



CARTESIO

S I A V

THE SIAV SOLUTION

that measures your company's performance



C MEASURE TO CHANGE

CARTESIO

PROBLEMS

The **globalized market** requires a new organizational model whose development is based on innovation in the products offered and increased **efficiency in company processes**.

An improvement in company processes is achieved through constant **optimization** of the processes. Company functions that drive this process must verify in **real time** the efficacy of decisions made in order to intervene quickly in the event of significant changes.

Modern organizations often have access to enormous quantities of information, but they are often incapable of translating it, in real time, into the knowledge necessary to **support business decisions** in an ever more competitive and fast-paced world.

THE SIAV SOLUTION

Cartesio is an innovative system of Business Process Intelligence created to **analyze the performance** of company processes, measuring the speed of your company.



The field of application is identified by analyzing those **unstructured company processes** that normally rely on diverse IT solutions, such as Document Management Systems (DMS), Enterprise Resource Planning (ERP) and Customer Relationship Management (CRM).

Cartesio can collect the events generated by these varied systems and move them to a uniform format, to allow the measurement of quantities, times and costs.

The measurements can then be used as elements to construct **targeted statistical analyses** to measure the performance of business processes. The intelligence of the system is targeted to **"uncover" company inefficiencies**, in order to support management in an objective way with improvements introduced in possible modifications to the organizational model.

Cartesio can define the dimensions of characterizing analyses in real time (for example: who, what, when) and associate measurements and statistics simply and easily. The configuration tool is **simple and flexible**. It can be operated by users who do not necessarily need high-level computer skills, as there are assisted procedures for configuring the system. **Cartesio** is integrated with the **Siav solutions Archidoc and Archiflow** and can interact with other company IT systems. The result is a powerful, yet easy-to-use system that provides management with a simple and intuitive decision-making dashboard.



CARTESIO

Drive PERFORMANCE

www.siav.com

REQUIREMENTS

Being able to **measure and monitor business processes continuously** is now a requirement which many companies consider a high priority within the strategic plans of ICT development.



The automation of business processes is no longer considered sufficient by the most innovative companies, which comprehend the enormous advantage they can attain by aiming to **increase knowledge** of their internal processes in measurable terms. The new knowledge acquired can thus be used to **take action on the performance of strategic processes** with the goal of achieving and capitalizing on their significant **"Competitive Advantage."**

Having tools that mean you can "measure" company performance in real time is therefore an indispensable requirement for any manager wanting to **manage change quickly and effectively**.

The response of the ICT world to these new requirements has led to the development, in recent years, of **Business Process Management (BPM)** aimed at automating business and document processes, and **Business Intelligence (BI)** for statistical analysis that supports decision making. Today, the evolution of this model has led to the convergence of solutions toward systems of **Business Process Intelligence (BPI) systems**.

EXAMPLE

A company manages all commercial documentation with the Archiflow solution and wants to measure the performance of the sales process.



The first phase of this process begins with an email offer request from the Client (first event) and ends with the sending of the pertinent commercial proposal (second event). The second phase begins at the end of the first and ends with receipt of the order signed by the Customer (third event).

The events available can be used to define various measurements, such as the average duration of the offer formulation process (interval between the first and second event) and the average duration of the negotiation (interval between the second and third event).

Some possible statistical analyses are, for example:

- average on a yearly, quarterly and monthly basis for the entire sales force
- average on a yearly basis per single geographic area and business branch
- average on a yearly basis per product or service

These measurements can provide an excellent support tool for managers involved in the sales process, insofar as they allow them to monitor variations connected to modification of the process (promotions, increase in sales force, modification of the sales model, etc.) in real time, so they can act quickly in the case of unexpected changes.

Multi-application System.

Cartesio is potentially capable of accessing recorded events in any IT system. It features a mechanism that links events in the same environment but generated by different applications (ERP, DMS, CRM). It can therefore measure company procedures independently of the IT tools used to complete them.

Multi-company Structure.

Cartesio is a solution designed for Enterprise Companies or large organizations structured in groups, or resulting from the merger of various companies using different rules and IT systems.

Enterprise Solution.

The architecture of Cartesio was created to process enormous volumes of events, and to group them into overviews that make the information easier for management to understand.

User-friendly.

Cartesio was created so that anyone can use it, without necessarily having specific IT skills, thereby allowing each user to create a customized dashboard that responds to their particular business needs. Guided procedures assist each phase, in which each operation is accessible through a simple graphic interface.

Intuitive navigation interface

Cartesio is a simple and powerful tool for viewing and navigating statistics, with an intuitive interface that is immediately usable. Users can select their statistics of interest and probe the data using a "drill down" approach, which allows the expansion of single analyses from the general data.



MEASURE to change

"We achieve brilliant results from normal people working with brilliant processes.
But we can see that the majority of companies achieves mediocre or bad results
from brilliant people working with bad processes."

Toyota Executive, 2003

"Lean in Motion Event", JP Womack

