

Ripose

Rapidly integrates patterns of strategic elements

Strategic planning to implemented solutions

Newsletter ...

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If you have an article you would like to submit, or have a question about any aspect of Ripose, please [contact us](#).

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Editorial comments

Welcome to our first issue of the Ripose newsletter from [our team](#) at Ripose.

For those who have been following our progress, we've decided to formalise our news and developments by producing a quarterly newsletter for your review. We will issue more frequent newsletters when circumstances warrant it.

This issue addresses a few topics, that will bring new readers, associates and clients up to speed with Ripose.

After reading one or two of the articles, some of you may say that Ripose appears to be too simplistic! Perhaps at first glance it is. However, like a formula 1 car, you need to look under the "bonnet" to find the real power of Ripose.

Please also visit the Ripose web site and the resource centre to read or print any of our [brochures](#), [fact sheets](#), [white papers](#), [articles](#) and [press releases](#).

Happy reading

Charles Richter - Managing Director

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What is all the fuss about ...

Since the automation of logic (artificial intelligence), developing and maintaining applications has become more and more expensive.

If the maintenance is successful, then it is money well spent. However, surveys have revealed that less than 25% of all maintenance projects are successful - it seems to make little difference if the organization develops the application in-house, out-sources the development or purchases a package.

This means millions of dollars are poured into the pockets of the developers without adding any real value to anyone else.

This apparent lack of success is merely the symptom of a bigger problem. On the surface the problem appears to be:

- The misalignment of business and IT strategies
- Poor change and project management

These factors contribute more to project cancellations, budget creep or reduced functionality being delivered, than poor maintenance.

Yet today more effort and money is spent on providing better ways of designing and managing applications, than on solving the real problem.

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The real problem is the inability to effectively prioritise all business objectives with their supporting strategies. By effectively we mean rapid, minimizing the expenditure of valuable resources (money and management time) and aligning all management thinking.

It seems senseless to:

- Develop a strategic plan over a 70 day period, which costs over \$750,000 with its objectives being the need for a cost effective accounts receivable solution
- Develop a strategy to develop/purchase and implement an accounts receivable solution
- Have IT recommend and then purchase an accounts receivable solution at a cost of over \$7 million
- Take 180 days to implement the solution
- End up restructuring the organization because the package demands it by making some managers redundant (usually those with long service and tacit knowledge stored in their heads)
- Have to pay the vendor an additional \$30 million to "tailor" the package to meet the organization's specific requirements

Ripose was developed to provide management with better options, quickly and inexpensively.

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The Ripose Technique ...

When a different strategic planning technique emerges onto the scene, there is often speculation about how the organization is going to "make it" in the competitive world of strategic planning. There is even the feeling that some people expect you to fail.

Ripose does not seek to compete with the major players (well not in the short term). It is keen to provide the opportunity for better solutions for a small number of organizations that have had their "fingers burnt" with high fees and poor quality deliverables.

In doing so, Ripose provides a rapid service and quality deliverables for both the objectives and strategies components of the strategic planning cycle. This is achieved without involving the organization's senior managers in lengthy (and often expensive) workshops which, more often than not, leaves them:

- Suffering "burn out" caused by lengthy brainstorming sessions
- Taking their "eyes off the ball" while being separated from their day-to-day activities

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Part of the Ripose Technique is to give organizations a "jump start" by providing two generic templates for the strategic planning initiative:

- A thoroughly tested generic goals template for the objectives component
- A superior generic information model for the business strategy component

We are mindful that a lot of organizations have either:

- Completed their strategic planning initiative
- Will continue to use the same methods as they always have
- Ignore formalising their objective and strategy requirements, preferring to fine tune their operations "on the fly"

To these organizations we offer our Quick Ripose service as a means of "test driving" a quicker, more efficient and cost effective approach to strategic planning.

The full Ripose Technique is available to deliver an in depth and more detailed result.

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What took us so long ...

The concept of Ripose was conceived in 1970 when Charles first realised that writing superior applications was just not good enough.

He was continually asked to alter his applications to accommodate changes which were only revealed once a manager (responsible for the project) tested the application. Sometimes the problems were only revealed when other people used the application.

He found that the cost of changing applications increased dramatically due to the number of people involved and the time they spent away from their daily activities. In addition, because the application specifications did not always reflect all management objectives, multiple releases had to be tested before a satisfactory solution was achieved.

Sometimes, he found that someone else in another part of the organization was busy developing a similar application for a different set of managers using a different technology.

As if this was not bad enough, just when he thought his solution was stable, changes in technology/management/direction occurred, forcing him to repeat almost the whole of the cycle again.

Trying to develop a technique which would reduce the risks brought about by technology changes, reduce the lengthy design cycle, improve management efficiency (by eliminating redundant strategies) and reduce costs, were the goals Charles set out to achieve.

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After more than 15 years of research, consulting, development and refining, the Ripose Technique was finally born.

It then took a further 10 years of research co-operating with associates and refinement to bring Ripose to where it is today.

These are some of the major changes:

- The Ripose compilers now called the CASPAR (computer assisted strategic planning and reasoning) engine - upgraded from an earlier version of Windows to run on the latest Windows operating platform
- The Ripose Technique itself - distilling the conceptual and logical phases into the objective and strategy components
- Distributing our message - from facsimile to using the Internet
- Continually upgrading our web site - from a presence to brochure-ware
- The documentation - developed quality brochures, fact sheets, articles and white papers
- The packaging of the Ripose products and services - the Quick Ripose, objectives and strategies
- The support kits - sales kit and consultants' handbook
- The training courses - added new tutorials

Ripose implements the goals Charles set out to achieve all those years ago. You can now benefit from all this knowledge and experience.

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A Quick Ripose ...

The [Quick Ripose](#) was developed to demonstrate how quick and painless the Ripose Technique can be. It is developed by using non-sensitive information contained in documents open to the public. This helps limit the time we need to spend with your management. We provide the following choices:

- A preliminary Quick Ripose (for a prospect), will require a total of 1 hour of a senior manager's time (a half hour to enable them to provide us with a copy of the public document and a half hour presentation). The preliminary Quick Ripose can be delivered within several days of a prospect's agreement to proceed
- A client Quick Ripose costing \$5,500, will require 2 hours of a senior manager's time (a 1 hour goal ranking session and 1 hour presentation). The client Quick Ripose can be delivered within a week of a client's agreement to proceed

In both cases the "Quick Ripose Strategic planning - Objective" document produced from information contained in public documents will be delivered.

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The Quick Ripose Strategic planning - Objective document contains the following sections:

- A management summary - A summary of the findings. This includes an overall business scorecard (clients only), key mitigating factors supporting the weakest goals (clients only) and the key KPIs needed to turn the weakness into a strength. (If you do not find your weaknesses, they may be uncovered and exploited by your competition)
- The goals - the 1-4-11 statements representing the 1 purpose, 4 missions and 11 critical success factors (CSF) of the organization.
- The key performance indicators (KPIs) - The measures that are required to support some of the critical success factors

It is interesting to note that several people have raised the issue that key performance indicators are needed for more than just the financial aspect of an organization. Using the Ripose Technique, we enable management to identify KPIs for all their 11 CSFs.

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