LINQ SEE. SOLVE. SHARE.

What Is This Process Actually Worth?

Economic Process Modelling: the case for knowing, before you commit

Your accounts tell you what every process costs. Almost nothing tells you what each one is worth. **That gap is where transformation budgets, AI programmes and major commitments are approved on faith**, *and where value quietly leaks in processes no one has thought to question.*

01 Questions Most Organisations Cannot Answer Today

IF THESE ARE HARD TO ANSWER WITH EVIDENCE, THE GAP IS ECONOMIC, NOT OPERATIONAL

- ? Which of our processes are worth investing in, and which are quietly destroying value?
- ? Where will AI achieve an ROI, and where will it remove value we never measured?
- ? Which parts of this process earn their keep?
- ? What is this process worth to us if we change nothing at all?
- ? Where are the risks we cannot see?
- ? If this fails, what do we lose, and could we have known sooner?

02 What Changes When You Can Answer Them

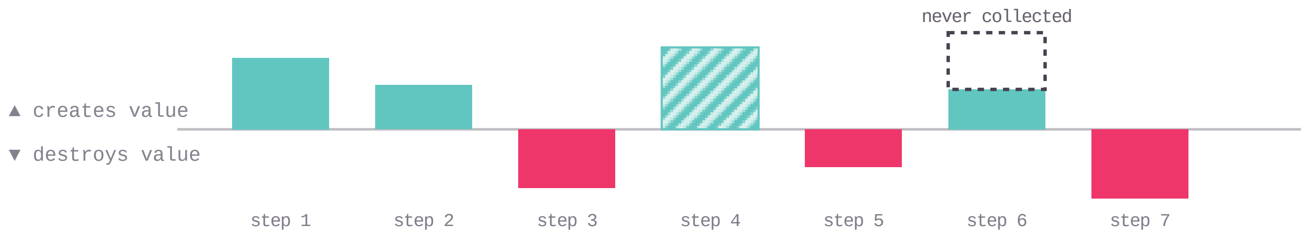
EPM changes the basis on which decisions get made, and makes sure they are the right decisions.

DECIDED TODAY ON	DECIDED WITH EPM ON
Whether the programme **hit its date and stayed on budget**.	Whether what it now delivers is **still worth more than what it costs to finish**.
Where AI or automation is **technically possible and cheapest to apply**.	Where it **adds most value, and where human judgement is the value** and must stay.
Cutting cost from **the parts of the process that are easiest to count**.	Cutting the parts that **cost more than they contribute**, and protecting the parts that quietly carry the value.

03 The Picture You Get Back

THE ECONOMIC VALUE PROFILE OF A PROCESS

Creates value · Destroys value · Wrong resource doing the work · Value created but never collected



ILLUSTRATIVE · BARS SHOW RELATIVE VALUE, NOT DOLLAR FIGURES

One page that shows, step by step, where your process **creates value, destroys it, or creates value you never collect**. Not a flowchart of what happens, a ledger of what it is worth. This is what makes the argument concrete enough to act on, and to defend.

04 Three Things That Picture Almost Always Shows

PATTERN 01

Steps that cost more than they contribute

Work that has accumulated over time and is still being paid for, long after the reason for it disappeared.

PATTERN 02

The wrong resource doing the work

Expensive judgement spent on routine steps, or automation placed where judgement was creating the value.

PATTERN 03

Value created but never collected

Information, capability or insight the process already produces, which nothing downstream ever uses.

What you get back, *and what it is worth to you*

04 What You Walk Away Holding

OUTPUT 01

A ranked view of where value leaks

Which steps cost more than they contribute, which are done by the wrong resource, and which create value you never collect.

OUTPUT 02

An economic case that survives challenge

The value of changing set against the value of leaving it alone, in terms a board, an auditor or a regulator can interrogate.

OUTPUT 03

A redesign tied to that value

Specific changes aimed at the components that carry the value or the risk, rather than the ones that are easiest to change.

OUTPUT 04

A decision you can defend

Proceed, stop, rescope or resequence, with the reasoning written down before the money is committed, not reconstructed afterwards.

05 Where the Return Comes From

RETURN 01

Loss avoided

Commitments not made, or made smaller, because the economics were visible before the point of no return. This is usually the largest and least celebrated return.

RETURN 02

Value captured

Value the process already creates but never collects, and capacity released from steps that were never worth what they consumed.

RETURN 03

Better allocation

Investment, automation and scarce expertise directed at the processes and components where they create value.

06 The Five Questions Asked of Every Part of the Process

This is the rigour behind the picture. Every part is scored against the questions that apply to it, which is what turns opinion about a process into an economic argument.

Does it help us earn?

Whether the part contributes to revenue from a customer or market, directly or by enabling it.

What does it consume?

What it costs, and what it slows down without adding anything in return.

What could it cost us?

The losses it could cause, or the losses it protects us against.

Does it keep options open?

Whether it preserves our ability to change course later, or closes it off.

What does it tell us?

The information it produces that is worth keeping, and worth acting on.

07 What It Requires

YOU PROVIDE

Access to people who know the work

Structured sessions with Subject Matter Experts to capture how they work.

YOU PROVIDE

Access to Analysts

Business Analysts, Lean Six Sigma professionals or Transformation Leaders with a passion for value, not just process.

YOU GET BACK

The answer before the spend

The detailed value analysis is avoidable while the decision is still open.

08 What's In It For You

IF YOU'RE THE CHIEF EXECUTIVE

"I am asked to approve things that are justified by cost and delivery date. EPM tells me what we get, what we risk and what it is worth, while I can still change the answer."

IF YOU SIT ON THE BOARD

"Assurance tells me whether a programme is on track. It does not tell me whether being on track is still worth it. EPM gives me the economics of the process itself, not the project reporting it."

A SENSIBLE FIRST STEP

Pick one process where a significant commitment is imminent, or where cost is known and value is not. **Model that one process, and test the answer against what you were about to decide.** The case study accompanying this document shows what that looks like.

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