

BAaaS

Business Analysis as a Service

stoneseed^{IT}



How Business Analysis as a Service is driving IT project success

Business Analysts (BAs) are delivering considerable value to IT projects by bridging the gap that often exists between IT and the business. Actually, sometimes, that gap can be more of a gulf - and the wider it is - the more value an IT Project will inevitably leak during its lifecycle. So, BAs **engage** with business leaders, stakeholders and IT end-users to understand, identify and recommend data-driven solutions that can add value, facilitate change and drive efficiencies.

BAs use data analytics to assess processes, thoroughly understand business requirements and deliver data-led reports and recommendations. The best BAs combine the creative instincts of a Project Manager, an Accountant's eye for financial feasibility, a business leaders understanding of culture and an IT experts knowledge of the technologically possible, to advise on how to improve products, hardware, software, services or processes.

In short, they help executives and stakeholders make technology and process decisions by providing, analysing and articulating data (to the extent where that data effectively makes the decision for them). A BA is often the first to engage with project stakeholders at a critical stage of the project lifecycle – the work at this stage will influence how well a project will meet the needs of the wider business. And, sadly, many businesses dependent on IT still see the role of IT Project business analysts as something of a luxury. It needn't be.

Introducing BAaaS

When talking with clients about IT project business analysis, a number of common themes emerge. Many see how someone with such a set of hard and soft skills would benefit their operation, they easily appreciate the value that would be added, and most can identify the potential return on investment (ROI).

Yet, many also have concerns that such a figure would be “sat on the bench” much of the time or that they just wouldn't have enough work to justify adding the role to their headcount.

During these conversations, the business need expressed by our clients and the benefits delivered by Business Analysts started to accumulate together into an idea. There was a definite, acute demand and there was an existing function ready to meet it, but also a hesitancy to commit to having a business analyst on the books working 9 to 5, five days a week. It was an ‘as a Service’ concept waiting to happen. We decided to make it happen.

Stoneseed's BAaaS

Stoneseed adopts a ‘standard approach’ to business analysis meaning that the ‘as a Service’ Business Analyst provision will deliver exactly the benefits you would expect from hiring a BA yourself.

So that's exactly the same benefits – and more besides – like not having to have the Business Analyst on your payroll, for a start!

Stoneseed's BAaaS is based on a range of industry-standard tools and techniques which, when combined with the knowledge gained by Stoneseed working with and listening to our clients and our experience of delivering Project Management as a Service (PMaaS), really delivers a framework which can be adapted based on the exact client requirement.

Whether it is production of a business case for an IT Project, requirements gathering or data analysis to help with project implementation, BAaaS can be tailored to your specific requirement.

Stoneseed's culture of delivering ‘clientside’ services allows our Business Analysts to, first, get a unique understanding of your business, your culture, how you and your IT users operate and, of course, where your business is in terms of ability to invest in IT solutions – i.e. the size of your budget! Our experience of the PMaaS universe then allows us to marry what is technically feasible, with your business need and what is financially realistic.

The process organically delivers a consistent approach to delivery and provides a checklist of processes and templates to initiate and run the BA engagements through this framework that is repeatable, builds on experience, ensures that everyone knows what is expected, where, how and when.

Furthermore, everyone understands the expectation of a clearly defined Business Analyst engagement.

What is a Business Analysis Engagement?

So, as we have established, business analysis is the discipline of identifying business needs and determining solutions to business problems, and it can be different from one client to the next.

These solutions often include a software-systems development component, but may also consist of process improvement, organisational change or strategic planning and policy development. Therefore, the Stoneseed BA role for a client may be different case by case depending upon need.

Broadly speaking then, a Business Analysis Engagement through Stoneseed's BAaaS may involve:

- Business process improvement;
- Gathering and documenting business requirements for a project;
- Production of a business case;
- Benefits realisation, scope and objective alignment;
- Specification of IT system requirements;
- System data analysis;
- Efficiency and scalability engagements;
- Documentation of "as IS" and "to BE" process, often identifying opportunities for improvement.

This flexible approach and ability to meet client-specific needs is an organic result of Stoneseed's well thought out process. The better defined the process is, the more flexible it will be to adapt to accommodate unique requirements.

Stoneseed's Business Analyst team and Business Analysis as a Service model will help you to define requirements to support specific business need, leading to data-backed technology-based solutions. Stoneseed's team are experienced across multiple technology solutions, sectors and industries.

The BAaaS Cost Model explained

You may be wary of increased cost in this economic climate, like many of our clients, you don't want to commit to a full-time hire or contractors. However, BAaaS will help you keep a tight rein on overheads and resource.

Our resource on demand model allows you to dial up and down IT project resources in sync with your delivery needs giving you more control over your costs. We offer a full range of project services including PMO, Project and Business Analysis, available on demand **remotely or on-site**.

Resources can be deployed to support just one project, multiple projects or a programme of projects in any geographical location. You can align resources as and when you need it, on a cost effective, full-time or part-time basis.

Benefit highlights:

Flexible utilisation – resources can be deployed 'on demand' and you are only billed for days delivered.

Cost effective – More cost effective over the lifetime of a project when compared to a typical '5 day per week' contractor engagement.

Quality, management and onboarding – resources are employed by Stoneseed and managed by our PMO. Our PMO function will typically align and support our clients' PMO function. This provides a number of benefits, along with consistency and workload delegation, we ensure our resources are 'project ready' when they attend site.

No IR35 risks or complications – The PMaaS model can help you negate IR35 for a very simple reason – it does not apply. We employ most of our Project Team, they are on our payroll and therefore comply with UK tax legislation..

Stoneseed can support your IT project delivery in these uncertain times.

Contact us to find out more about BAaaS and access the IT Project support you need now!

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