

## **LEVEL 3 SIPOC and SIPOC GAP ANALYSIS**

### **LEVEL 1**

Use a decomposition structure such as the value chain to break up the organisational structure into manageable parts. Here (in yellow), we have input logistics (which contain HR and procurement), operations (which contain R&D, infrastructure and technology), output logistics, sales and marketing, service and margin.

### **LEVEL 2**

Use a further decomposition or organisational design structure to break up the chosen area of examination into manageable parts. Here (in orange), the basic 7S model is used to break up sales and marketing into skills, style, shared values, strategy, systems, structure and staff.

### **LEVEL 3 SIPOC ANALYSIS**

SIPOC is a model that assists you to analyse processes. So apply SIPOC to the skills dimension of the sales and marketing department (above, in green).

### **LEVEL 3 SIPOC GAP ANALYSIS**

Create current-state and target-states (in sky-blue), do a gap analysis and make recommendations and create action plans.

The value chain software at <http://www.va1ue-chain.com/> allows you to create a deep SIPOC analysis as well as incorporate lots of other critical business models, frameworks and concepts.