



EMPOWERING THE BUSINESS ANALYST



CUECENT BPMS

BUSINESS PROCESS MANAGEMENT SYSTEM

Software development can be simpler. Creating, enhancing, connecting, merging, migrating, optimizing software applications can be done in a more business friendly and simpler fashion. Cuecent BPMS brings a new approach to software development, a business driven approach to producing software applications.

The challenge is to let business users control the way software gets produced and managed – the entire SDLC and after. Cuecent BPMS meets this challenge. Meaning enabling a business user discover, design, deploy, optimize his software applications.

40 to 70% of software development projects fail largely due to breakdown in requirement definitions. In business, requirements change. Develop once and maintain later is not practical. Software applications have to evolve if they wish to support changes in business reality. The traditional development models and tools have limitations in connecting software development processes to business users who would then manipulate applications to cater to their changing business needs.

Cuecent BPMS offers a holistic platform on which applications can be conceived, designed, deployed, optimized and reported upon. Application development does not need to be about writing and wading through kilos of lines of code. Application development as a step qualifies to be dropped. User defines and designs (read draws out) the business process and Cuecent BPMS deploys it for him. Under the hood, the application is produced and executed at runtime without the user really haggling over the code. Automation intensive business use applications can be produced this way.

Less time consumed and those risks that come along with human coding are avoided. Value realization can be dramatically quick. Process optimization can be an on going activity. Your business processes stay mapped, documented enabling your organization gain compliance to standards.

Cuecent BPMS is a complete Business Process Management Solution. You can keep your business processes adaptive and real time change capable.

Case in POINT

Fred Taylor is the sales territory manager for Asiapac. He has country sales managers reporting from India, Singapore, Malaysia and Australia. His opportunity management solution is built on Cuecent BPMS. When they initiated Fred decided that all countries in his region follow same business processes. This would help standardize systems and help process information quickly and make decisions faster.

Within a short implementation period, India country manager realized his reality is different. The sales cycles are longer and that opportunities go through different sales stages. The quote preparation process is tiered and always included custom services to go along with standard products. Some time technical and commercial quotes have to separate. This means the same opportunity carries two valid quote references and

both get converted into a single order when won. The application did not support any of these, which are specific to India.

Fred decided to identify one sales team member in each country as responsible for business process management. Saurabh, identified for India, then led the process changes and optimization.

Saurabh started with making Visio drawings of the modified business process. He considered mailing these over to the IT and wait for the changed application to come. To his surprise he realized, that re-drawing could actually mean changing the application itself.

Saurabh is delighted to realize the entire application life cycle is in his hands. He manipulated the available business process flows using Cuecent BPMS's process manager UI. He went on to make changes to the application's GUI using Cuecent BPMS's GUI manager. The IT support guy did oversee the process, handled the database issues, and offered suggestions.

Changes are executed in 2 calendar weeks time, application update is hosted in the third week. Value is realized.

Fred is convinced that the power of IT is now in his business team's hands.



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