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## **Queen Associates and Doreen Evans Associates, Inc. Partner to Offer Business Analyst Best Practices and Competencies**

Queen Associates, Inc., a Charlotte, NC-based IT services firm, and Doreen Evans Associates, Inc. (DEA), one of the longest running business analysis service firms in the industry, have formed a partnership to offer world class capabilities to organizations looking to improve their ability to deliver successful projects by deploying best practices in their business analyst community.

Requirements play a vital role in the development of technical systems; however, it is well known that the top reasons for project failure are tied directly to poor requirements. Requirements are captured and communicated to the technical team through the leadership of the business analyst. Yet because the work that business analysts perform is often ad-hoc and undocumented, the quality of requirements can vary widely and is dependent on the skills of the particular business analyst involved.

This situation – the importance of excellent requirements combined with the lack of a consistently applied best practice approach – has sparked a demand for a consistent, repeatable business analysis approach throughout the system development life cycle and has fueled the recognition and growth of the business analysis profession. A recent search for business analysis jobs on a popular jobs site returned 149,289 job postings; clearly the demand for BAs far outpaces the supply.

Closing the business analysis skills' gap requires that companies look beyond the walls of their organization to acquire business-analysis talent to staff immediate needs. At the same time, they can work toward establishing a support structure necessary to grow business analysts internally. It's a dual approach: a combination of strategic outsourcing accompanied by organizational improvement with the objective of developing bench strength. And it's this dual approach that the partnership between Queen Associates and DEA is intended to address.

DEA brings over 20 years of helping clients narrow the gap in understanding between business and the IT staff through consulting services supported by a best practice approach to the requirements life cycle. At the core is DEA's "Business Analysis Center of Excellence" program that provides for business analyst skill assessment, use of a proven process for the requirements life cycle and of a set of business analysis tools to streamline requirements documentation, collaboration, and management, and a customized training program to close skill gaps and increase business analyst competencies.

Queen Associates provides consulting and IT staff augmentation and complements DEA's BA best practices framework with a cadre of experienced senior business analyst consultants who possess the competencies necessary for delivering world class business analysis solutions. All business analyst consultants will complete DEA's BA boot camp, have experience in using BA tools to define and manage requirements throughout the project, and be able to apply the DEA approach to the project. The end result will be to improve the efficiency of analysis work and to allow requirements to be sustained and reused, saving significant costs on future projects.

“This partnership is truly a winning team for our clients,” said Doreen Evans, President and Founder of DEA. “The client benefits from access to the best practices and tools that we have built over the past 20 years, while also gaining access to highly qualified business analysts and requirements engineers from Queen Associates to boot-strap projects.”

Robin Pugh, President of Queen Associates, states, “Our customers are looking for solutions to critical business problems. Working with DEA enables clients to address two important elements in parallel namely, establishing their competency center while getting business critical projects completed on-time, under budget and meeting business objectives.”

Together DEA and Queen Associates provide a winning combination with DEA bringing the processes and tools needed to ensure the quality of the BA work on projects and Queen Associates providing highly qualified business analysts to carry out those projects. Clients can also arrange to establish their own center of excellence by working side by side with DEA and Queen Associates on real projects that are used to pilot the establishment of a requirements life cycle solution and a competency center for business analysts.

One of DEA’s recent clients says, “We brought in DEA to build the next set of requirements to support our new business initiative and to build a rigorous, business-driven requirements process. The results have exceeded our expectations. Requirements are owned by the business unit, IT has delivered functionality that aligns with the business need, and we are well on our way to being self sufficient in the discipline of requirements engineering.”

A senior executive at a major financial institution says, “Queen Associates is one of the best kept secrets in Charlotte in terms of IT professional services. In addition to providing exceptional talent with business analyst and project management skills, they also have a strong understanding of our business and technology priorities which makes them spot-on in identifying the resources that will best accomplish the deliverables at hand.”

***About Queen Associates, Inc.***

Queen Associates is an award-winning information technology services firm with a history of serving clients through expert talent identification since 2000. As a certified Women’s Business Enterprise, our core business provides the best talent to our clients, while promoting the hiring of veterans and minority candidates. Our service delivery model provides individualized support for our clients and candidates and results in enhanced quality, retention and efficiency.

[www.queenassociates.com](http://www.queenassociates.com)

***About Doreen Evans Associates, Inc.***

Doreen Evans Associates, Inc. (DEA) is a consulting firm committed to business analysis and requirements excellence. DEA helps organizations establish, institutionalize and maintain best-in-class business analysis competency, and offers experienced business analyst practitioners to fill the skills gap found in many companies. DEA is aligned with the International Institute of Business Analysis® (IIBA®) and incorporates IIBA best practices into a practical approach to fit the unique needs of each client. Founded in 1992, DEA is wholly committed to the business analysis profession, using and continuing to improve a best-of-breed Requirements Life Cycle Process, enabled by robust and comprehensive BA tools and delivered by highly proficient, professional business analysts. [www.doreenevans.com](http://www.doreenevans.com)