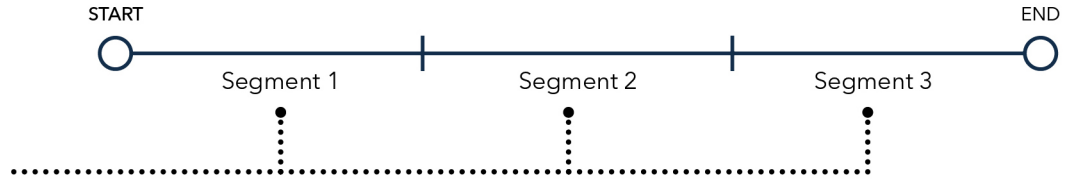


# There are two main parts to the Enterprise Map:

## A Segments

If you take the current ways of working and break them down into their constituent parts, each chunk is what we class as a segment. The type of transformation you are running will define the segment types.



## B Levers

Once you have determined your segments, you now need to add layers of information around them. These are things that influence the current performance and we call these levers. There are many levers you can add, here are foundational ones to get you started.

- Geography
- Decision makers
- Budget/spend
- Budget governance
- Teams: internal, external, outsourcing partners
- Governance/process methodology
- Regulations
- Segments
- Levers

