

IT directors with a clear three-year roadmap for their retail and/or ecommerce systems are better able to secure the support of fellow directors, allocate resources where they will be most effective, and prioritise projects for greatest business impact. Javelin Group can help by bringing its deep understanding of the leading retail and ecommerce applications together with a well-honed process for planning retail technology roadmaps.

DEFINING YOUR RETAIL TECHNOLOGY ROADMAP

The challenge

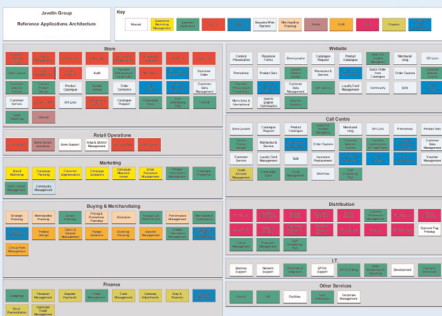
Good technology planning delivers huge benefits by encouraging a focus on those investments that will deliver the most value. Despite this, only a few retail IT directors have on their desks a clear view of the enterprise architecture necessary to support their business in three years' time and of the programmes to deliver this.

The right approach

Over years of retail and ecommerce technology planning we have developed a practical approach to answer the following questions:

- Which applications should we change? when?
- Enhance or replace? bespoke, ERP, or packages?
- Which specific solutions should we select?
- What delivery roadmap? what costs/timeframe?
- How will our applications map look in 3 years?
- What business value will this deliver?

Our approach is to map current systems to the processes they support ("the enterprise architecture"), identify current and future business requirements and then design the future technology map based on our detailed knowledge of retail applications and processes.



Our enterprise architecture method maps current applications to key business activities and then defines the future map based on anticipated business changes.

For speed and quality we work closely with client management teams, supported by:

- Extensive use of "reference retail architectures" to map activities and supporting technologies
- Management workshops to capture
 - current IT constraints
 - future change/objectives (e.g. international)
 - relative priorities (e.g. cost constraints)
 - technology principles (e.g. integration standards)
- Use of pictorial "to-be" architectures (see below) to illustrate proposed outcomes

This approach helps build stakeholder buy-in while enabling a plan to be delivered within 5-10 weeks.

Why Javelin Group?

- We have delivered retail technology roadmaps for more than 15 retailers in the past three years, each with good results
- We understand all major retail/ecommerce applications (EPOS, MMS, WMS, ERP...)
- We are independent and technology neutral
- From our deep knowledge of retail, we bring detailed reference architectures which enable a swift and detailed project delivery



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Simon runs our Retail Technology practice covering IT strategy, package selection and implementation for all parts of the retail value chain, from source to customer. In the last 10 years he has helped more than 50 retailers develop their strategy and implement solutions, including Tesco, Kingfisher, M&S, Mothercare, Clarks, Ann Summers.



"We were impressed by Javelin Group's review of applications and processes across our whole business and with their knowledge of best practices." Sheila Wye, FD of Ann Summers.

"Javelin Group demonstrated a wealth of experience in delivering our technology strategy. They addressed our entire business from buying & merchandising through distribution, supply chain and store ops." Robert Adams, FD of Poundland.

"Javelin Group brought clarity to our technology strategy. We are delighted." Janet Biggs, Director of New Look.



About Us

Javelin Group is Europe's leading specialist retail and ecommerce consultancy, advising major retailers on their strategy, formats/channels, operations, and technologies. Clients include B&Q, M&S, Maxeda, John Lewis, Asda/Walmart, and many other leading retailers.

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