

Workshops

Business Outcomes Session



Driving Business Outcomes

Groupware Technology has the experience and resources to help companies achieve greater return from their data assets.

In collaboration with our partner OnStak, the Business Outcomes Session is designed to generate real business results. This half-day outcomes-based session will align your data and IoT efforts with business needs and start generating real value and results from your big data.

The formula for outcomes based success contains three key properties:

- Alignment and collaboration between enterprise leadership, lines of business, the analytic team and IT professionals
- A clearly defined set of business use cases and related outcomes that analytics will be able to support and enable
- An agile process to define success and deliver Proof of Value

Close-knit collaboration requires a shared view of the key questions being answered, a clearly defined set of KPIs and a demonstrable Proof of Value that can be used to assist in measuring ROI.

Use Case Business Outcomes Session

The Business Outcomes Session is designed to help you align your teams and identify and prioritize key business use cases to generate value and results.

This half-day workshop employs a unique process to help you:

Discover—The Outcomes Session accelerates group-based discovery to identify the key use cases and align teams.

Define—The Outcomes Session helps define the key

personas for the use cases and the critical barriers to implementation.

Deliver—The Outcomes Session delivers results by identifying the top business use cases, the critical implementation requirements and the value the business will see over time (ROI).

Objective

Each use case will be tied to ROI based on the value it brings to the business over time—operational efficiency, revenue gains, reduction in customer churn, maintenance savings, reduced downtime, etc.

The result will be an initial deliverable or project with rapid time to value based on a priority business use case, helping prioritize your efforts and align your teams.

Deliverables



Actionable Use Case

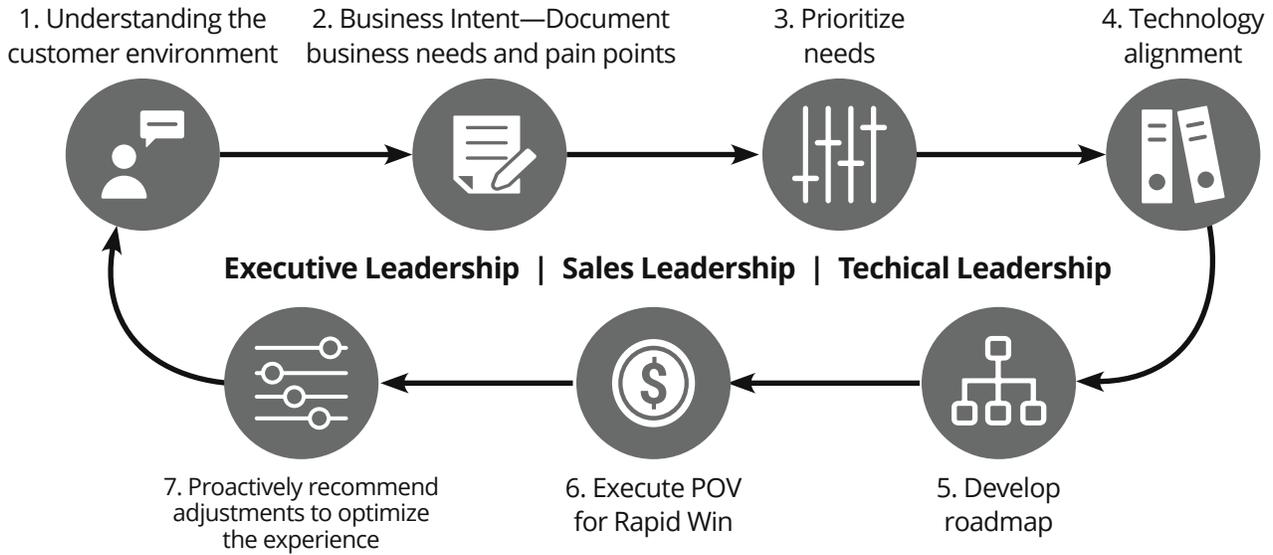


High Level Design/
Architecture



Roadmap and action
plan to deliver
accelerated results





The result will be a roadmap, action plan and benefit analysis for each use case, helping you prioritize your efforts and align your teams. In addition to the many benefits, including monetary value, this process will provide the foundation to evolve your business into an outcomes-based data-driven organization where the same process can be repeated with agility and speed, each time producing rapid time to value.

Solution

A data strategy connects your business plan and priorities to your data and analytics requirements. This strategy is the foundation for responding to future needs and, in turn, lowering ongoing costs and discovering new value. The Business Outcomes Session is the first step to accelerated results with data and analytics.

Sample Agenda

Half-day session to include the following:

- 8:30 – 8:45 Introductions
- 8:45 – 9:00 Objectives and approach
- 9:00 – 9:30 Business objectives
- 9:30 – 10:00 “As-is” architecture in context of business objectives
- 10:00 – 10:30 Focus and use case validation
- 10:30 – 11:00 “To-be” architecture in context of business objectives
- 11:00 – 11:30 Roadmap and priorities
- 11:30 – 12:00 Action items / Next steps

Client Participants

- **Executive Sponsor**
- **Line of Business Leader(s)**
- **IT or Business Intelligence Lead**
- **Chief Data Officer or Enterprise Data Architect**
- **Data SMEs for each Line of Business**