

# Business Analysis &



# Business *Analyst* Solutions

Business analysis training, recruitment and consultancy

## ***This presentation will...***

...introduce you to the 'what', 'when' and 'why' of Business Analysis

...outline the **value** of Business Analysis

...outline how **BA Solutions** can help you

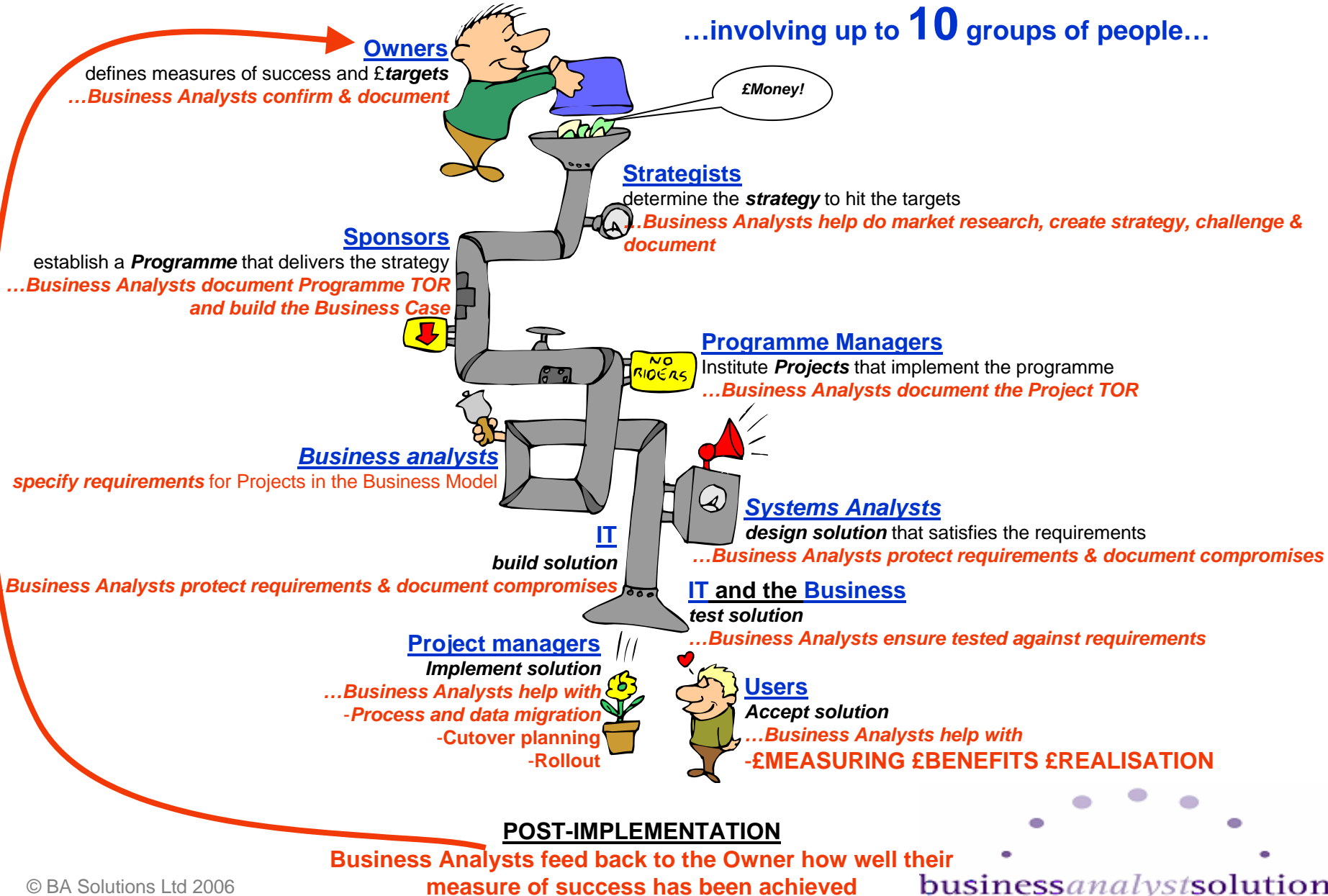
**Delivery is not necessarily the best  
time to analyse user requirements**

**Urban Wisdom**

# When & Where are Business Analysts involved and how do they help?

There is a chain of reasoning that leads from the statement of a problem to the implementation of solutions...

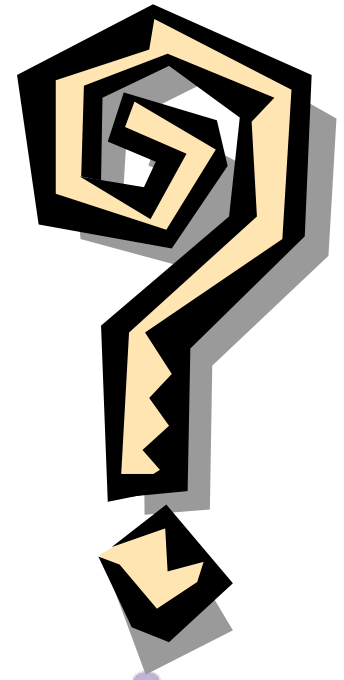
...involving up to **10** groups of people...



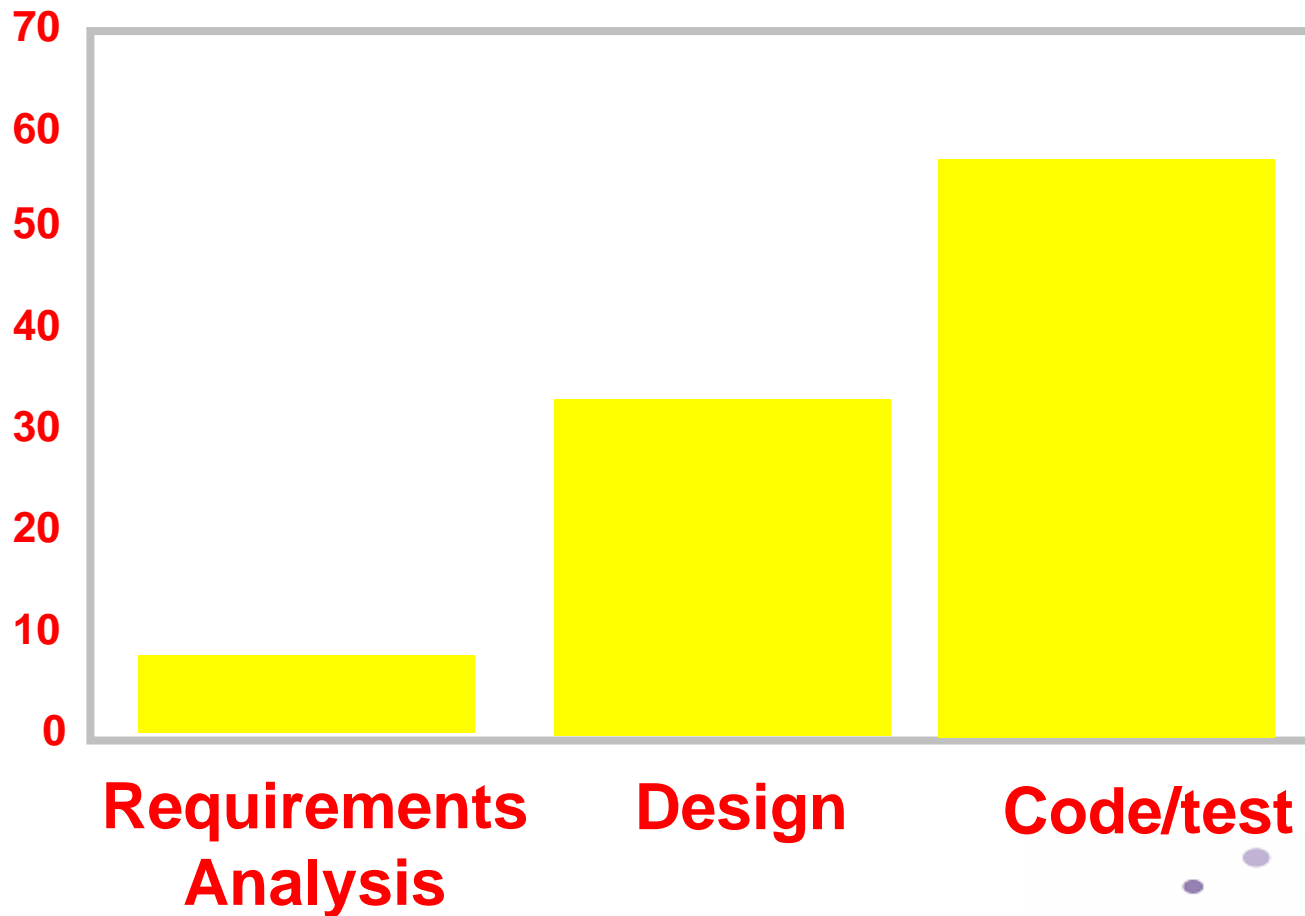
# Why Analysis Is Important

**What percentage of effort does your organisation spend on:**

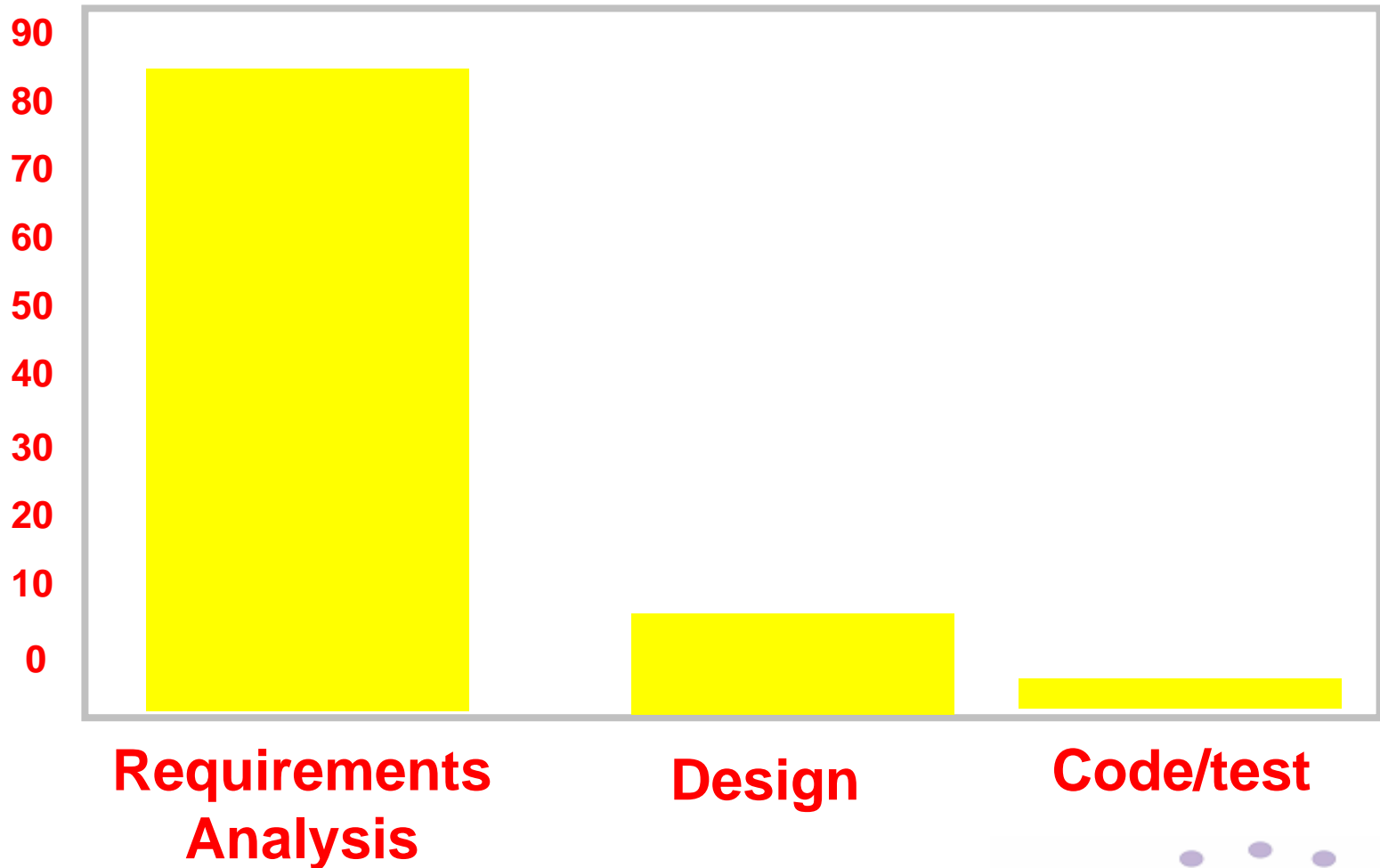
- **Requirements Analysis**
- **Design**
- **Coding/Testing**



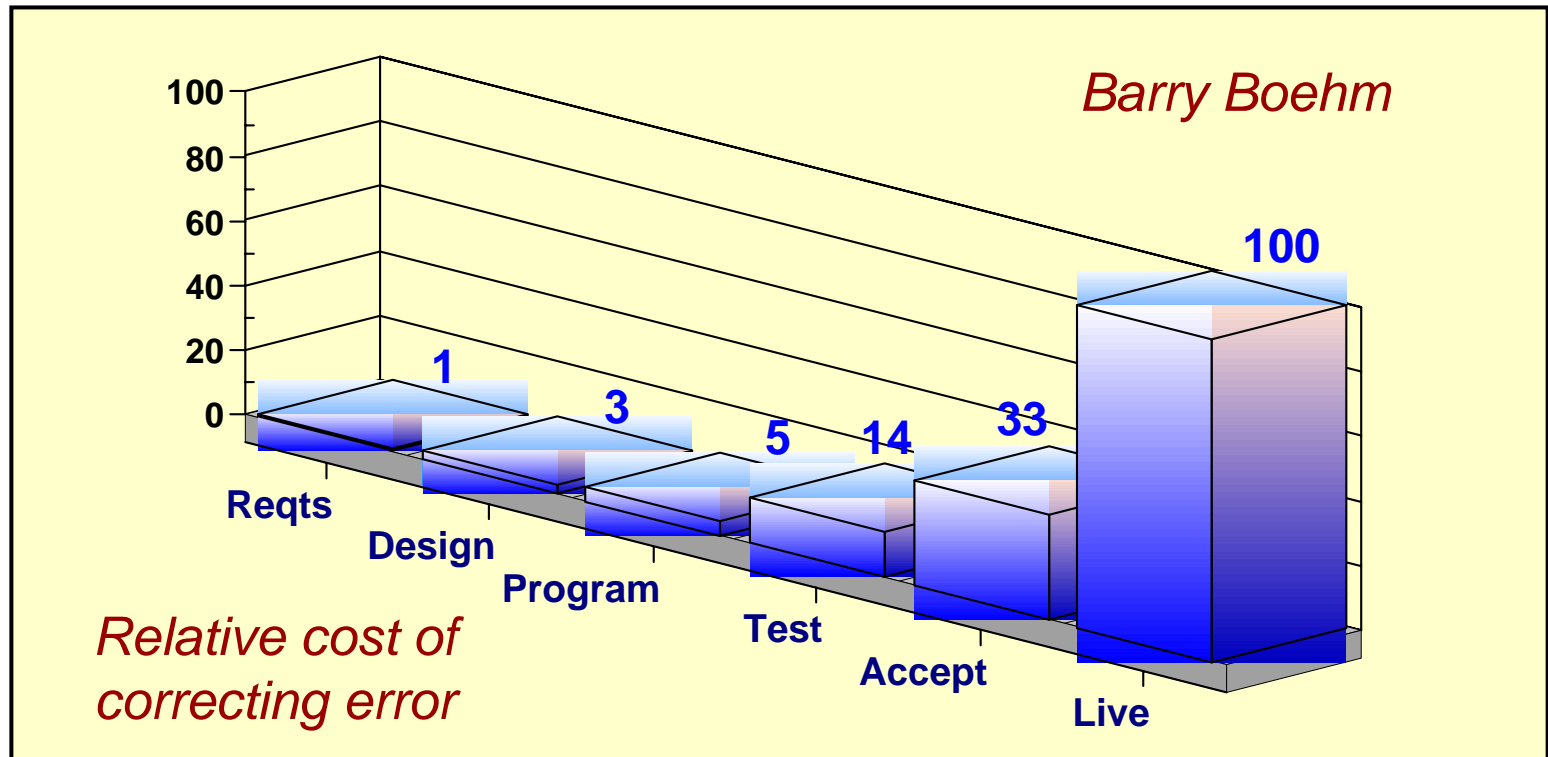
# Average actual effort spent on each stage of the development cycle



# Average Proportion of Errors Built in During Development



# Relative Cost of Correcting Requirements Errors

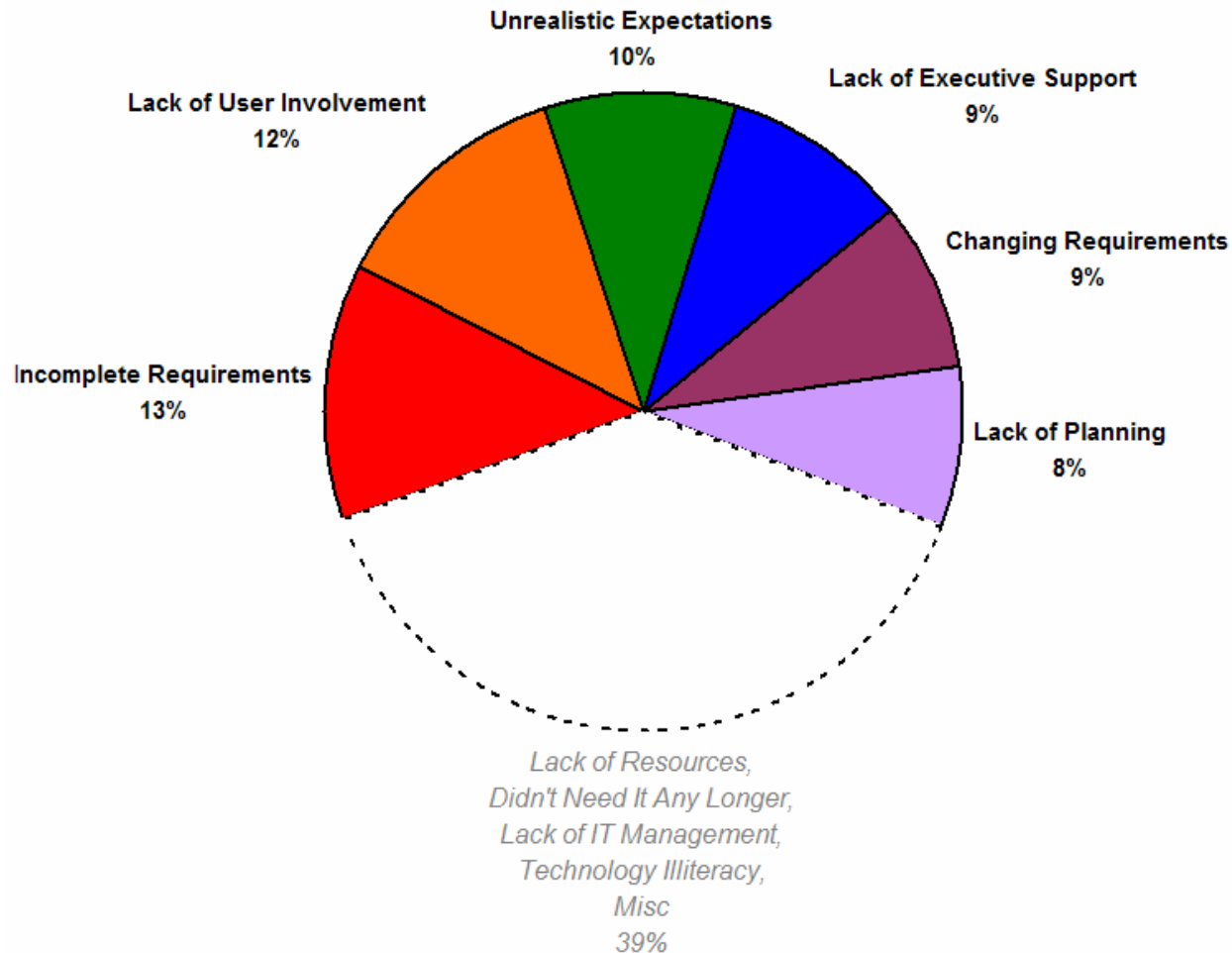


# How Analysis Helps

## The Standish Group “Chaos Report” (1995)

**The** landmark study of project failure covering 365 executive managers and 8,380 applications in all major industry segments including: banking, retail and wholesale.

***Analysis will help mitigate over 60% of factors that cause project failure***



# How Much Poor Analysis **£**Costs

- **40-56%** of bugs can be traced to requirement errors and finding and fixing requirement errors consumes **70-85%** of project rework costs
- The average project exceeds its planned time schedule by **120%**
- **52.7%** of projects will cost **189%** of their original estimate
- Only **16.2%** of projects will be completed on time & on budget
- Even in large companies, only **9%** of projects meet original time/budget schedules
- **30%** of projects are cancelled before completion

# So – Business Analysis is needed... ...what next?

**There are a number of steps to take to establish an operational Business Analysis function:**

**Design the  
B.A. Function**

**Recruit the  
B.A. Function**

**Train the B.A.  
Function**

**Equip the  
B.A. Function**

**Monitor and  
Support the  
BA Function**

# How can **BA Solutions** help?

Design the  
B.A. Function

## Design of the Business Analysis function

Terms of reference  
Business Analyst Profile

Recruit the  
B.A. Function

## Recruitment of permanent and contract analysts

Source candidates internally and externally  
Qualify CVs  
Interview – conduct them or just assist with them  
Assessment centres  
Manage contracted analysts placed by BAS

Train the B.A.  
Function

## Training courses for analysts

Fundamentals of Business Analysis  
Process Modeling  
Data Modeling  
Introduction to Testing  
BPMN  
ISEB accreditation  
Essential Skills for Business Analysts  
Workshop Facilitation  
Conflict resolution  
Strategic Thinking

Equip the  
B.A. Function

## CASE tool recommendation - independent

Assessment of requirements  
Recommendations and benefits assessment

Monitor and  
Support the  
BA Function

## Monitor and Support for analysts

Phone and email post training  
Refresher training  
Mentoring  
Q/A reviews of analysis deliverables

# Who Are **BA Solutions**?

- **BAS** are highly experienced Business Analysts
- We have extensive practical experience in a wide range of industry sectors including retail, banking, utilities, software houses
- We have worked in IT departments and within Businesses at every level from Majority Shareholder/Owner to Managing Director to shop floor workers
  - **average satisfaction score for delivered services is 92%!**  
(Source: Client feedback forms)

...and what is the **BA Solutions** mission?

**To support the whole Business Analyst 'life cycle' and provide whatever services clients need in order to set up and run a Business Analyst function.**

# BA Solutions

Just some of our Clients...

**Christian Aid**  
**D S Data Training Ltd**  
**Diligenta Ltd**  
**Hewitts Ltd**  
**HSBC**  
**Littlewoods Shop Direct Group Plc**  
**Network Rail**  
**Norwich Union**  
**O2**  
**Otto Plc**  
**Scottish Water**  
**Suffolk County Council**  
**The Law Society**  
**Transport For London**  
**Zurich International Solutions Ltd**

# Thank you for your time.

If you would like to discuss anything further, please contact **BA Solutions**

web: [www.BusinessAnalystSolutions.com](http://www.BusinessAnalystSolutions.com)

mail: [Guy@BA-Solutions.co.uk](mailto:Guy@BA-Solutions.co.uk)

phone: 0845 166 2161

address: 6 Mickle Gate,  
Peterborough, PE3 6SU

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