

HOW IT ALL FITS TOGETHER

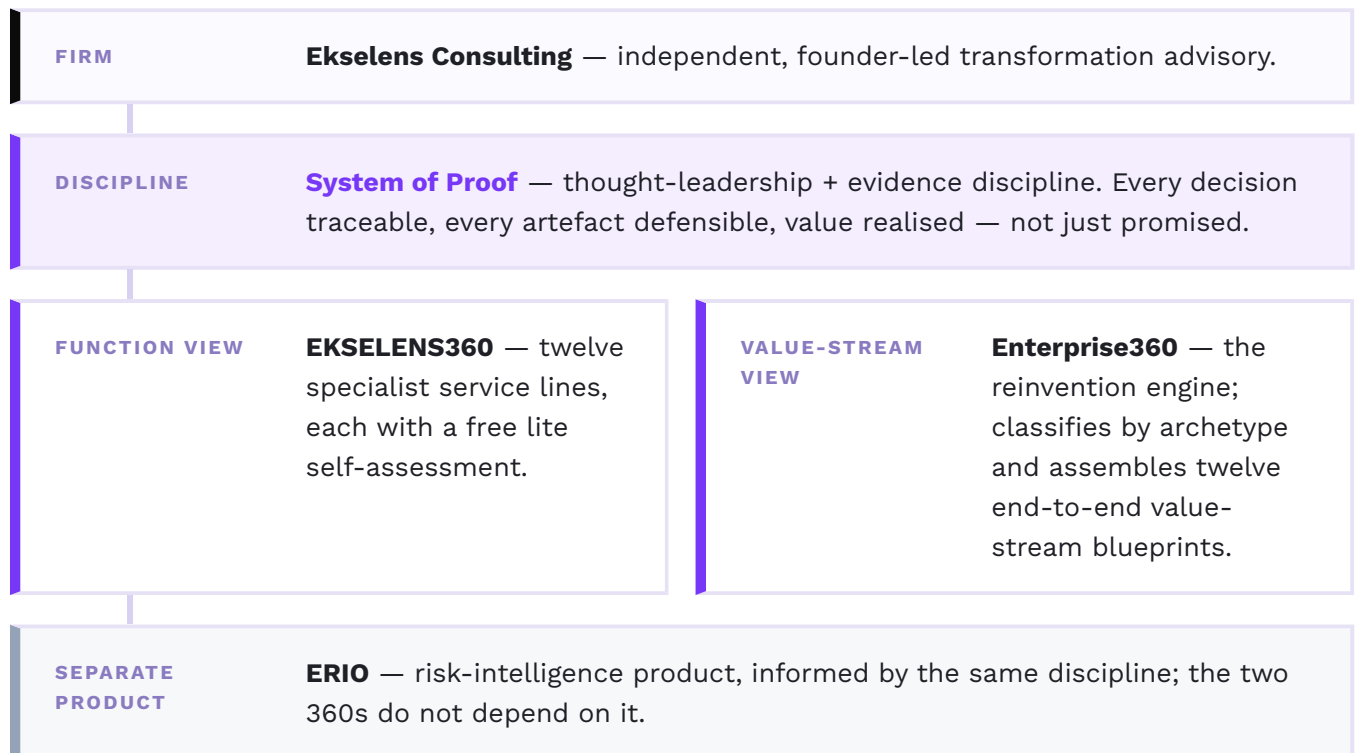
One discipline. Two methodologies. One system of proof.

The whole Ekselens system on one page, in seven beats — the System of Proof discipline, the eight-phase delivery lifecycle, the twelve EKSELENS360 service lines, the twelve Enterprise360 value streams, the delivery matrix that joins them, our evidence & assurance model, and what we deliberately do not do.

BEAT 1 · THE DISCIPLINE & THE PROMISE

The System of Proof

Most transformation is sold on persuasion. The System of Proof — our parent discipline — turns it into proof. It is delivered two ways and separately informs ERIO, our risk-intelligence product.



The promise

Every decision traceable, every artefact defensible — value realised, not just projected.

The discipline

One maturity scale, one role taxonomy, one accountability spine — in every lens, stream and board pack.

The proof

A single source of truth, pre-export QA gates and a tamper-evident trail behind every deliverable.

BEAT 2 · THE LIFECYCLE

Eight phases, one disciplined arc

Every engagement — a lite self-assessment or a multi-year reinvention — runs the same eight phases, so the method never changes shape between the website, the workshop and the boardroom.

01

Discover

Frame the ambition, scope and value at stake — and agree the questions the engagement must answer and the evidence that will settle them.

02

Diagnose

Score current maturity on one shared 0–100 index, by functional lens and end-to-end value stream — establishing the evidence baseline and the gaps that matter.

03

Design

Classify the business by archetype, apply sector / complexity / system overlays, and design the target operating model and function-by-function blueprint.

04

Plan

Turn the blueprint into a funded, sequenced roadmap — a business case, benefits map and clear board decision points on the accountability spine.

05

Mobilise

Stand up governance, teams and controls; convert every gap into an owned decision with a named executive and a decide-by date.

06

Deliver

Execute the roadmap with live RAID, decisions, gates and benefits tracked against the evidence spine — value realised, not just promised.

07

Embed

Transfer ownership to the business — adoption, capability and ways of working that make the change stick after we leave.

08

Optimise

Re-assess on the same bands to prove the gain, then rescope the next cycle of continuous improvement.

BEAT 3 · THE FUNCTION VIEW

EKSELENS360 — twelve service lines

Each lens is a deep discipline with its own free lite self-assessment — the specialists that deliver the value streams.

DIGITAL360	Digital & Technology Transformation
ITSM360	IT Service Management & Operational Excellence
DATA360	Data, Insight & Performance
SUPPLIER360	Supplier & Technology Value Optimisation
AI360	AI Readiness & Adoption
PMO360	Project, Programme & PMO Improvement
CHANGE360	Business Change & Adoption
STAKEHOLDER360	Stakeholder Engagement & Communications
CAPABILITY360	Capability & Training-Needs Analysis
BENEFITS360	Benefits Realisation & Assurance
GOVERN360	Governance & Delivery Control
OPERATING360	Service & Operating-Model Transformation

BEAT 4 · THE VALUE-STREAM VIEW

Enterprise360 — twelve value streams

The reinvention engine composes these end-to-end streams for the client's archetype. Each carries the short name buyers navigate by and the full scoping name that makes it defensible.

Source-to-Pay

Convert business demand into sourced, contracted and paid-for supply — controlling spend, ensuring supplier resilience and protecting cash and compliance end-to-end.

LED BY **SUPPLIER360**

Order-to-Cash

Order-to-Cash including Customer-to-Serve

Convert customer demand into fulfilled orders, accurate invoices and collected cash — protecting revenue, working capital and customer experience end-to-end.

LED BY **OPERATING360**

Record-to-Report

Capture, control, consolidate and report financial results accurately, on time and compliantly — giving leaders a trusted single version of the numbers.

LED BY **DATA360** **GOVERN360**

Plan-to-Produce

Turn demand into reliably planned, made and quality-assured product — balancing service, cost, inventory and capacity.

LED BY **OPERATING360**

Lead-to-Order

Convert market interest into qualified, well-priced, won orders — building predictable, profitable revenue and a trusted pipeline.

LED BY **OPERATING360** **DATA360**

Idea-to-Market

Turn validated ideas into launched, manufacturable, compliant products — fast, at the right cost and quality, with controlled risk.

LED BY **DIGITAL360** **CHANGE360** **BENEFITS360**

Strategy-to-Execution

Convert strategic ambition into a prioritised, funded and governed portfolio that is delivered, adopted and proven to realise its benefits.

LED

BY **PMO360** **CHANGE360** **STAKEHOLDER360** **BENEFITS360**

Enabling IT

Enabling IT (Digital, AI & Service)

Run and evolve the digital, AI and service backbone the enterprise depends on — reliable, secure, cost-controlled and change-ready — so business value streams can execute.

LED BY **DIGITAL360** **ITSM360** **AI360**

Risk-to-Assurance

Risk-to-Assurance (Risk, Compliance & Assurance)

Give the board, executives and regulators justified confidence that the most important risks are understood, controls work, obligations are met and assurance is independent.

LED BY **GOVERN360**

Hire-to-Retire

Hire-to-Retire (People & Workforce)

Attract, grow, reward and retain the people and capabilities the strategy needs — with a compelling employee experience and a fair, compliant, efficient people operation.

LED BY **CAPABILITY360**

Enabling Data

Enabling Data (Data, Analytics & AI foundations)

Build and steward the data, analytics and AI foundations the enterprise runs on — trusted data products, defensible models and analytics at speed — so every value stream can make evidence-based decisions.

LED BY **DATA360** **AI360**

Captive Finance

Captive Finance & Financial Products

Run a profitable, well-capitalised and compliant financial-services business that helps sell the parent's products — retail finance, leasing, dealer floor-plan and insurance/F&I — while managing credit, funding and conduct risk to a regulated standard.

LED BY **GOVERN360** **OPERATING360** **AI360**

BEAT 5 · WHERE THE TWO ARMS MEET

The Delivery Matrix

Two methodologies only earn their keep if the seams are clean. This grid names, for each of the twelve value streams, which of the twelve service lines leads the outcome, which support it and which advise.

L Lead — owns the outcome
 S Support — material contribution
 M Minor — occasional or advisory

Value stream	DIGITAL 360	ITSM 360	DATA 360	SUPPLIER 360	AI 360	PMO 360	CHANGE 360	STAKEHOLDER 360	CAPABILITY 360	BENEFITS 360	GOVERN 360	OPERATING 360
Source-to-Pay	.	.	M	L	.	.	M	.	.	.	S	S
Order-to-Cash	S	.	S	.	.	.	M	.	.	.	S	L
Record-to-Report	M	.	L	.	.	.	S	.	.	.	L	S
Plan-to-Produce	.	.	S	S	.	.	M	.	.	.	.	L
Lead-to-Order	.	.	L	.	M	.	S	M	S	.	.	L
Idea-to-Market	L	.	M	.	M	S	L	.	.	L	S	.
Strategy-to-Execution	.	.	.	.	.	L	L	L	.	L	S	.
Enabling IT	L	L	S	M	L	.	M	.	.	.	M	S
Risk-to-Assurance	.	.	S	.	S	.	M	M	.	.	L	.
Hire-to-Retire	.	.	M	.	.	.	S	S	L	.	M	M
Enabling Data	S	.	L	.	L	.	M	.	M	.	S	M
Captive Finance	.	S	S	.	L	.	M	.	.	M	L	L

BEAT 6 • WHY IT HOLDS UP

Evidence & assurance

The System of Proof is engineered into every deliverable. Six mechanisms make the output defensible under scrutiny.

Single source of truth

Every artefact reads from one authored data model — the lite self-assessment and the deep engine share the same diagnostics, so they can never diverge.

Pre-export QA gates

No deliverable leaves the platform until it clears a deterministic gate — completeness, roadmap coverage, sector calibration and rendered-layout checks.

Tamper-evident trail

A hash-chained evidence graph records every decision, override and sign-off — challenge any number and trace it to its source.

Four-eyes sign-off

Board-facing packs carry a named consultant attestation and a QA-verified seal stating the gate they passed and on what date.

Model Risk Management

Every model that informs a decision is registered, tiered and posture-scored against the EKSELENS MRM framework — defensible when a regulator asks.

Re-assessment loop

Progress is measured on the same 0–100 bands over time, so realised value is evidenced — not just promised.

BEAT 7 · HONEST BOUNDARIES

What we deliberately do not do

A registry is only credible if it has edges. Ours is exactly twelve streams — so when a sharp buyer asks about a thirteenth, we have a position on record. Naming what we do not do is how we stay honest about what we do.

Cyber & Resilience Protect-to-Recover / Trust-to-Assurance

Extension candidate — v1.1

Current home: Currently inside Risk-to-Assurance and Enabling IT · **Delivery route:** Lead: GOVERN360 + ITSM360 + DIGITAL360 · Support: DATA360, AI360, OPERATING360

DORA, NIS2, SEC cyber disclosure and the EU CRA have turned cyber into a distinct discipline with its own regulatory triggers, controls and assurance model. Folding it inside Risk-to-Assurance is defensible today but will read as thin once a regulated buyer asks the DORA question. We carve it out as a named stream in the next registry revision — triggered by the second regulated-FS client win. Until then we badge cyber-and-resilience work as a hybrid of Risk-to-Assurance and Enabling IT, with explicit reference to DORA and NIS2.

Customer-to-Serve Prospect-to-Advocate / Order-to-Advocate

Folded — Order-to-Cash + Enabling IT

Current home: Split across Order-to-Cash (fulfilment, invoicing, cash) and Enabling IT (service desk, ITSM) · **Delivery route:** Lead: OPERATING360 + ITSM360 · Support: DATA360, CHANGE360, CAPABILITY360

Post-sale service, support, retention and expansion are already covered — ITSM360 delivers service management, OPERATING360 delivers the service operating model and DATA360 delivers customer analytics. We name it explicitly as “Order-to-Cash including Customer-to-Serve” so absence is never read as a gap. We do not add it as a separate stream unless a client mandates it.

ESG & Sustainability-to-Report Sustainability-to-Assurance

Watch — hold placeholder

Current home: Currently inside Record-to-Report and Risk-to-Assurance · **Delivery route:** Lead: DATA360 + GOVERN360 · Support: OPERATING360, CHANGE360

CSRD, SEC climate, IFRS S1/S2 and the EU Taxonomy have turned ESG from a reporting corner into a stream with its own data model, controls and assurance requirements. Not a leading pipeline priority yet, but rising fast in UK-listed and EU-parented corporates. We cover it with Record-to-Report and Risk-to-Assurance and name the frameworks explicitly. Trigger for a full stream: any client whose sustainability report is board-material.

Merger-to-Value M&A, divestiture and post-merger integration

Deliberately out — partner or refer

Current home: Not covered — partner-delivered · **Delivery route:** Refer deal work to a specialist M&A house; Ekselens supports PMI execution via PMO360 + CHANGE360 + BENEFITS360 only where invited

Deal advisory, valuation and diligence require regulated advisor capability that Ekselens does not hold. Post-merger integration execution is deliverable with PMO360, CHANGE360, BENEFITS360 and OPERATING360 — but only as follow-on work after a specialist has run the deal. We deliver integration execution, not deal advisory. This is defensible and honest, and it protects credibility.

Plan-to-Perform Integrated planning — S&OP, IBP, integrated FP&A

Folded — Plan-to-Produce + Record-to-Report

Current home: Split across Plan-to-Produce (operational S&OP) and Record-to-Report (financial planning) · **Delivery route:**
Lead: DATA360 + OPERATING360 · Support: BENEFITS360, CHANGE360, AI360

Integrated business planning is a live CFO and COO agenda but sits naturally across two existing streams. Naming it separately would blur the boundaries with Plan-to-Produce and Record-to-Report and dilute both. We name S&OP / IBP explicitly under Plan-to-Produce and integrated FP&A under Record-to-Report. Trigger for a full stream: three or more concurrent IBP mandates.