Owner's Software Blog

The purpose of this document is to define list and describe the documents in my Owner's Software Folder. This blog will give an overview of Owner's Software from which you can drill down to those documents.

Owner's Software

Owners, the purpose of this document is to describe TeamsWin Database Services as affordable Owner's Software. The smaller the business, the more you need this software. At the same time for another reason, the larger the business, the more you need this software. All other business software supports specific business functions. Owners (small business especially) must then pull all that functional information together into the Owner's integrated strategic "Big Picture" view of their business. The larger the business, the more the owner needs to communicate the vision.

Owner's Business Rules

Owners, the purpose of this document is to describe your business rules (which you have documented in your reports), and show how they define your business. Business rules control your business. Like the rules of a sport, they lay out the playing field, the business location(s) and who works there and who manages the work there. They lay out the purpose in view of the paying customers. Then they break down that purpose into processes and activities, especially defining how those processes and activities are organized. They lay out the player's and types of players, associating them with their equipment and types of equipment. In other words, your reports define the rules of your business. But, to see the relationships as rules they must be integrated.

Owner's Strategic Business Model

Owners, the purpose of this document is to describe and price (normally only $2,500) your strategic business model. Every business has a strategic business model hidden in reports you use for decision making. I want to show you how your hidden business model represents your vision. Since it will not include goals it will not completely represent your vision, but it will be the basis for your team's understanding (and their contribution to your goals and objectives). For the first time, it will integrate (pull together into one place) the "Big Picture" of your business. Your reports focus on the people, places, things and events of your business. You have planned these events and your planning is well represented in the way you have set up your reports. Your reports show your strategic entities and how you organize them. In other words, you have set up your reports to define and measure your strategic entities.

Owner's Strategic Entities

Owners, the purpose of this document is to describe your strategic entities (which are your reporting entities), and show how they define your business. Owner's, you

have set up your internal reports to support your decision making. We will use that setup to show others how you integrate all your reports (internal and external) into one big picture. Those reports define your strategic entities. Strategic planning is like making war on a map. Those reports define your map and the things we see on your war map. They define your "Big Picture".

Specific Characteristics of our Business Examples

The purpose of this document is to present specific business characteristics organized strategically. Strategic organization communicates those specifics in a general way. TeamsWin Information Heavylifting can build a specific business model for you from strategy in your reports, recognizing: product, process and facility. While you look at these simple characteristics, imagine how they are organized in reports, maps, catalogs, etc. Then imagine those schemes associated. In other words, imagine all the types and subtypes you need in order to understand a business, and how the owner mentally associates those structures. The way he sets up his reports shows us how the owner associates those structures. This document does not say any more about strategic entity organization for these example businesses, but use your imagination.

TeamsWin for Common Businesses – Detail

The purpose of this document is to present detailed examples of how common businesses (that you might see every day) could use TeamsWin Information Heavylifting. While you look at these business examples, imagine how their characteristics are organized in reports, maps, catalogs, etc. Then imagine those schemes associated. In other words, imagine all the types and subtypes you need in order to understand a business, and how the owner mentally associates those structures. The way he sets up his reports shows us how the owner associates those structures. This document does not say any more about strategic entity organization for these example businesses, but use your imagination.

The Power of the TeamsWin Key – Open Text Example

The purpose of this document is to demonstrate the power of TeamsWin services using the advertising for a company called Open Text. They are a document (and project) management company that does not have our special key. Because we have our key, we can do everything in their advertising for a lot less. To see what we can do, please check the advertising for Open Text. At the Doctors Clinic we store all the documents we use for decision making. As a by-product of our process we also distribute copies of those documents. Plus with our TeamsWin Checklist database we also associate everything we do with the strategic entities involved with what we do. For everything we touch we can quickly not only drill down to locate the work product, we can navigate to the work process including the purpose, customer and suppliers. In other words our documents are associated with all the strategic entities involved with the document. Much of what we see in the Open Text advertising has to do with this type of connectivity.

Owner's Software Blog

Power Measurement - Just the Facts - for Understanding

The purpose of this document is to show the special way we organize facts. Those facts come from various internal and external functions, and we organize them strategically. In other words, we organize those facts into the character, confidence and environment of the entity we are modeling. They are historical facts.

See the Big Picture First- Avoid Information Overload

The purpose of this document is to show how TeamsWin Database Services will save any business time and money. A business model allows the business owner to see the big picture first. Without the business model, the owner each month has to manually integrate information from at least five or six reports, and then integrate the months. This bottom-up inductive generalization process is time consuming. On the other hand, receiving information from a business model is a top-down logical reasonable deductive process.

Chart of Accounts Expanded

The purpose of this document is to describe a Business Model as an Expanded Chart of Accounts. First, I will describe Chart of Accounts, both traditional and expanded. Then, I will describe a business model as an historical account that uses a Chart of Accounts in a way similar to the traditional Chart of Accounts. Accounts are buckets set up to collect history. Traditional accounts are the buckets set up to collect financial history. Traditional financial accounts are the line items on reports that show three basic strategic views: position, activity, and change. Together (in relation to points and lines of time) these three views record history. An Expanded Chart of Accounts lists and keys the line items of all reports that record history.

Accountant's Information Heavylifting Team

Accountants: as a team with you in charge, TeamsWin provides "Business Intelligence". Your customers benefit. We help them get it, and you help them use that intelligence. We prefer to work behind the scene for you business consultants. "Business Intelligence" is a buzzword that describes information organized for decision making. Currently, business information is formatted to support and report business functions. Now, you can get instant access to that same information formatted for decision making.

Accountant's Consultant's Checklist

The purpose of this document is to list Accountant's or Consultant's Business Model requirements. It is a checklist of what accountants and consultants need to do to see a business model. The Owner's Business Model is hidden in the owner's business reports. Given access to those reports, TeamsWin will recognize and build the business model, keeping it flexible (normalized). Accountants and consultants will then see a business model so they can help the business owner use it. A business model is Owner's Software. It pulls together the information an owner uses to

understand, manage and communicate his business. It will be the first report an owner sees.

Laborers' Excellent Teamwork Measurement

The purpose of this document is to describe to gifted laborers the power of business models. When your work is your calling, business models will get you paid up front for the proven excellence of your work. If your work is your calling, then it is excellent, and when you team with other people doing their calling the result will be excellent teamwork. The only way to measure teamwork is a business model constructed from free or very inexpensive technology with the inexpensive help of a business modeler, a person called to provide this understanding or teamwork measurement.