

THE 360 FAMILY · TWELVE LENSES · ONE ENGINE

EKSELENS360 & ENTERPRISE360

How our brand, method and reinvention engine work together to change the way transformation is done.

THE EIGHT-PHASE METHOD



01

Discover



02

Diagnose



03

Design



04

Plan



05

Mobilise



06

Deliver



07

Embed



08

Optimise

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Changing how transformation is done

The EKSELENS360 family

The one-paragraph version

The System of Proof is how we think; EKSELENS360 and Enterprise360 are how we deliver. The System of Proof is our thought-leadership and evidence discipline — it turns reinvention from a matter of persuasion into a matter of proof (every decision traceable, every artefact defensible, value realised, not just promised). It is delivered through **two methodologies**. **EKSELENS360** is the function methodology: an end-to-end lifecycle plus twelve specialist function lenses (AI, data, suppliers, change, governance, and so on). **Enterprise360** is the value-stream methodology and reinvention engine: it works out what kind of business you are, then assembles the relevant lenses into a single, tailored, function-by-function blueprint of twelve value streams. A separate product, **ERIO** (risk intelligence), is informed by the same discipline. **One discipline. Two methodologies. One system of proof.**

Hierarchy: Ekselens Consulting › System of Proof (thought-leadership + evidence discipline) › EKSELENS360 (function methodology) & Enterprise360 (value-stream methodology) › ERIO (separate product).

EKSELENS360 — the function methodology & lifecycle

Every engagement follows the same disciplined arc. It is what makes our work repeatable, board-credible and honest about progress:

1. **Discover** — clarify outcomes, scope and constraints.
2. **Diagnose** — maturity, baseline and pain-point analysis (evidence, not assumptions).
3. **Design** — target state, operating model and the realistic options.
4. **Plan** — sequencing, dependencies and the benefits logic.
5. **Mobilise** — governance, controls and team activation.
6. **Deliver** — execution with delivery and adoption rigour.
7. **Embed** — adoption, capability and new ways of working.
8. **Optimise** — continual improvement and value tracking.

EKSELENS360 is the promise that whatever the problem, it is approached this way — practical, evidence-led, AI-ready by design, and obsessed with benefits actually being realised rather than promised and forgotten.

The twelve specialist lenses

Each lens is a self-contained capability with its own diagnostic, maturity model and deliverables. You can use one on its own, or several together:

Lens	What it sharpens
AI360	AI readiness, governance and adoption
DIGITAL360	Digital & technology transformation, end to end
PMO360	Project, programme & PMO improvement
CHANGE360	Business change & adoption (adoption is the outcome, not communication)
OPERATING360	Service & operating-model transformation
SUPPLIER360	Supplier & technology value optimisation
ITSM360	IT service management & operational excellence
DATA360	Data, insight & performance
BENEFITS360	Benefits realisation & assurance
GOVERN360	Governance & delivery control
CAPABILITY360	Capability & training-needs analysis
STAKEHOLDER360	Stakeholder engagement & communications

Try before you commit — no login needed. There are two free front doors, and both share the same authored diagnostics as the deep engine, so a lite score never contradicts a full one. Run a lite lens to see where a single capability stands, or use **ValueStream360** to assess an end-to-end value stream (source-to-pay, order-to-cash, idea-to-market and so on). Everything is scored on **one 0–100 maturity index, expressed in four bands** (Emerging → Developing → Established → Advanced) — the same currency the full engine uses. The full versions add depth, AI-generated improvement plans and board-grade, co-branded deliverables.

ENTERPRISE360 — the value-stream methodology & reinvention engine

A real business is never one monolithic thing. It is a combination of value streams — how it brings ideas to market, plans and produces, sources and pays, sells and serves, and keeps score. ENTERPRISE360 is the engine that turns that reality into a plan.

Give it a short profile of an organisation and it will:

1. **Classify the business by archetype** — e.g. Global Regulated Manufacturer, Regulated Financial Services, Pharma / MedTech Manufacturer, Professional Services Firm, Mining & Metals Operator. The archetype is a recipe: it decides which value streams matter and how deep to go.
2. **Apply sector, complexity and systems overlays** — so a telecoms plan cites Ofcom and the TSA, a bank plan cites the PRA/FCA and DORA, a life-sciences plan cites the MHRA and GxP. The methodology becomes sector-aware, not generic.
3. **Assemble a tailored, function-by-function blueprint** — the Reinvention Kit — with editable end-to-end process maps (L1–L4 BPMN), a pre-populated risk register, a capability heatmap and a clear target operating model.
4. **Pull in the twelve specialist lenses where they add depth** — SUPPLIER360 deep-dives the source-to-pay stream, OPERATING360 the operating model, AI360 and DATA360 the enabling technology, and so on. The lenses become the specialist chapters of the reinvention story.

ENTERPRISE360 covers **19 sectors and 18 business archetypes** today, and grows through a governed learning loop — so the engine gets sharper with every engagement without ever drifting from the single source of truth that keeps all the deliverables consistent.

One maturity index, one spine — how it all stays joined up

Both methodologies are bound together by the System of Proof. Three things make the function view and the value-stream view read as one discipline, not separate tools:

1. **One maturity index.** Every lens and every value stream is scored on the same 0–100 index and the same four bands — so scores are comparable across the whole estate.
2. **The Maturity Spine.** Every assessment a client completes — functional lens or value stream — feeds a single client cockpit that shows, at a glance, where they stand across all twelve lenses and the value-stream engine on one picture. Functional and value-stream signals reinforce each other rather than living in separate silos.

3. **Guided next-best-assessment.** The Spine turns gaps into a ranked, value-tagged recommendation for what to assess next — so every diagnostic naturally opens the door to the adjacent capability, and nothing of value is left unexamined.

The result for a consultant is a one-click **Maturity & Next-Steps brief** (a co-branded client leave-behind) and a full **Reinvention Kit** — both drawn from the same joined-up data.

How they complement each other

- **EKSELENS360** answers "how do we run a transformation properly?" (the method and the lifecycle).
- **The twelve lenses** answer "how good are we at this specific capability, and what should we do about it?" (focused diagnosis and improvement).
- **ENTERPRISE360** answers "what should the whole enterprise become, function by function — and in what order?" (the orchestrated blueprint that uses the lenses as its building blocks).

In practice, a client might start with a free lite lens to test the water, commission a full lens or two for the burning issues, and then use ENTERPRISE360 to pull everything into one coherent reinvention blueprint that the board can fund and the team can deliver — all underwritten by the one System of Proof discipline.

In one line

The **System of Proof** is the parent discipline. **EKSELENS360** (function methodology, twelve lenses) and **Enterprise360** (value-stream methodology, twelve blueprints) are its two delivery arms; **ERIO** is a separate product informed by the same discipline. **This is how transformation should be done.**

What runs on top (the accountability system)

Enterprise360 is delivered through a live **Delivery & Assurance Hub** that keeps everything on one single source of truth:

- **Registers** — RAID, decisions, assurance gates and benefits captured once and reused everywhere (Programme Health, regulator readiness, benchmarks).

- **EGMM** — the Evidence Graph Maturity Model scores 12 lenses 0–10, separating the client's self view from the evidenced view; **MRM** (Model Risk Management) keeps model-derived numbers traceable and defensible.
- **Standards & Regulatory engine** — capability→clause mapping for ISO 27001, COBIT 2019, ISO 20000-1, ITIL 4, TOGAF 10 and ISO 22301; submission-ready regulator packs for DORA, NIS2, NHS DCB0129/0160, the EU AI Act (Reg. (EU) 2024/1689) and UK Operational Resilience (FCA PS21/3 / SYSC 15A).
- **Authoritative content governance & the QA export gate** — shared content is only ever presented as authoritative once an owner marks it **Ekselens-verified**; unverified regulator PDFs export only with an explicit acknowledgement and a "FOR GUIDANCE ONLY" watermark.
- **CRM360** — the commercial spine (leads → prospects → evidence-backed proposals → engagements → billing), with Microsoft 365 and QuickBooks integrations.
- **Application blueprints (fit-gap lens)** — overlay a target enterprise platform onto an engagement's value streams for a scoped fit-gap backlog: **SAP S/4HANA**, **SAP SuccessFactors** and **Salesforce** (Sales / Service / Revenue / Data / Marketing Cloud). Each mapping carries a greenfield vs brownfield note, a boundary/cloud tag and reconfiguration effort, and can be exported as a branded, SI-ready **"fit-gap → SOW starter" PDF**. Governed exactly like the content above — overlay content is **illustrative until an accredited platform SME verifies it** (unverified packs are watermarked), and it is SI-agnostic.
- **Delivery Target-Operating-Model (TOM) engine** — deterministically derives an IT-Delivery / DevOps operating-model archetype (Foundational, Scaling-product, Federated-enterprise or Regulated-platform) from the engagement context, plus a ranked org-design / automation / DevOps / AI backlog. Available as a standalone **Advisor** (with a cross-engagement **Portfolio** view of archetype distribution and delivery-maturity spread) and as a lens inside the client engagement, exportable as a branded **TOM SOW starter PDF**. Items are illustrative until **SME-verified**, and any recommendation can be promoted straight into the engagement's **RAID register** ("Track in RAID") as a tracked, owned Dependency.
- **SME verification & audit trail** — TOM catalogue items and Application-blueprint mappings are signed off per item by an accredited owner; verified/unverified state shows on every lens and export and every sign-off (and promotion) is written to the append-only, hash-anchored audit log. An **SME verification coverage** tile (Operations → Environment health) shows the sign-off progress; the audit-log viewer has one-click quick filters for these governance actions.
- **Digital Twin (queryable TOM + what-if, compare & cost-of-delay)** — turns the assembled blueprint into a live, interrogable projection of the engagement's Target Operating Model (value streams → owners → systems → KPIs → cross-stream dependencies), built **deterministically from the blueprint and the live registers — no new data entry, no LLM**. Users can ask "who owns this?", "what depends on that?"

and "which streams share this platform?", run **what-if simulations** grounded in the evidence graph — gate slip, decision delay and value-stream deferral — each returning the cascade of impacted assurance gates/benefits and the **£ at stake**, and **compare** two side-by-side for the **£ delta**. A board-level **total at risk right now** sums all open exposures (each benefit counted once), the **biggest levers** are auto-ranked to unblock this week, and a **weekly trend sparkline vs a planned glide-path** (4w/12w) with a rising-exposure **early-warning alert** shows the direction of travel — against a **planned glide-path** whose target (£ + date) the consultant can set. Every £ figure is tagged with an evidence-confidence tier (**Validated › Committed › Indicative**) that firms up as benefits are marked Committed/Validated. A guided **Twin Tour** onboards consultants. **Pinned** (reorderable) A-vs-B comparisons, the total, trend and confidence key all fold into the branded **Delivery Status Pack** automatically; any single scenario also exports as a **scenario PDF**. Because it is a rules projection of governed data, every number traces back to a RAID/decision/gate/benefit entry — defensible in front of a board.

For step-by-step, function-by-function instructions, see the in-app **User & Sales Manual** (admin → User manual) and `01-user-manual.md` §§7c–7h.

Let's reinvent your enterprise

Book a discovery conversation and see the EKSELENS360 method — and the ENTERPRISE360 engine — applied to your business.

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