

---

## Overview

Sub-discipline Benefits Realisation (205) is concerned with the competencies required to ensure that the commercial and strategic objectives of an organisation are supported by IT enabled business change initiatives, including reducing environmental impact through adoption of green IT.

Working in the Senior Professional (2055) role will involve:

- Developing benefits and business case proposals for change programmes for IT enabled systems (2055.01);
- Managing benefits realisation activities in change programmes for IT enabled systems (2055.02); and
- **Analysing and communicating the benefits arising from change programmes for IT enabled systems (2055.03).**

**Performance  
criteria**

*You must be able to:*

- P1 analyse, report, and present accurately all the projected and actual costs and benefits for a business change programme for IT enabled systems
- P2 accurately monitor and review all the final costs and benefits realised as a result of any business change programme for IT enabled systems against the business case, reporting findings to sponsors, stakeholders, and other relevant individuals
- P3 communicate effectively, and in a timely manner, with a wide range of internal and external individuals and bodies on matters relating to benefits realisation
- P4 ensure all projected and final costs for a business change programme are provided in a timely manner to related programmes, such as business analysis, as well as to sponsors, stakeholders, and external bodies

**Knowledge and understanding**

*You need to know and understand:*

- K1 how to analyse the projected costs and benefits associated with any proposed business change programme for IT enabled systems
- K2 how to analyse and interpret all information gathered during benefits realisation activities
- K3 how to analyse the results gained from monitoring the projected and actual costs and benefits associated with any business change programme against the business case
- K4 how to report the benefits realised from a business change programme for IT enabled systems
- K5 how to report any findings and issues from monitoring the effectiveness and quality of benefits realisation activities
- K6 how to present the final costs and benefits realised as a result of any business change programme against the business case
- K7 how to provide the final costs and benefits realised, as a result of any business change programme against the business case, to a range of related programmes within the wider organisation
- K8 how to communicate effectively and in a timely manner with sponsors, stakeholders, and external bodies on all aspects of benefits realisation activities
- K9 who needs to be communicated with in respect of benefits realised from a business change programme for IT enabled systems
- K10 the importance of communicating with sponsors, stakeholders, and external bodies:
  - K10.1 in a clear, unambiguous and consistent manner on all aspects of benefits realisation activities
  - K10.2 the actual benefits realised from a business change programme for IT enabled systems

## ESKITP2055.03

Analyse and communicate the benefits arising from change programmes for IT enabled systems

---

**Developed by** e-skills UK

---

**Version number** 1

---

**Date approved** August 2013

---

**Indicative review date** December 2015

---

**Validity** Current

---

**Status** Original

---

**Originating organisation** e-skills UK

---

**Original URN** ESKITP2055.03

---

**Relevant occupations** Information and Communication Technology; Information and Communication Technology Professionals; Information and Communication Technology Officer; IT Service Delivery Occupations; Software Development

---

**Suite** IT and Telecoms

---

**Key words** Business Change; Business Process; Benefits Realisation