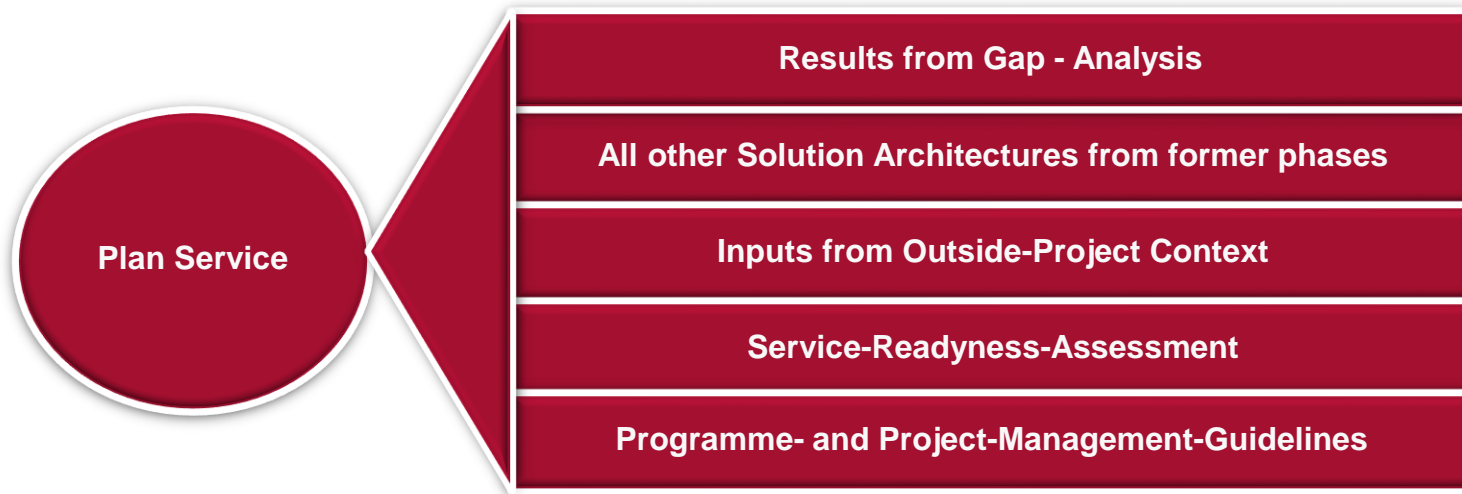


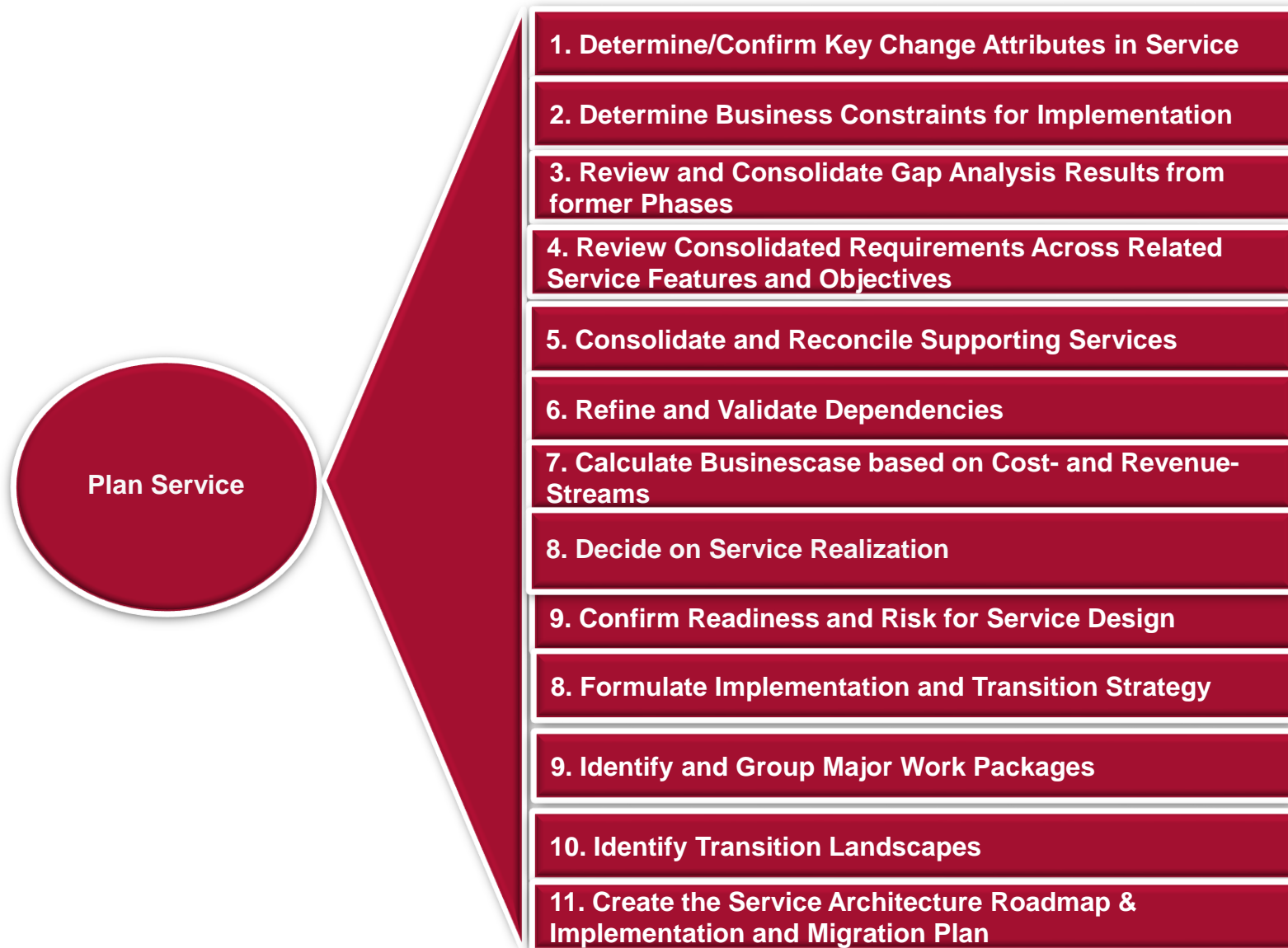


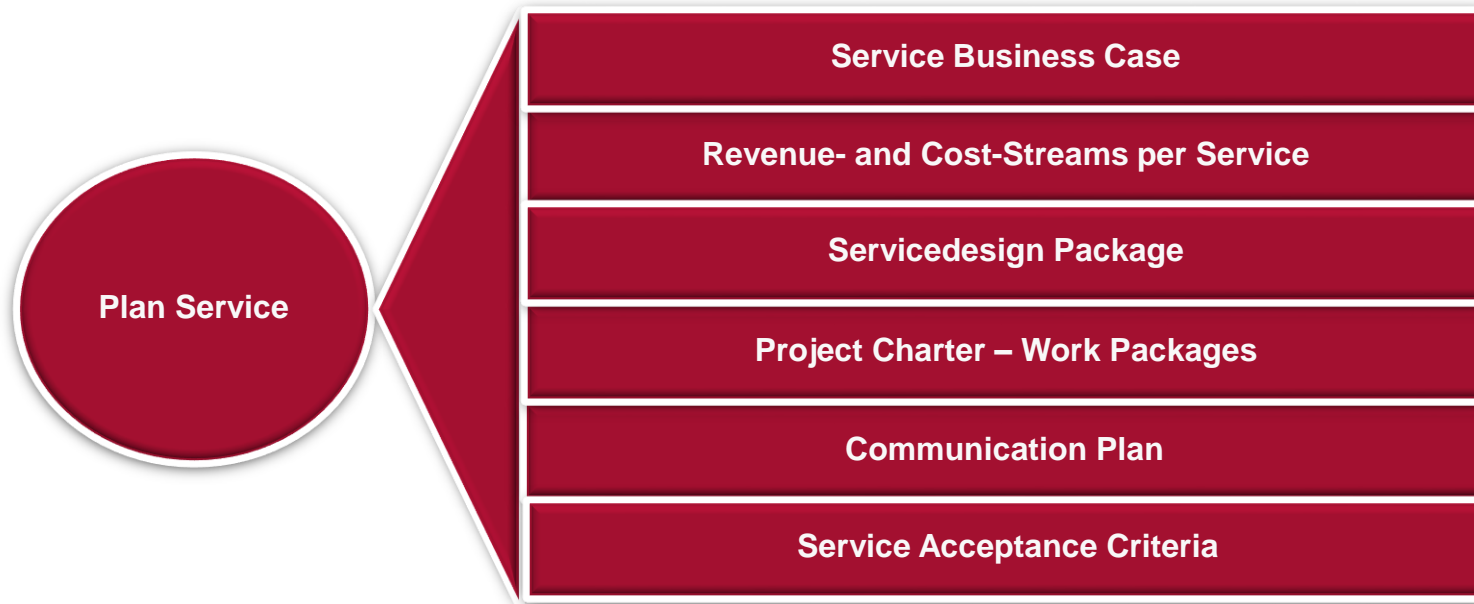
Outputs and their place in the servicemodel



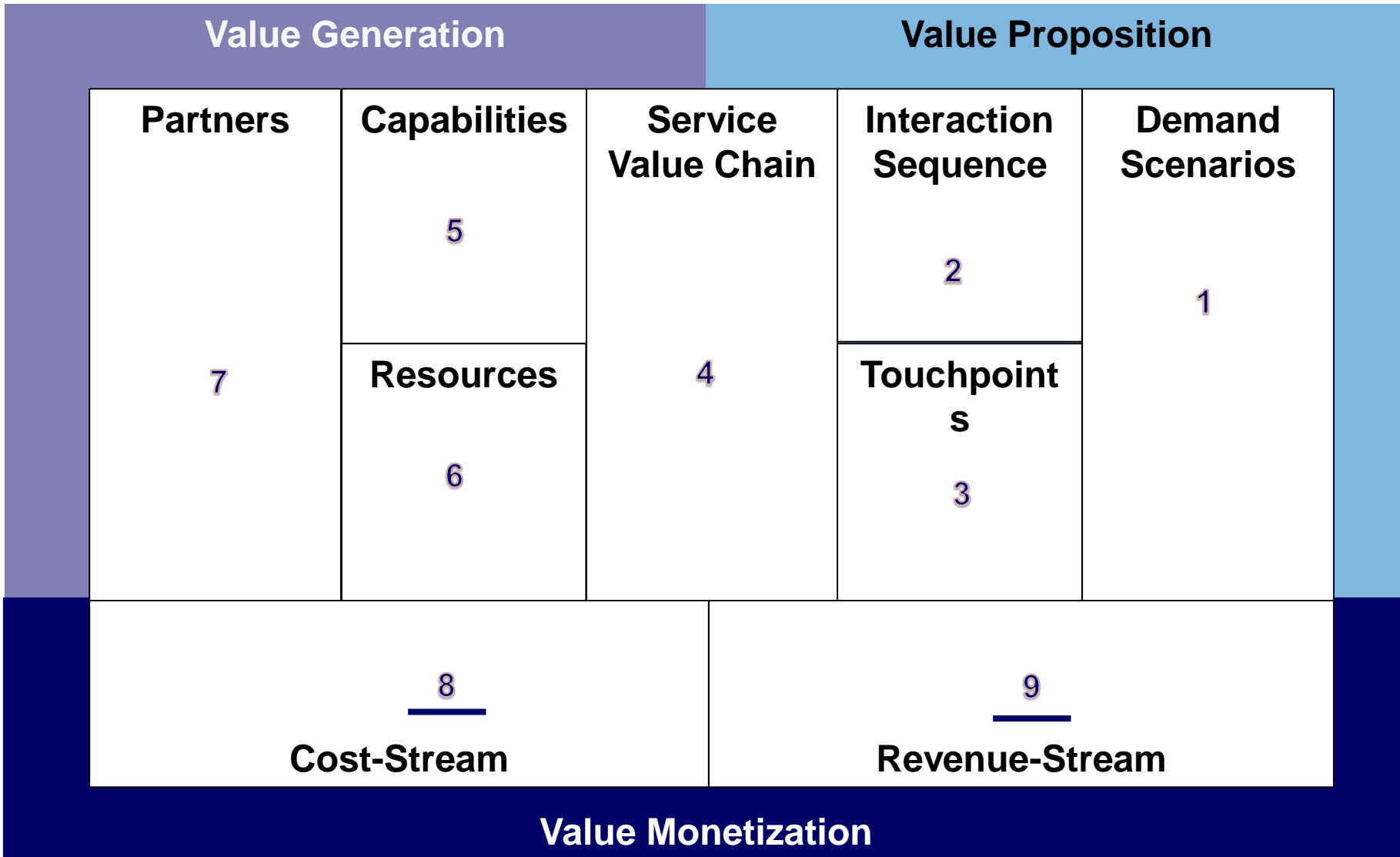
- Generate the initial complete version of the Service design Package and the realization roadmap based upon the gap analysis and the service components
- Determine whether an incremental approach is required, and if so identify Transition candidates that will deliver continuous business value.
- Confirm the enterprise's capability for undergoing change.
- Generate and gain consensus on an outline Implementation and Migration Strategy.







Outputs and their place in the servicemodel





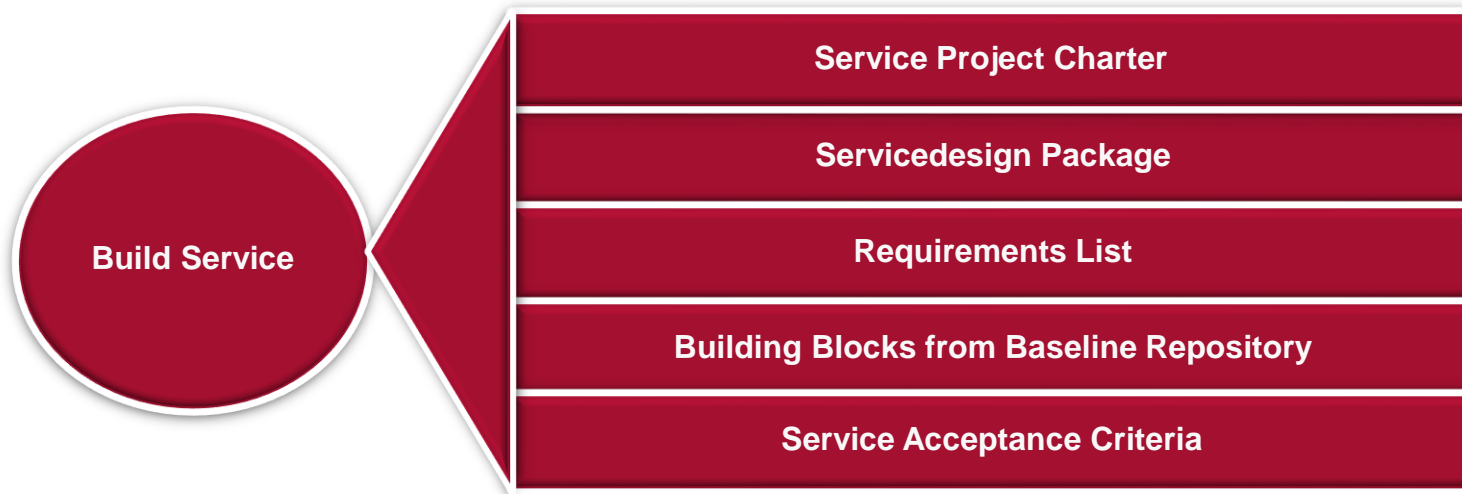
- Develop Service-Components
 - Governance Structures
 - Organisational Structures (Roles, Responsibilities, Functions)
 - Policies and Processes
 - Servicedescriptions, Servicelevel-Agreements
 - Service-Procedures
 - Skillbase for operating the Service
 - Headcount for operating the Service
 - Application-Landscape
 - Technology-Landscape
 - Provider-Landscape

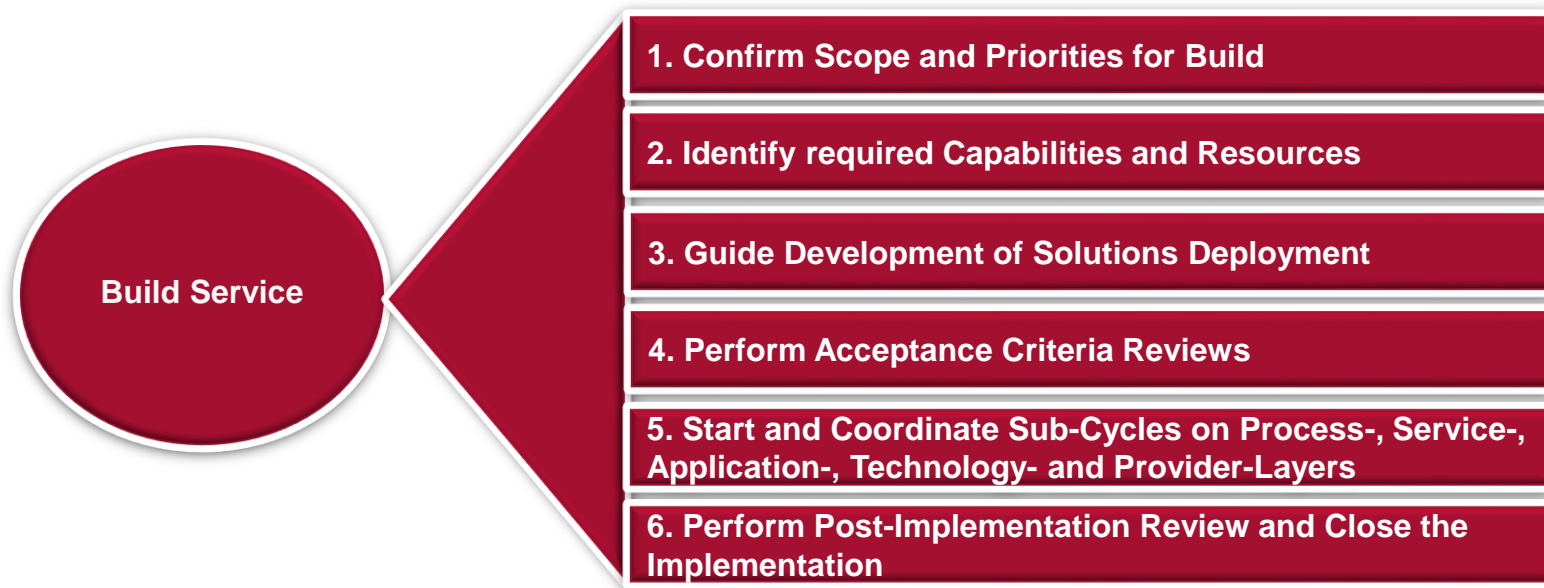
- Ensure that the implementation roadmap conforms the Servicedesign package

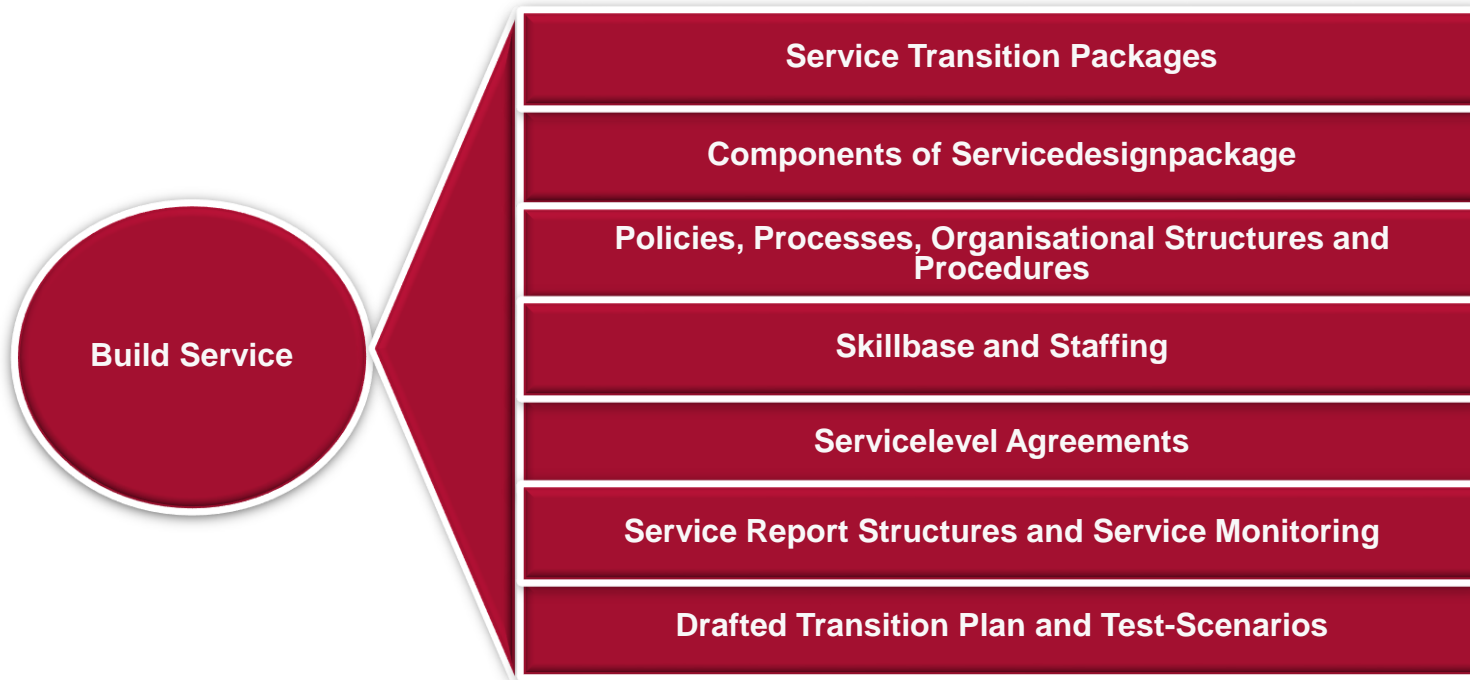
The overall approach is to:

- Establish a project that will enable the delivery of service components agreed for implementation during the Planning Phase
- Adopt a phased deployment schedule that reflects the business priorities embodied in the Project Roadmap.
- Follow the organization's standard for corporate, IT, and architecture governance.
- Use the organization's established portfolio/program management approach, where this exists.
- Define an operations framework to ensure the effective long life of the deployed solution.

Phase 1 - Input Objects









Objective 1:

- Develop the Target Provider Landscape that enables the operational support of Service.
 - Defining Resource-Categories for Service
 - Defining Provider Classifications for Service
 - Defining Provider- and Contractmanagement Policies and Processes
 - Defining Target Provider Landscape

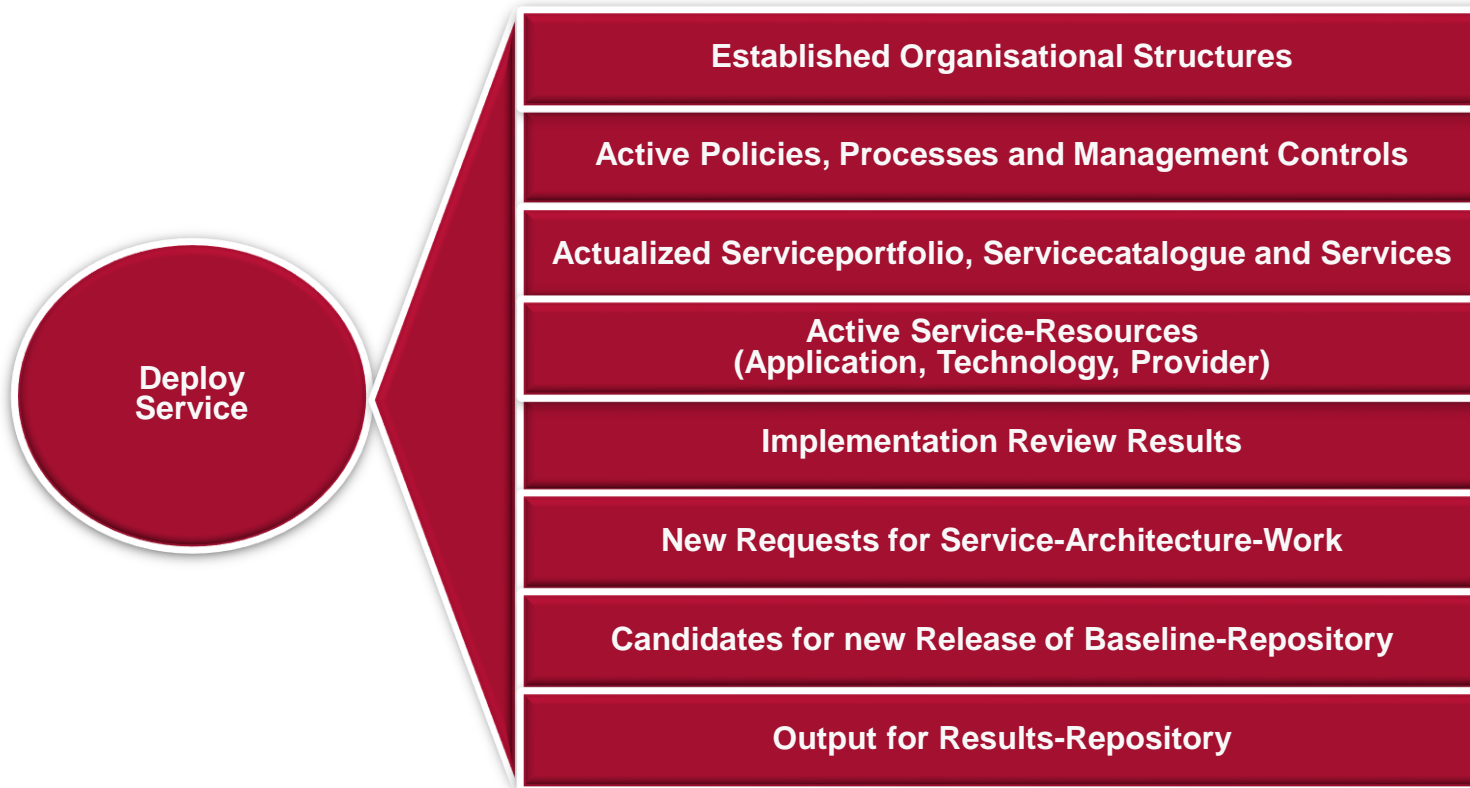
Objective 2:

- Identify Roadmap candidates based upon gaps between the Baseline and Target Provider Landscape

Phase 1 - Input Objects





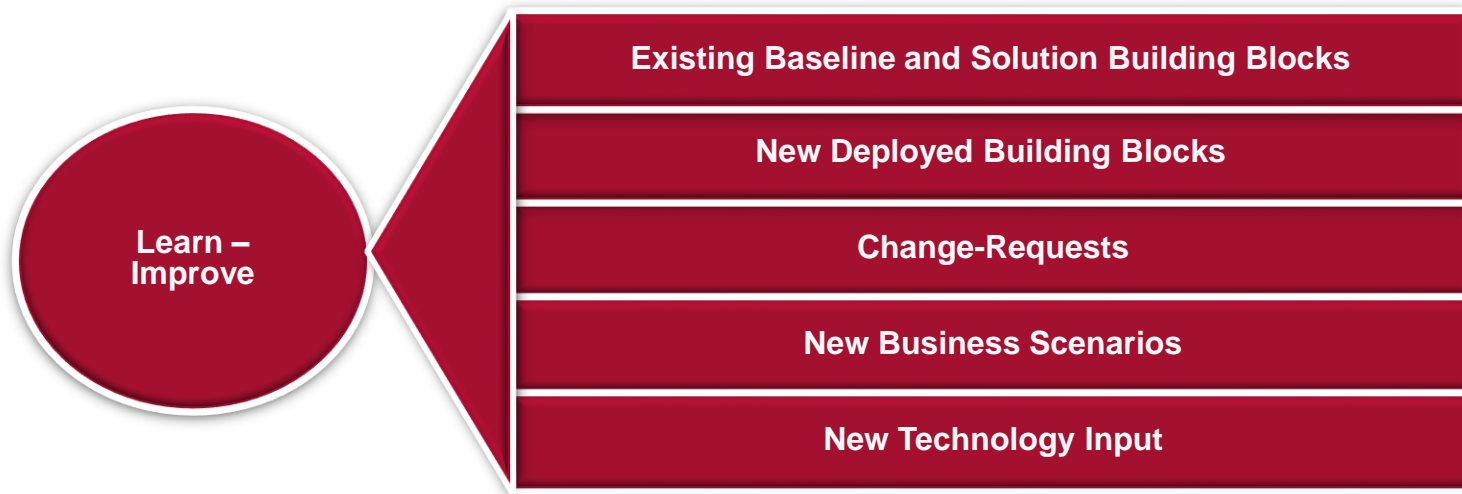




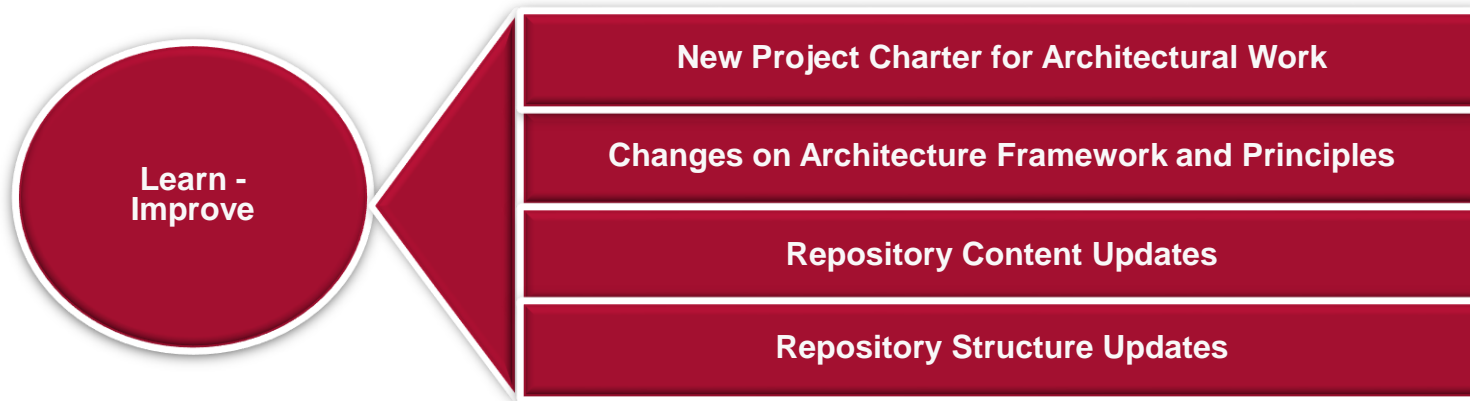
Learn and Improve - Objectives

- Providing continual monitoring and a change management process to ensure that the architecture responds to the needs of the enterprise and maximizes the value of the architecture to the business.
- Preventing “creeping elegance” whilst changing the architecture building blocks within established Service
- Validation of opportunities in adapting
 - Existing Architecture Building Blocks in the Repositories
 - Policies, Processes
 - Serviceportfolio and Servicecatalogue
 - Technologies (Application, Technology)
 - Providers
- Invoking Improvements within Service-Context or Service-Development-Cycle itself
- Keeping Repository-Content actual, complete, accurate and accessible

Phase 1 - Input Objects







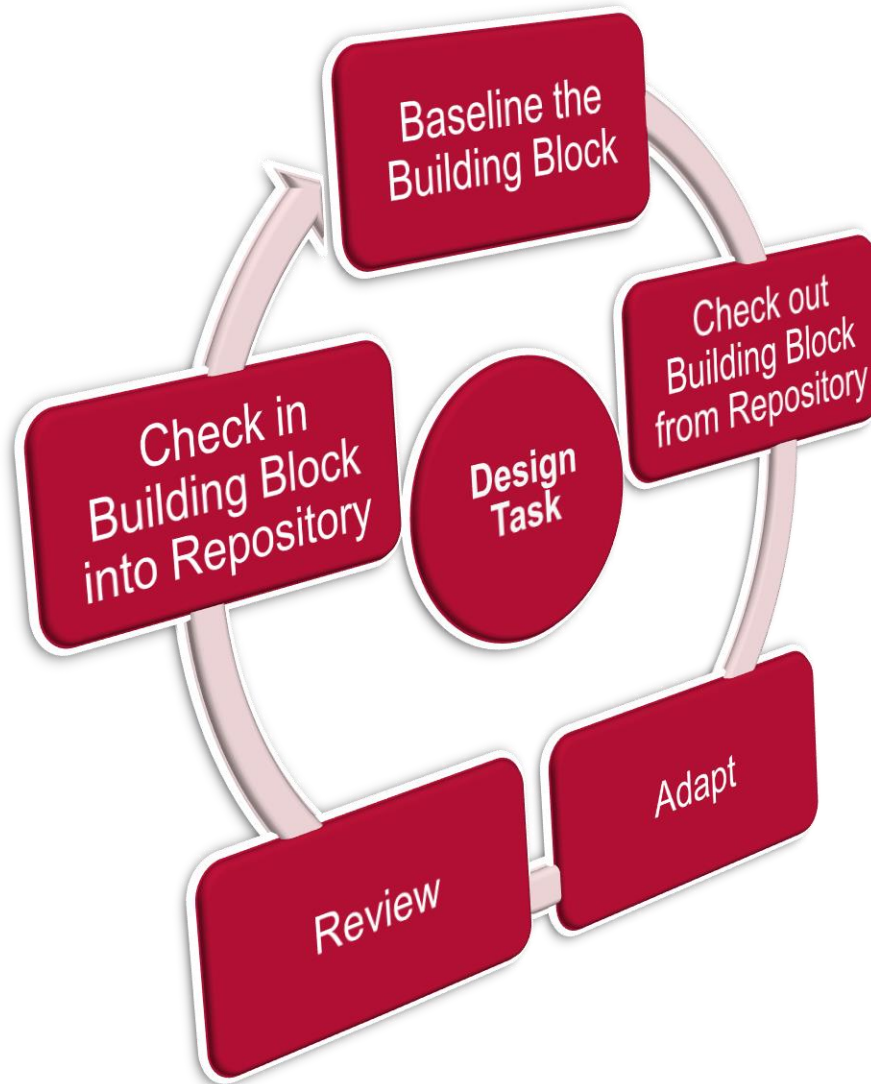
Agenda

- Servicedesign Thinking and Blueprint Approach
- The Service Development Cycle and it's building blocks
- **Blueprints stored in Repositories as success factor in Service realization**



What means Repository Approach

- Work with the principle of Building Blocks
- Use a Repository for your those
- Follow the principle of Re-Useability
- Classify along Evolution History of Building Block
 - Requirements capturing from (pre-phase)
 - Baseline Architecture
 - Target Architecture
 - Solution Architecture
- Solution Building Blocks always have
 - Input- and Output Parameters (often described in Lists)
 - Relationships or Interfaces (often described in a Matrix)
 - Activity or Status Flow (often described in Diagrammes)
 - Are saved and baselined in Repositories
- Consolidate recurring Relationships of Building Blocks in a Blueprint
- Store Building Blocks and Blueprints in a Baseline Repository



Consequences

- Higher frequency in solution deploys
- Consistency within developed solutions
- Higher degree of interoperability within Target Organisations
- Lower Cost of Operation
- Higher responsibility to changes at business level



Dr. Helmut Steigele

Winkel 6

CH 8192 Glattfelden

Tel: 0041 44 300 68 90

Mobile 0041 79 254 57 03

Mail: helmut.steigele@cascadeit.ch

www.cascadeit.ch

www.4servicemanagers.com

www.ea-serviceplanner.com