

SERVICE OFFERING

BI Yield Assessment



Making Business Intelligence Work

BETTER LATE THEN NEVER

When assessing the adoption of a Business Intelligence (BI) solution or tool, the measurement of your return on investment (ROI) is perhaps the most important step you will take. Through the BI Yield Assessment approach, Ensior engages with you in order to carry out a diligent assessment. Our objective is to identify the gap between the existing performance of your solution and then attach it to its potential, and hence yours. In order to realise this, Ensior operates based on a detailed 3-step approach.

STEP 1: IDENTIFICATION & PRIORITISATION – From the inside out

Many organisations misunderstand the actual amount of investment into a BI solution. As a result, true ROI is often skewed. The most fundamental element of calculating any ROI is time. The required timescale to choose, implement and deploy a new solution can be monumental, therefore seriously altering your actual returns. Understanding and using the BI tools, various systems and resources that exist in your organisation can be the difference between black and red. From analysing your stakeholders to your processes, Ensior's team will work closely with you to filter out what you need in order to ensure a positive return both financially and strategically.

STEP 2: GAP & STANDARISATION – Crucial findings

The most important hurdle to overcome once assessing the resources available to you is matching them up against the BI investment already made, your existing budget and your desired objectives as an organisation. The GAP analysis carried out after the prioritisation process helps to identify where attention was and should be. Once the GAP analysis is carried out, Ensior's consultants will help connect the missing dots within your BI activities by standardising both your tools and your processes, allowing everyone involved to sing from the same hymn sheet.

STEP 3: TCO & DELIVERY – Now the real work begins

After the previous steps have been successfully carried out, Ensior's team begins an intricate process intelligence analysis that results in the match-up of the usage, strategic and financial elements of your BI activities. With this in hand a thorough total cost of ownership (TCO) analysis is carried out to assess both direct and indirect BI costs. Finally, the result of these steps is a detailed ROI improvement plan that outlines where your existing spend is, where it should be and also where your BI resources should be allocated.

UNDERSTANDING

It is understandable why some organisations quickly get fed up with technologies that cost more than they are worth. Not being able to realise the value behind any investment is a recipe for disaster. BI has inherent benefits that can be unleashed by simply occasionally reassessing the approach an organisation takes towards it, and realigning that approach where necessary. Our capabilities have allowed us to support organisations in transforming an aging and costly investment into an effective and beneficial environment.

ABOUT ENSIOR Ensior is the Business Intelligence specialist with an extensive and proven track record of almost a decade. We ensure organisations achieve maximum hold on their business processes and enable them to access the necessary information in a timely and accurate manner. Through the application of proven BI technology and our knowledge of the underlying processes, we give our customers a competitive edge. Ensior's commitment to quality and our pragmatic approach underpin our successful reputation in the various industries in which we operate. With offices in the Netherlands, the United Kingdom and South Africa, our team of highly skilled professionals empowers Ensior towards efficient and dependable service delivery. Ensior: Making Business Intelligence Work

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