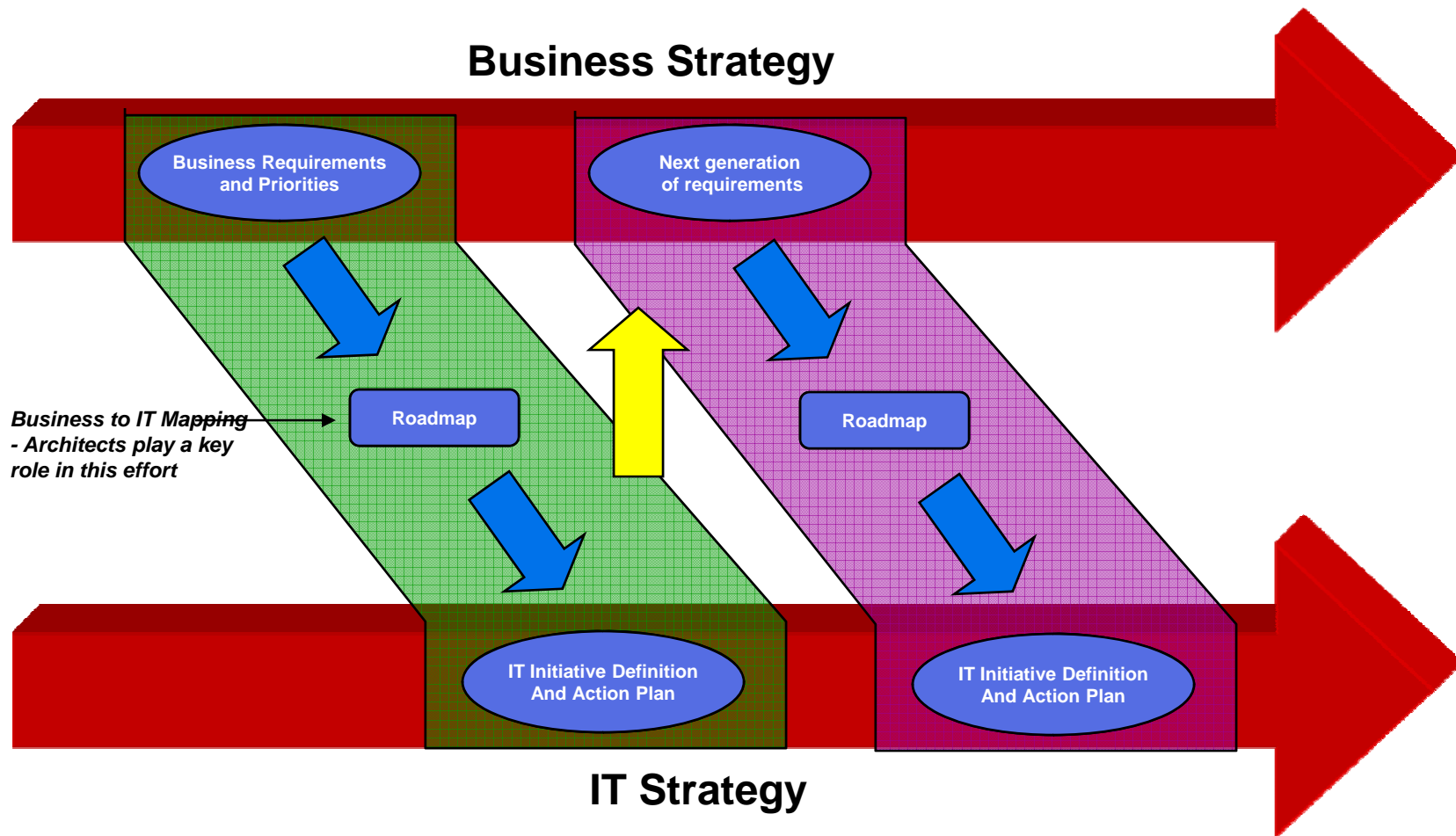


# Need for an Enterprise Architecture Roadmap

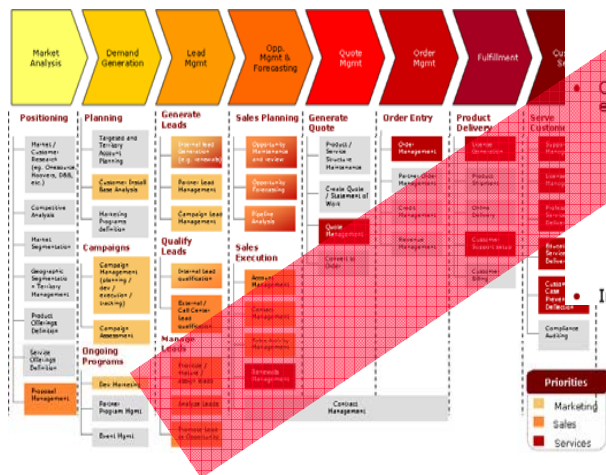
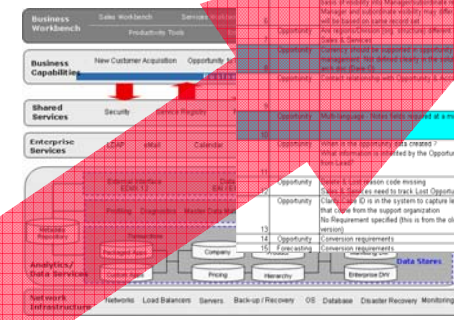
IT Enterprise Architecture roadmap ensures that we are building components and apps in alignment with business priorities



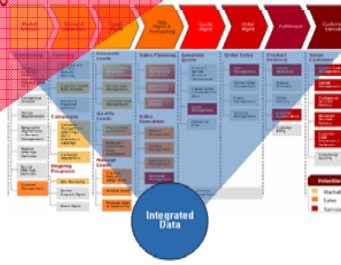
# This is what the architects do best – mapping business needs to IT deliverables

- Assist in mapping the IT strategy to business strategy (education, tools, standards, etc.)
- Interview business representative to understand their goals (high-level as well as part of the project teams)
- Identify technology that best fits the business needs and develop prototype / proof-of-concepts (Project management)
- Participate in requirements gathering to ensure completeness and provide guidance to business on alternatives to enable timely delivery of solutions
- Identify dependencies and integration points
- Guidance on development process

ID	Subarea	Issue	Priority	Comments	Status	Creation Date	Notes
1	General	CRM data needs to be updated across the board to accurately reflect roles. For example, the Role Hierarchy defined for Performance Services (PS)	High		Open	9-Mar-05	
2	General	Global Commission report line analysis: nullifications on top of vanilla Order	High	CRS line needs for only the PS	Open	9-Mar-05	
3	General	Localization requirements need to be open to not further. Original exception - null language for Quoting only. This has changed and there is a possibility that the US may also need	High		Open	9-Mar-05	
4	Opportunity	Can all these scenarios be supported on opportunity? Some are not but they are needed for the PS	High		Open	9-Mar-05	Refer to Item 1
5	General	What are the requirements for the PS? The PS is a new product and we need to ensure that the PS is supported by the system. The PS is a new product and we need to ensure that the PS is supported by the system.	High		Open	9-Mar-05	Refer to Item 1
6	General	What are the requirements for the PS? The PS is a new product and we need to ensure that the PS is supported by the system. The PS is a new product and we need to ensure that the PS is supported by the system.	High		Open	9-Mar-05	Refer to Item 1
7	General	What are the requirements for the PS? The PS is a new product and we need to ensure that the PS is supported by the system. The PS is a new product and we need to ensure that the PS is supported by the system.	High		Open	9-Mar-05	Refer to Item 1
8	General	What are the requirements for the PS? The PS is a new product and we need to ensure that the PS is supported by the system. The PS is a new product and we need to ensure that the PS is supported by the system.	High		Open	9-Mar-05	Refer to Item 1
9	General	What are the requirements for the PS? The PS is a new product and we need to ensure that the PS is supported by the system. The PS is a new product and we need to ensure that the PS is supported by the system.	High		Open	9-Mar-05	Refer to Item 1
10	General	What are the requirements for the PS? The PS is a new product and we need to ensure that the PS is supported by the system. The PS is a new product and we need to ensure that the PS is supported by the system.	High		Open	9-Mar-05	Refer to Item 1



- Three major initiatives required to complete the end-to-end integration of the revenue generation process
  - Company Lifecycle Management
  - Marketing Automation
  - Quote to Fulfillment process
- Consistent approach required for each of the initiatives
  - Business defines the process
  - Business defines the enterprise data needs
  - Develop appropriate infrastructure as required
  - Business project teams develop capability
- Initiatives could all run in parallel



An integrated revenue generation process hinges on the availability of a common understanding of company data at various levels

# EA – Areas of Responsibilities

