

Estimated savings

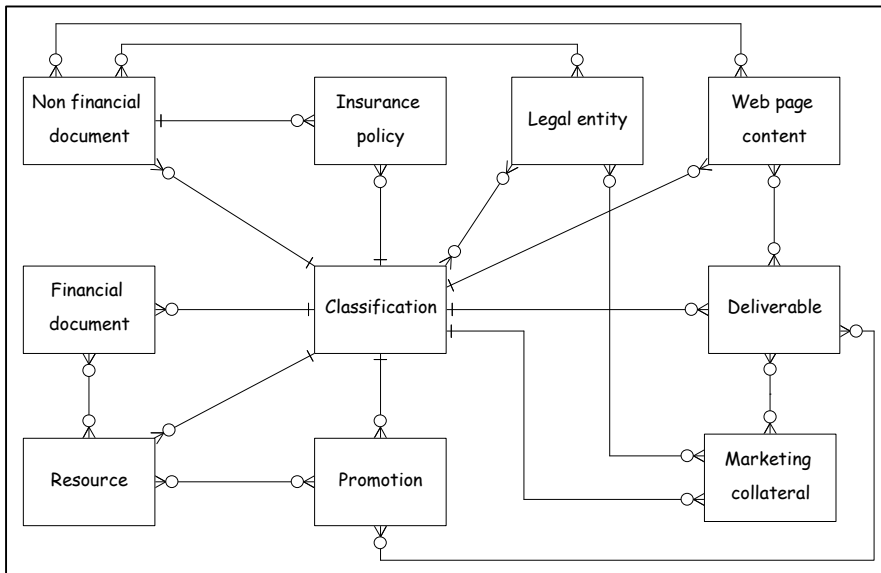
This fact sheet provides an example of the savings you can make using the Ripose Technique when compared to an approach, which starts off by identifying a high-level corporate data model.

The following table shows the estimated costs associated with producing an IT strategic information plan using a high-level corporate data model which would produce an entity count of c. 10 for the corporate data model and when decomposed an entity count of c. 150.

Deliverable	Attendees	Days	Management cost	Consultant	Total
Corporate model	15	5	\$10,500	\$50,000	\$60,500
Decomposition	10	15	\$56,000	\$300,000	\$356,000
Business plans	10	5	\$56,000	\$100,000	\$156,000
Report	2	30	\$42,000	\$600,000	\$642,000
Presentation	5	1	\$7,000	\$10,000	\$17,000
Totals		56	\$171,500	\$1,060,000	\$1,231,500

Cost per entity - \$7,697

The following diagram is an example of the initial corporate data model:



Assumptions

Management costs:

- Corporate model, report & presentation 1 hour @ \$700/hour
- Decomposition & business plans @ \$560/day

3 consultants @ \$5,000 per day per consultant

Days = elapsed days

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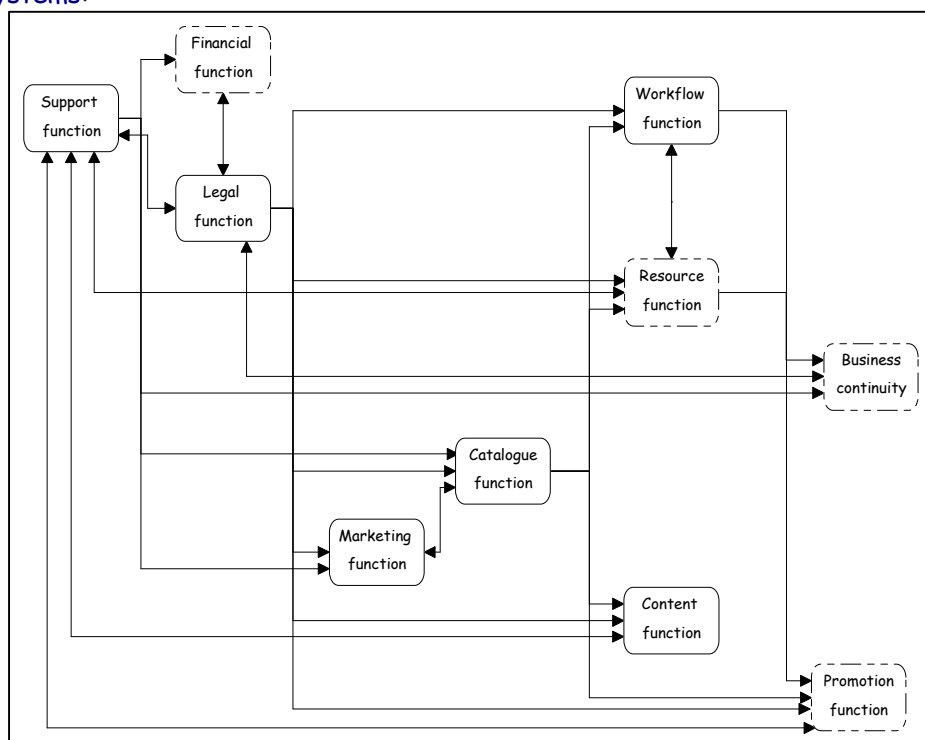
The following table shows the estimated costs associated with producing a similar plan using the Ripose Technique where an entity count of c. 330 would be produced in the information model. In the course of our analysis we will deliver an additional 203 strategic elements (goals, KPIs, business statements, business functions/strategies and systems/plans):

Deliverable	Number of attendees	Days	Management cost	Cost of deliverable	Total
Goal seminar	5	1	\$3,500	\$2,000	\$5,500
Goals & KPIs	15	5	\$10,500	\$30,000	\$40,500
Business plans	10	5	\$7,000	\$4,000	\$11,000
Information model	15	5	\$10,500	\$10,000	\$20,500
Proof of concept	2	5	\$1,400	\$75,000	\$76,400
Prepare presentation	1	5	\$700	\$10,000	\$10,700
Presentation	5	1	\$7,000	\$2,000	\$9,000
Totals		27	\$40,600	\$133,000	\$173,600

Cost per entity - \$526

Cost per element - \$326

The following figure represents the 330 entities grouped under their appropriate business function. Each business function is supported by its systems:



Assumptions

Management costs - \$700/hour
 Management time - 1 hour per session (maximum 3 sessions)
 Day = elapsed day

Ripose Technique savings

- 29 Days - a 107% saving
- \$130,900 management time - a 322% saving
- \$927,000 for deliverables - a 697% saving
- \$1,057,900 total - a 609% saving
- \$7,171 per entity - a 1,363% saving
- \$6,156 per element - a 1,890% saving

Features

- Business statements
- Goals
- Measures
- Metrics
- Information model
- Change management

Benefits

- Align internal and external views
- Helps distill 'business plan on a page'
- Reduce cost of strategic planning exercises
- Sets priorities
- Reduces redundancies
- Provides a track record of achievements
- Business functions are now prioritized

Conclusion - Can you afford *not* to use the Ripose Technique?