# Getting started with Enterprise Design

Bard Papegaaij Milan Guenther







We help people create better enterprises.

## Why is Amazon so successful?



course to shape tomorrow's enterprises.



x-g.at/vote







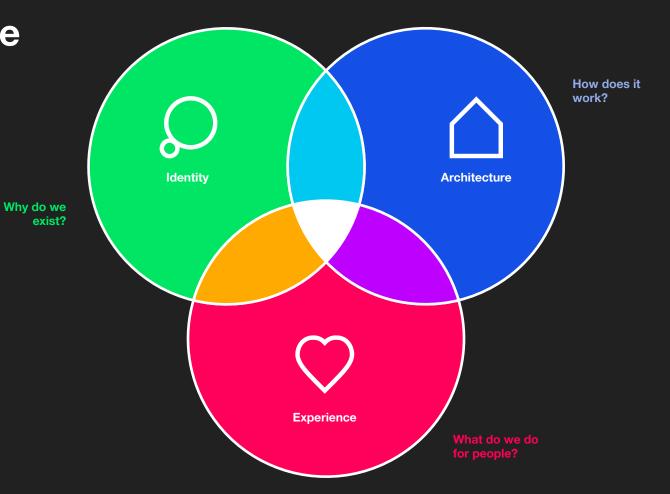








# Enterprise Design Facets





# Enterprise Design Facets

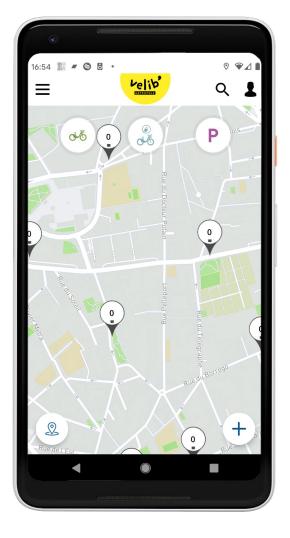
work together? How does it work? Organisation **Identity Architecture** Why do we exist? Product How are we perceived? **Experience** 

How do we





Enterprises appear in our lives, every day.



# **Enterprise Awkwardness**











# **Enterprise Awkwardness**





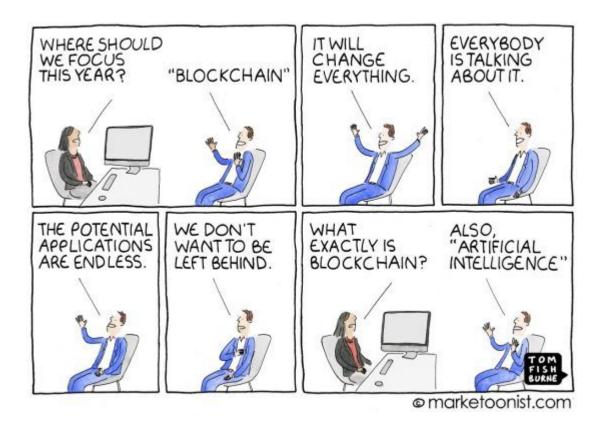


Why is this happening?



# Is This Good for the COMPANY?









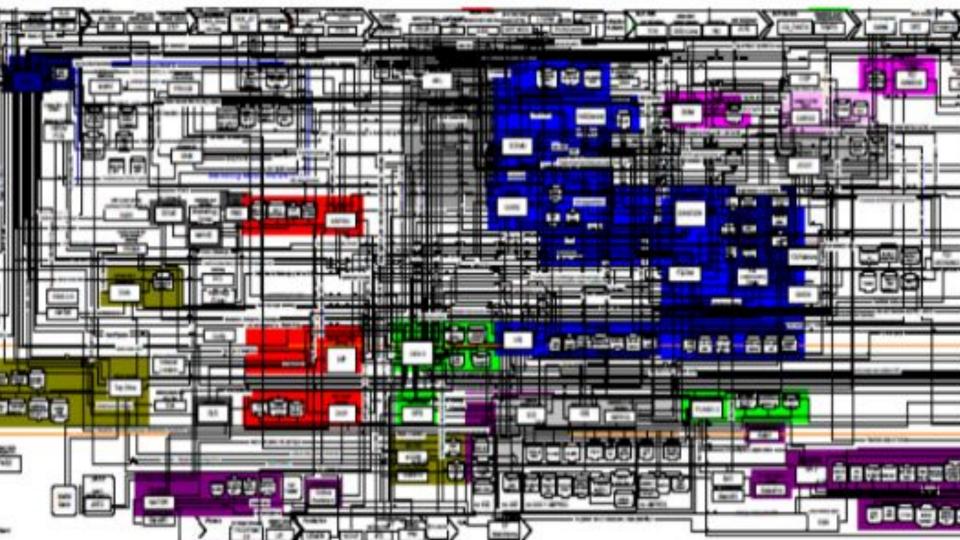
- INSIST ON DOING EVERYTHING THROUGH CHANNELS. Never permit short-cuts to be taken in order to expedite decisions.
- WHEN POSSIBLE, REFER ALL
  MATTERS TO COMMITTEES,
  for "further study and
  consideration." Attempt to
  make the committee as
  large as possible never
  less than five.
- WORDINGS OF COMMUNICATIONS.

- REFER BACK TO MATTERS
  DECIDED UPON AT THE LAST
  MEETING and attempt to reopen the question of the
  advisability of that decision.
- MULTIPLY THE PROCEDURES
  AND CLEARANCES
  INVOLVED in issuing
  instructions, pay checks,
  and so on. See that three
  people have to approve
  everything where one
  would do.

https://www.youtube.com/watch?v=uOiP4m

https://www.cia.gov/news-information/featured-story-archive/2012-featured-story-archive/simple-sabotage.html





### **Architecture and design**

"Design Thinking is about putting the customer at the center, designing a solution for them and then linking the solution to traditional architect pieces."

**Architecture and design** 

"Design Thinking is about putting the customer at the center, designing a solution for them and then linking the solution to traditional architect pieces."

Smarter with Gartner: The Evolution of Enterprise Architecture. March 23, 2017 <a href="http://www.gartner.com/smarterwithgartner/the-evolution-of-enterprise-architecture">http://www.gartner.com/smarterwithgartner/the-evolution-of-enterprise-architecture</a>

Dieter Rams	Good design is innovative	Good design is honest
Ten principles for good design	Good design makes a product useful	Good design is long-lasting
	Good design is aesthetic	Good design is thorough, down to the last detail
	Good design makes a product understandable	Good design is environmentally-friendly
	Good design is unobtrusive	Good design is as little design as possible



Dieter Rams	Good design is innovative disruptive	Good design is honest agreeing to the terms & conditions	
Ten principles for good design	Good design makes a product <del>useful</del> addicting	Good design is <del>long lasting</del> temporary	
2017 Tech Industry	Good design is aesthetic A/B testing	Good design is thorough, down to the last detail a prototype	
Edition	Good design makes a product <del>understandable</del> collect data	Good design is a chatbot?  cnvironmentally friendly	
	Good design is unobtrusive notifications	Good design is as little- design as possible pleasing your shareholders	



## **Enterprises**

Shouldn't we hold them then accountable to a higher standard than just to do the minimum of what the law says?

Daniel Ek, Spotify CEO

Fast Company Interview <a href="http://f-st.co/Umqt2gM">http://f-st.co/Umqt2gM</a>

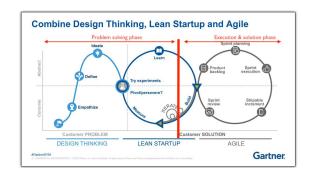


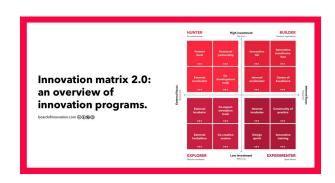


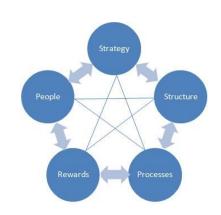
How to design better enterprises?

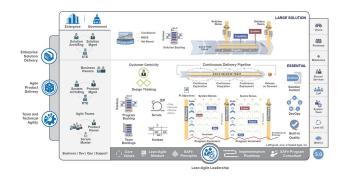


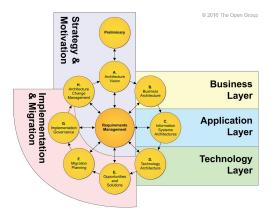
## How to design better enterprises?















Enterprise Design is the design of enterprises.

# Design is the rendering of intent.

Jared Spool

An enterprise is an ambitious endeavour.

Len Fehskens







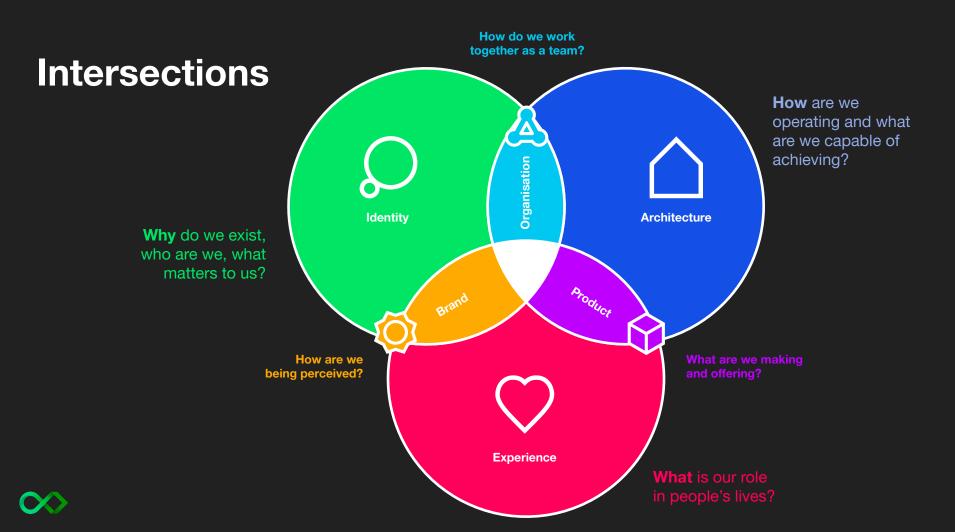
# Enterprise Design Facets

Why do we exist, who are we, what matters to us?



How are we operating and what are we capable of achieving?



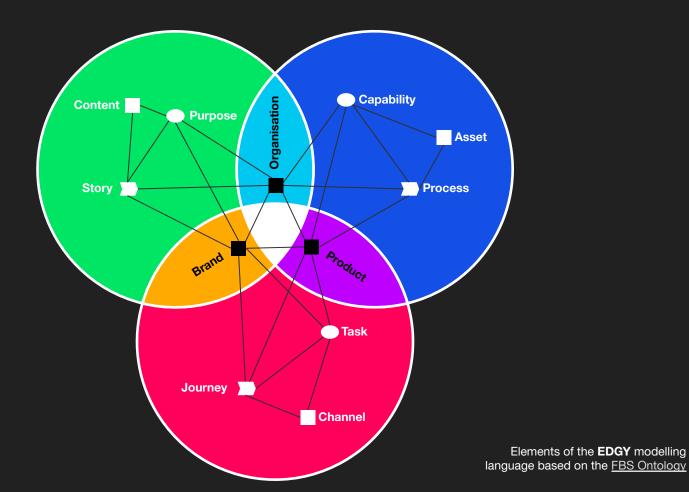


# **EDGY**



Activity

Structure





# **Focus Elements**

Used to map enterprise elements and relations, trace their interplay, and express a future design.

#### **Product**

something our enterprise makes and offers

#### Journey

people's activities when interacting with our enterprise

#### Task

what people want to achieve with our help

#### Channel

the environment, context or means of interaction

#### **Brand**

our name and what it stands for

#### **Purpose**

what our enterprise pursues and believes in



#### **Story**

the way we understand and explain what we do

#### Content

what we communicate in text, picture or video

#### **Organisation**

a team or group of people working together

#### Capability

what our enterprise can do and achieve, with people and assets

#### **Process**

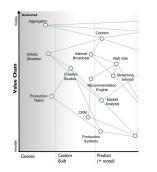
related activities our enterprise carries out

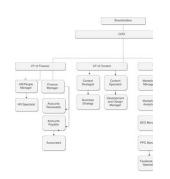
#### **Asset**

Things we need to perform activities



# What maps and models are you making?



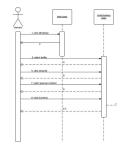


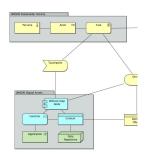




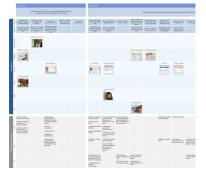
# x-g.at/vote











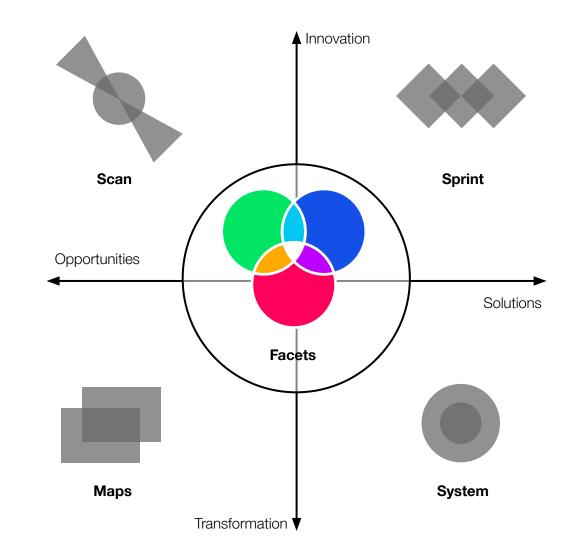


### **Starter Kit Sneak Preview**

An entry level tool corresponding to each component of the upcoming Enterprise Design Framework to deal with complexity, for you to explore it together with your team or client.

#### The 5 components are

- Facets (a shared vocabulary)
- Scan (a research tool)
- Maps (a language and templates)
- Sprint (a workshop format)
- System (components for sharing & reuse)





Facets

Enterprise Design Facets

Identity Architecture Experience

Product Organisation Brand

This is the Enterprise Design States XX 4 IBETA. Instudy's to you by Enterprise Design Associates SASI Inser Parts (Beth), CO NO SA 4.0 the usage increes. Learn note of wew underprisededings to 2

1

		versal traits to understand any enterprise, son for existence, what it seeks to do for		
Facet		Description	Questions	Scope
	Identity	The shared understanding of our purpose, personality, culture, values and aspirations, as it is perceived and lived everyday by people's behaviour, communication and choices.	Who are we, why do we exist, what matters to us? What makes us different and unique? What is the defining purpose behind our endeavour?	Defining the core idea behind the enterprise and the way it is communicated and understood as a story to and by people in and around the enterprise.
	Architecture	The component parts such as assets, resources, information and tools we use and maintain, and how they fit and work together as a system that enables us to deliver and perform.	What makes all the parts in our enterprise work together? What are we capable of achieving? What do we rely on to make our enterprise work?	Building capabilities enabled by people, information and management systems, with processes and rules governing the way we operate and achieve our goals.
•	Experience	The contribution we aspire to make to people's lives, the understanding and insight we have of their reality, and the value we bring to them with everything we do and offer.	What is our role we play in people's lives? What do we know and learn about their experience? What value do we create for people?	How we learn about and serve the tasks people call upon the enterprise to help complete as part of their <i>journeys</i> when they are in touch with us.

Overlaps Enterprise Design Facets Where Facets overlap, the enterprise manifests as more concrete structures take shape as as the result of its activities. Defining and designing these elements to turn the enterprise into a coherent whole so that all Facets fit together and work towards the same outcome. Overlap Description Questions Scope The way our Identity and How do we organise and distribute Organisation in teams and roles Architecture are woven together our work in roles and teams? with responsibilities for certain into an organisation design that How do we meet, exchange parts of the enterprise's allows us to collaborate and make information and make decisions? operations and management decisions, pursue goals, and What are the rules, reward evaluate performance and success. systems and incentives? Product What we make and create, building What do we offer as products or Product and services packaged upon our Architecture to contribute services? as offerings to our markets, with to people's Experience, how we What outcomes do we seek to underlying business or operating make this available as product or accomplish with this? models, made available for service offerings with a successful What would success look like people to interact with. business model for good outcomes. and how do we get there? What do people think and feel Brand names and symbols and into representations to appear in about our enterprise? their interrelations, key How does it appear as an image messages and content to be This is the Enterprise Design Starter KR 4 BETA, brought to you by Enterprise Design Associates SAS from Parts/Berlin, CC-NO-SA 4.0 free usage license. Learn more at www.enterprisedesign.lo 4

3

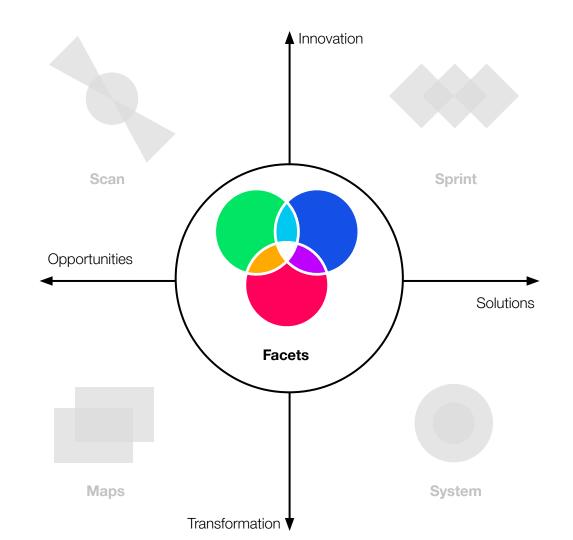
## **Facets**

The Facets describe universal traits to understand any enterprise, regardless if consciously designed or implicitly created.

They provide a high-level view on its reason for existence, what it seeks to do for people, and how its parts work together to deliver on its purpose.

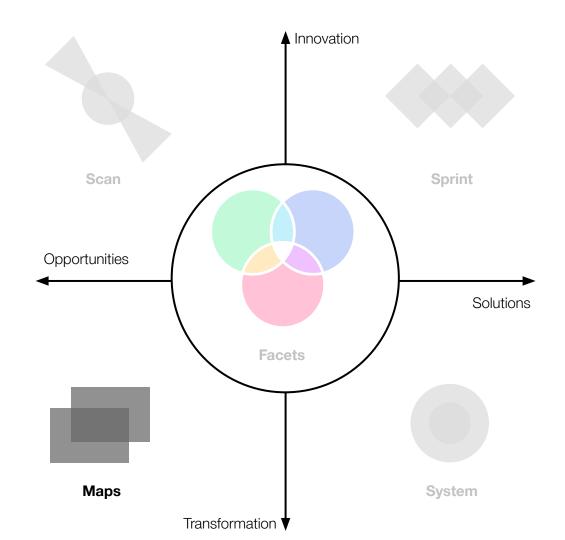
They help establishing a common language, shifting between perspectives and focus areas, translating observations and implications, and tracing relationships and dynamics.



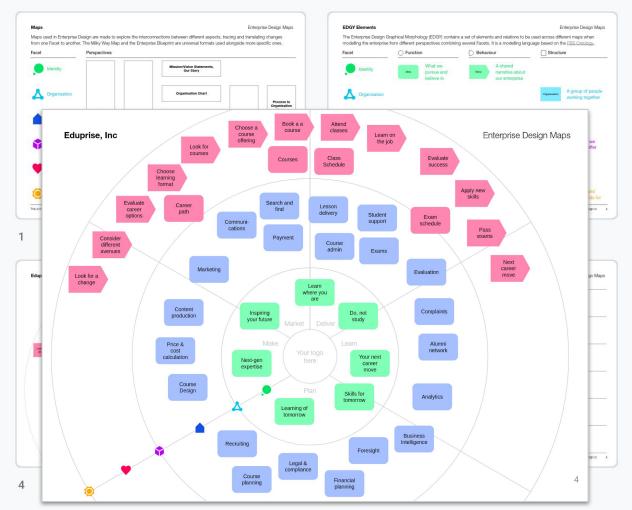


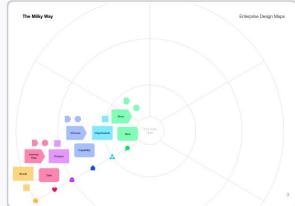
# Maps

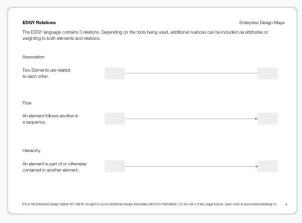
Map out Customer Experience,
Operating Model, Strategic Drivers and
other relevant perspectives on your
enterprise ecosystem and organization.
Translate, connect and make sense of
all the pieces to create a shared view on
the enterprise as a whole, identify
opportunities and design
transformations.





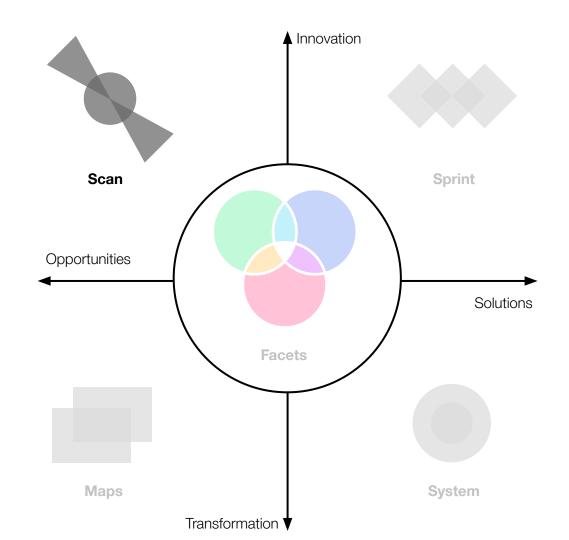




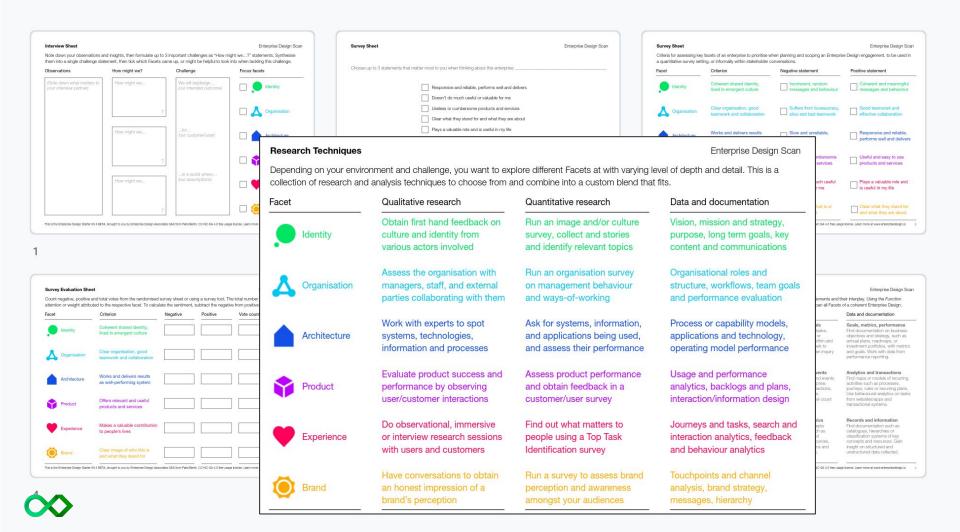


## Scan

Apply a 360° research tool to reveal innovation opportunities from your ecosystem. Combine all data sources, ideas and insights into a comprehensive synthesis to drive your decision-making, blending different techniques for maximum insight.

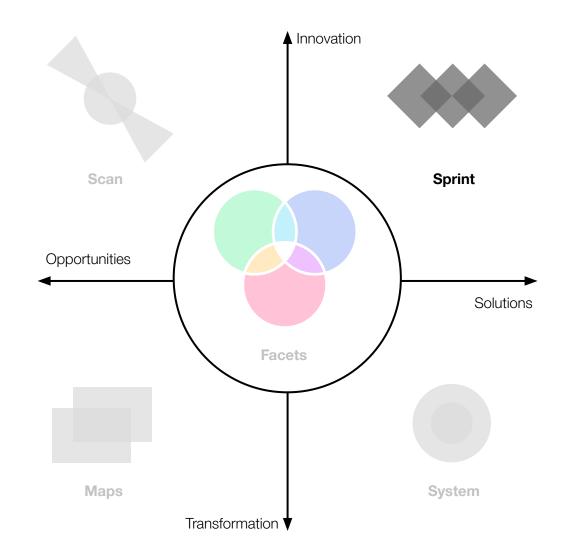






# **Sprint**

Respond to priority challenges in record time. The Enterprise Design Sprint format makes GV-style Design Sprints from the agile startup world enterprise-compatible. Engage your stakeholders, identify strategic options, and rapidly co-design, test and build innovative solutions. Compress weeks of work into just a few days.





#### Activities

Enterprise Design Sprint

rough a sequence of nd first concepts.

acet		1 Understand	2 Define	3 Sketch	
	Identity	Run stakeholder sessions and collect stories to learn about intent, behaviour and culture	Write or otherwise express a future core idea and story of the entrepreneurial ambition	Sketch out that illustratenterprise n	
4	Organisation	Evaluate the ways of working together in and organising decisions between teams	Define the future team organisation and modes of collaboration and decisions	Draw up wa distributing making dec	
	Architecture	Assess the way the enterprise operates in processes, capabilities and systems	Map out future capabilities, processes, the operating model and resources	Make sk how the work as	
	Product	Evaluate product performance and customer success through analytics and user observation	Design product and service offerings, business models and user interactions	Visualise services used by	
	Experience	Do observational, immersive or survey research in order to understand people's reality	Map and define future customer/user or other actor journeys and their top tasks	Envision and key journeys	
	Brand	Assess the audience perception of messages, content and brand images	Define future brands, content, or communications based on underlying values or traits	Sketch o might ap being in	

scenarios or stories ate how a future might come to life

vays of collaborating, g responsibilities and cisions as a team

#### Activities

Enterprise Design Sprint

In second half of the workshop, the number of options to be taken further is reduced to the most promising leverage points for change. Again responding to priority facets, the Sprint team chooses, prototypes and tests solutions against a set of agreed validation criteria.

5 Prototype

#### Facet

Organisation

Architecture

Product

Experience

4 Decide

Make a collective decision on a core idea and story that best represents the future enterprise

Select priority team organisation models and collaboration modes to try out in work practice

Spot changes to processes,

supporting them to invest in

Choose which future product

and service offerings and

business models to try out

Decide on the most promising

experiences and task success

Decide on a simple and clear

journey moments for better

capabilities and the resources

Design environments and collaboration tools to simulate teamwork and organisation

Develop high-level architectural maps or descriptions to assess

Create content using narrative

formats to express a future idea

and story behind the enterprise

the projected change Prototype products, services and offerings as interactive

simulations or tangible mockups

Build environments to simulate the key moments and tasks identified with people

Make the brand visible through communications, content and messages, and behaviours

#### 6 Test

Get feedback from different audiences and assess whether it inspires a shared understanding

Play out or otherwise simulate staff interactions, joint decisions and collaboration scenarios

Walk through and validate the future architecture with experts in business/technology domains

Test with future users and customers and assess ease of use and success

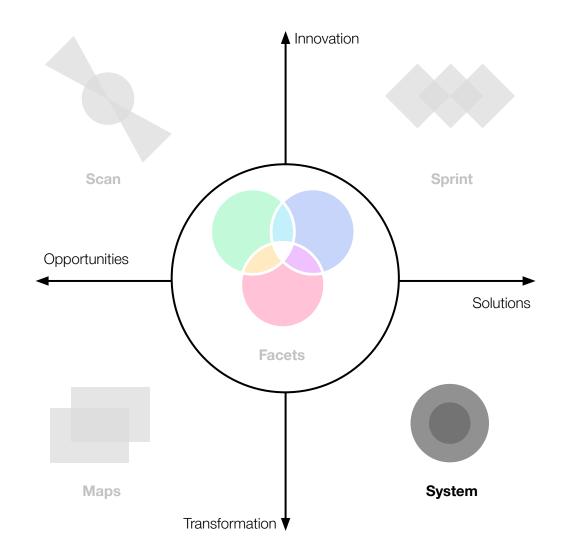
Bring experiences and journeys to life in simulated environments and validate task success

Get impressions from audience members, assess the effect on the brand image and perception



# **System**

Enable your teams across the enterprise to self-organize and make better design decisions faster, through a system of established practices and readymade building blocks. Deliver a coherent, integrated set of solutions across the experience of your customers, and achieve transformation at scale involving all key stakeholders.





#### Components

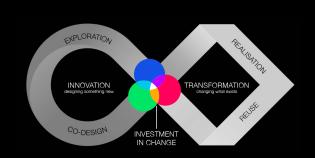
Enterprise Design System

Instead of designing solutions for problems or challenges, an Enterprise Design System aims to empower teams and change agents across the enterprise to design their own solutions more effectively, while promoting reuse and coherence.

Facet		Principles	Patterns	Platforms
Ide	entity	Culture and identity principles: how to contribute to our purpose and mission	Leadership and communication patterns: inspiring and engaging our audiences	Systems of engagement: facilitating an ongoing dialogue between enterprise actors
A Or	ganisation	Organisation design principles: how to make teams successful with better ways of working	Organisation design patterns: team self-organisation, ways to collaborate and coordinate	Systems of collaboration: supporting our teamwork and coordination
Arc	chitecture	Architecture principles: how to design parts to fit together and deliver on our promises	Architecture patterns: weaving together parts for performance and minimise structural debt	Systems of records: making information available and enabling transactions
Pro	oduct	Product design principles: how to design products and services for customer success	Product, service and business design patterns: facilitating adoption and interaction	Systems of intelligence: learning about our customers and users and adapting to real world usage
Ex	perience	Experience design principles: how to design for experiences that make a difference	Experience design patterns: learning about people's reality and designing for their success	Systems of interaction: empowering our users to better achieve their goals
<b>⊘</b> Bra	and	Brand values and principles: how to bring the brand to live when in touch with audiences	Brand design patterns: getting our messages across and exhibiting desired behaviours	Systems of communication: reaching out to our audiences to make us seen and heard



# Intersection Group is a Non Profit Association



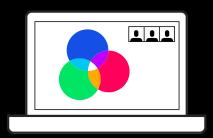
# Intersection Toolkit

An Open Source set of tools to do Enterprise

Design for key challenges



Events for a global community of thinkers and practitioners



# Learning and Knowledge

Content, certified courses and digital tools delivered by our partners



# Creating Knowledge Products







# Intersection: bridging the tech-biz-people gap

2012: A primer for holistic and systemic design at enterprise scale

# A Pattern Language for Enterprise Design

35 instantly usable patterns for more impact with your enterprise design practice

# Training and tools for practitioners

2022: Content, tools and courses delivered by our education partners



### **Webinars**



#### **Enterprise Design Impact Patterns**

With Bard Papegaaij

Webinar Webinar

January 18, 2023, 4pm Berlin, Paris (CET)

Online

January 18th, 4 pm Berlin, Paris - This webinar with Bard Papegaaij presents major steps to establish and grow your influence and impact as an Enterprise Designer.



#### **Enterprise Design Behavioral Patterns**

With Annika Klyver & Wolfgang Goebl

Webinar Webinar

January 25, 2023, 4pm Berlin, Paris (CET)

Online

Jan 25th, 4 pm Berlin, Paris - This webinar with Annika Klyver and Wolfgang Goebl provides guidance on how to behave when interacting with your many stakeholders to build better relationships and collaboration.



# Earnestine the Enterprise Architect With Wolfgang Goebl

Webinar Webinar

February 1, 2023, 4pm Berlin, Paris (CET)

Online

Feb 1st, 4 pm Berlin, Paris: In this webinar, Wolfgang Goebl tells the story of Earnestine from starting her new job as an Enterprise Architect to having set up an impactful collaborative EA practice.



#### Severin the Service Designer

With Milan Guenther

Webinar Webinar

February 8, 2023, 4pm Berlin, Paris (CET)

Online

Feb 8th, 4 pm Berlin, Paris - In this webinar, Milan Guenther tells the story of Severin as they start their new engagement as a Service Designer, aiming to deliver new offerings and a better experience to their client's customers.



#### Milky Way Enterprise Map

With Annika Klyver and Wolfgang Goebl

Webinar Webinar

February 15, 2023, 4pm Berlin, Paris (CET)

Online

Feb 15th, 4pm Berlin, Paris: Annika Klyver and Wolfgang Goebl show you how to bridge the gaps across identity, experience and architecture with Milky Way enterprise maps.



## Intersection 23

#### Intersection 23

Save the date!

■ September 18–19, 2023, 09:00-17:00 • Wien, Austria

CONFERENCE LOCATION

# The leading global conference on Enterprise Design

This is Intersection 23, the 9th leading conference about Enterprise Design. We bring together a global community with the shared ambition to design better enterprises. Since its first 2014 edition, Intersection conference has been the pioneering event for those who want to see better enterprises emerge around them. Our call for case studies will open in early 2023.





### Location

Vienna University

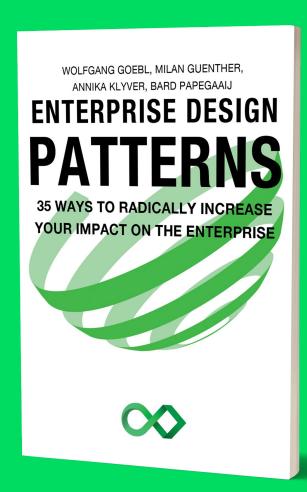
Vienna University Universitätsring 1 1010 Wien Austria





## **Patterns**

Journey to impact Behaviour patterns Practice patterns Creations patterns



enterprisedesignpatterns.com

Impact Patterns
1 Personal Enterprise Vision29
2 Pre-existing Wisdom
Coalition Building
(5) Co-Created Enterprise Design Charter
6 Shared Enterprise Vision
(1) Sale negotiation Space
8 Clear Ownerships44
9 Foundation of Change-Portfolio46
10 Shepherded Realisation
11) Leaving
52
Behavioural Patterns54
(12) Human Interest
(13) Nurtured Trust
(14) Powerful Questions
(15) Listening to Understand
(16) Hint
(17) Tangible Presence
(18) Walking Your Talk
68

Practice Patterns
Practice Patterns
(20) Outside Inspiration
21) Hypotheses and Validation
(22) Wearing Their Shoes
23 Dancing to Enterprise Rhythms
24 Corporate Politics
(25) Focus, Shift, Refocus
26) Just Enough Design
27 Unintended Consequences
Creations Patterns90
(28) Human Language92
(29) Captured Stories
30 Depicting Shared Understanding
(31) Moments in time
32) Toolkits Sparking Change
33) Beauty
34) Tangible Futures
35) Management Instruments
106
Glossary
Heterences
About the Authors

# Will you try out an Enterprise Design approach?





## Visit us at intersection.group

### Resources

Pattern Book enterprisedesignpatterns.com Intersection Book intersectionbook.com Starter Kit Preview x-g.at/kit4 Intersection Conference Videos x-g.at/x Recorded Webinar Archive x-g.at/rec

### Join the conversation:

Slack x-g.at/slack

