

## **No Model Hidden**

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The purpose of this document is to describe what to do when there is no model hidden in the owner's reports. For various reasons, many people operate using business systems that are not fully implemented. At the same time, one of the best ways to define a strategic plan is to fully implement the systems. The full implementation process (including several years of history) may not be expensive.

### **You Need Strategic Lists**

That implementation is mostly the process of building "drop down" lists. Those lists and their connections help define your business model. Your actual model is composed of the use of the instances on those lists, but those lists are your strategic template.

### **Use a Readily Available Template**

Usually you do not have to start from scratch, because industry lists are readily available. They can easily be modified (shortened) for your specific case. For example: your chart of accounts is probably a slight modification of a common chart of accounts for your industry. When fully implementing your business system, the lists you have to set up are like an expanded chart of accounts. With those lists you are predefining and collecting your history. In other words, you are defining the line items on your reports.

### **A Template for each Function**

They are functional lists, each focused on a specific view of your business, defining the same things from separate points of view. Because they are functionally separate, they do not share classification schemes. In other words, their rollups are not from the same lists. However, to produce the big picture, items on those lists can be associated.

### **For Example:**

Those lists define how you want to collect your business with your customer. So, from the customer's viewpoint they list how you classify customer needs and the services or products to satisfy those needs. Besides helping your customer, you also need help from others. So, to fully implement a business system the owner must build and connect lists that define his production needs, a view of what he must do to supply his customer. Those production lists define how the processes are organized, and those processes must be facilitated. The third set of lists and their connections define facilities including: locations, rules and regulations that facilitate your activities. Location, location, location! Facility lists are very important because they define all the volume, temperature, time, speed and distance measurements derived from location.

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## How much will this cost?

Once a list is in place for every drop down in your system, and a chart is assembled that shows how those lists are related it should not take much to update your history. For your system to work well, every item should also be an item class. So, because the lists are related, when you select a classification equal to what you see in the available history that may automatically back-fill in several fields at once. Usually just typing a few letters of the item will do the trick.

## Summary: No Model Hidden

The purpose of this document has been to describe what to do when there is no model hidden in the owner's reports. For various reasons, many people operate using business systems that are not fully implemented. At the same time, one of the best ways to define a strategic plan is to fully implement systems. That process (including several years of history) may not be very expensive. Once the lists are in place, it should not take much time to back-fill these strategic entities to your history.