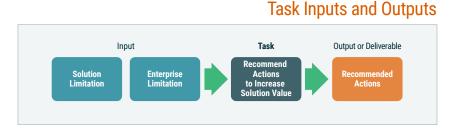# Recommend Actions to Increase Solution Value

Reference (Guidelines and Tools)

The following resources, if they exist, can be used to transform inputs into outputs:

- Business objectives
- Current state description
- Solution scope

Task Inputs and Outputs

Input		Task	Output or Deliverable
Solution Limitation	Enterprise Limitation	Recommend Actions to Increase Solution Value	Recommended Actions

Purpose or Need

To understand the factors that create differences between the potential and actual value and to recommend a course of action to align them.

Value

A compiled list of recommendations to maximize solution performance and value realization.

Solution

Recommendation of what should be done to improve the solution's value within the enterprise.

Techniques

Frequently used techniques:

- Decision analysis
- Financial analysis
- Prioritization
- Process analysis
- Risk analysis and management

Refer to the *BABOK Guide* for the complete list of techniques.

Stakeholder

Typically involves sponsors, subject matter experts, customers, end users, and any additional stakeholders identified.

Description of Change

This task identifies and defines recommendations for the enterprise to increase the value a solution can deliver. This may include removing, improving, replacing, or retiring existing solution elements. It could also include taking no action.

Consider...

Regardless of the approach used, effective business analysis can help create greater value by recommending actions to address both solution and enterprise limitations.

Example: Consider an underperforming solution that has a large technology component. Well-developed recommendations could include redesigning processes, developing training modules, or creating learning materials, as well as addressing non-functional requirements such as data latency and data quality.

See *BABOK Guide* – 11.3 The Information Technology Perspective

Certifications: CCBA, CBAP – Refer to the *BABOK Guide* for study purposes

v.2.0

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