

Mapping Organizational Structure to FH



One of the first tasks is to map the current organization structure to the Functional Hierarchy. In the example below, the organizational structure is on the vertical axis. Mapping the organizational structure to the FH is useful for checking the completeness of the matrix. (Note: more detailed FHs are very useful in identifying redundant activities.)

Company ABC
High Level Functional Hierarchy

		1.0 Marketing	2.0 Sales	3.0 Engineering	4.0 Operations	5.0 Finance & Administration																					
Company ABC's Organizational Structure	CEO	1.1 Public Relations & Communications	1.2 Advertising & Brand Management	1.3 Marketing Ops & Lead Generation	2.1 Prospecting & Lead Management	2.2 Qualification	2.3 Sales Proposals	2.4 Sales Negotiations & Contracts	3.1 Research & Development	3.2 Product Development & Design	3.3 Product Engineering	4.1 Procurement	4.2 Manufacturing	4.3 Inventory	4.4 Shipping	4.5 Customer Service	4.6 Returns	5.1 Purchasing	5.2 Accounts Receivable	5.3 Accounts Payable	5.4 Financial Reporting	5.5 Internal Audit	5.6 Human Resources	5.7 Information Systems (IT)	5.8 Legal		
	Sales & Marketing	●	●	○	●	●	●	●																			
	Corporate Marketing																										
	Sales																										
	National Accounts																										
	Sales Engineering																										
	Research & Development																										
	Engineering																										
	Manufacturing																										
	Operations																										
	Procurement																										
	Receiving																										
	Inventory & Shipping																										
	Customer Service																										
	Finance & Administration																										
	Purchasing																										
	Accounts Receivable																										
Accounts Payable																											
Financial Management																											
Human Resources																											
Information Systems																											
General Counsel																											

LEGEND

● Primary Responsibility

○ Secondary Responsibility

High-Level Application Systems Overview



In the diagram below, the major Application Systems and their primary interrelationships are presented including the data integration products. Each system is given a unique color which is continued across all the artifacts.

