

Business Case Development

“Is your organization looking at a major initiative but not sure of the business case?”

“Are you convinced that you can benefit from a particular solution but are hesitant to move forward for lack of a business case?”

“Would you want a neutral third-party to determine the Business Case – and if so, prepare the Business Case Document?”

“Would you like to measure and verify the Business Case premises post implementation?”

Organizations constantly undertake new initiatives to keep pace with changing business landscape. However, decisions usually get made either too quickly or with insufficient information. This can result in a chain of events leading to

- projects getting shelved or frozen.
- a new product line without any documented rationale, or worse.
- a wrong decision being made.

Building a strong business case for your initiatives will help you choose the right investments, plan a framework for defining and measuring success and lay the foundation for a successful deployment. Our consultants have expertise and experience in the quantitative and qualitative assessment of new business initiatives. We can assist your senior managers or, on your behalf, develop a structured business case to take informed decisions and develop recommendations based on the strategies, benefits, risks and financial impact of the alternatives. The outcome of this service is a structured analysis and assessment of the 'right information'. This will help you cut through the clutter and see things as they really are and will lead to knowledge empowerment and hence better decision-making.

Kasper provides expertise in the following areas:

Business case formulation and presentation: Kasper will conduct cost-benefit analyses (both financial and non-financial costs are included) to identify and recommend the approach that will help you realize the most value from your project investment. We will also undertake, if required, the total cost of ownership and lifecycle cost studies of the project. The potential project risks are also highlighted against the total costs and benefits, to provide you with a complete picture.