

# Messiness Index



Date of Analysis: 12/Sept/2012

Opportunity Name	Messiness Index <sup>1</sup>	Messiness Factors <sup>2</sup>	Potential To Stall The Deal?	Can/Should We Resolve It?	Actions Required
Deal 1	3	<b>Missing Information</b> – <i>the usage data is not available</i> <b>Politics</b> – <i>there is tension between IT and operations</i> <b>Mergers &amp; Acquisitions</b> – <i>there are talks of a possible merger</i>	Very high  High  Moderate	Yes  Maybe  No	Provide benchmark data, with analyst validation Understand the agenda of the Head of Operations, find common ground Find out more, who is likely to be the dominant partner? Will their systems be consolidated?

<sup>1</sup> Messiness Index is the number of messiness factors present – see list below.

<sup>2</sup> Messiness factors: 1. Missing information 2. Conflicting requirements 3. Competing projects 4. Shifting priorities 5. Changing requirements 6. Diverse stakeholders 7. Political tensions 8. Changing strategies 9. Emerging technologies 10. Changing market conditions 11. Mergers and Acquisitions 12. Stretched budgets 13. Compliance requirements.