TransparentChoice Demo

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more on prioritization

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Let’s think about a familiar scenario....

Too many projects

Delivery KPIs are poor

Prioritization

IT seen as disconnected

Tech Debt & lack of innovation

IT agenda led

Business agenda led

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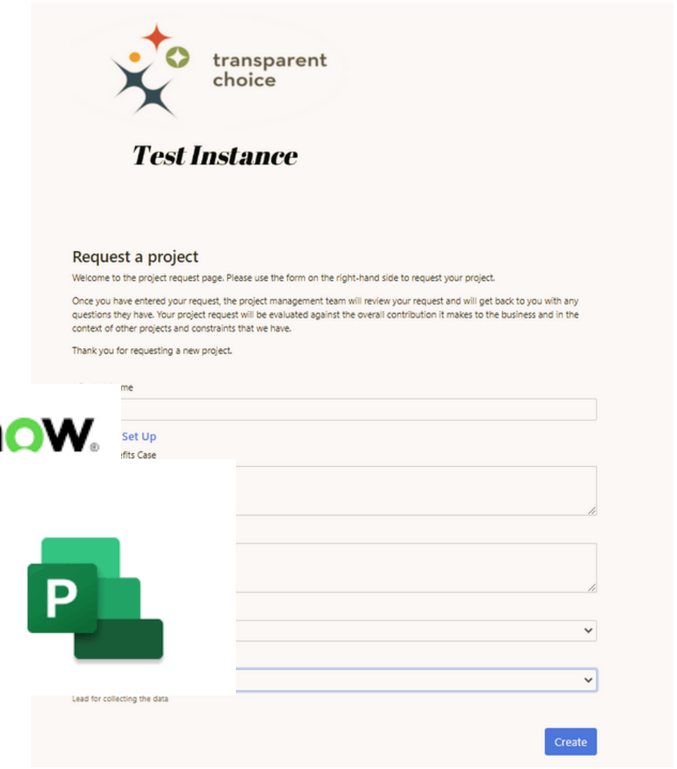
1 Organization doesn’t mean uniformity



servicenow

snowflake

1. New Submissions (0)
2. Resource Estimates (0)
3. Scoring (0)
4. Ready to Prioritize (0)
5. Must Do (172)
6. Should Do (33)
7. Don't Do (95)

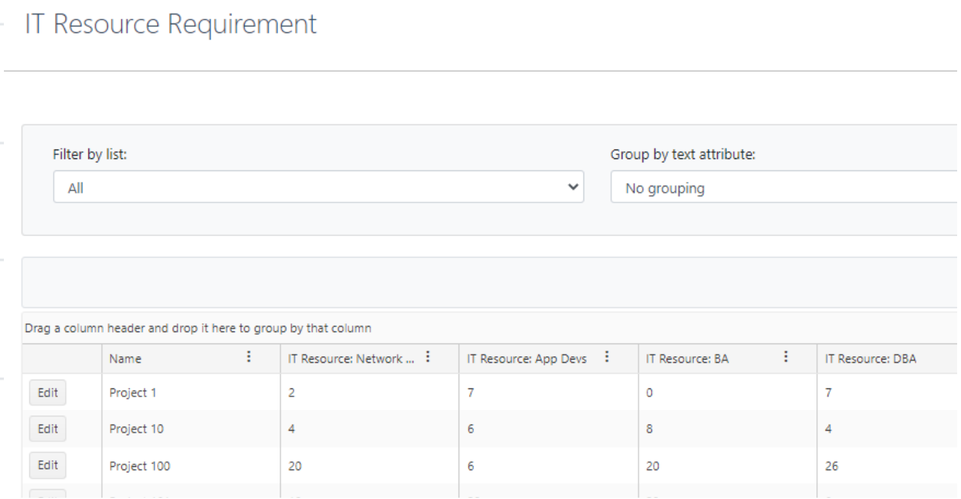
Common structure is important for scale and agility… but most people don’t like being forced to all use the same tools

2 Prioritization needs actionable constraints

Apply ‘Murphy’s Law’ for pooled contingency

Use a common structure for data capture

Don’t fixate on detail - fungibility is better!



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3 Put your projects into buckets with criteria that represent a cascade of strategic goals

- 1. Project Benefits (IT Projects only)
  - Enable better ways of working for IT team
  - License Fee saving from contract reduction
  - Manpower savings from productivity
- 2. Risk Reduction
  - Improve system resiliance
  - Reduce liability from Technical Debt (e.g. unsu
  - Reduce risk of security breach (cyber, data etc

Sort projects into comparable buckets

Define what “value” means for each bucket - picking between fruits is different from picking between large mammals

AHP is great for structure, AI is fast for iterations, but the hero of the show has to be your strategic goals

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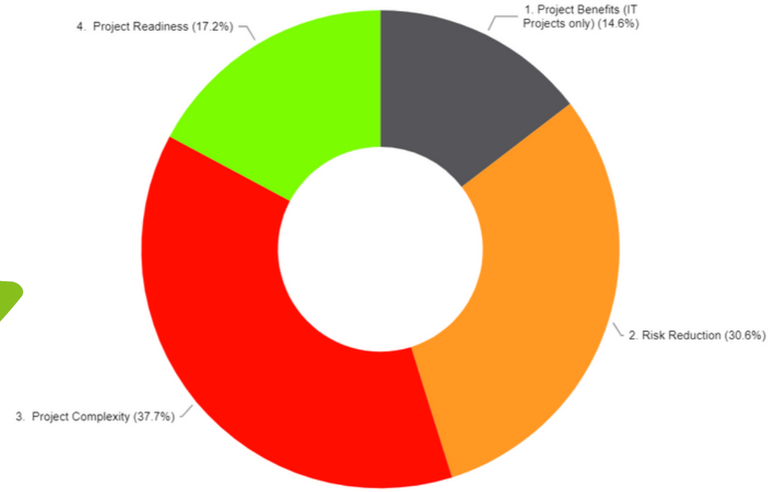
4 Create a precise, collective, definition of “value”

Pairwise Surveys / AHP

1. Project Benefits (Business-led projects)	2. Strategy Execution
☐ More important ▾	☐ More important ▾

	1. Project Benefits (Business-led projects)								vs					2. Strategy Execution			
Average (1.64)	9	8	7	6	5	4	3	2	1.64	3	4	5	6	7	8	9	
IT Manager 12	9	8	7	6	5	4	3	2	1	2	3	4	5	6	7	8	
IT Manager 10	9	8	7	6	5	4	3	2	1	2	3	4	5	6	7	8	9
IT Manager 13	9	8	7	6	5	4	3	2	1	2	3	4	5	6	7	8	9
IT Manager 1	9	8	7	6	5	4	3	2	1	2	3	4	5	6	7	8	9
IT Manager 11	9	8	7	6	5	4	3	2	1	2	3	4	5	6	7	8	9

0-100 scoring model for projects



Ignoring disagreements doesn’t make them go away

Dominant people are often wrong (even the smart ones)

Groups of open minded people are wrong less

[Click here to see survey]

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Scoring Projects: More than a spreadsheet

How would you rate: Project 1
in the context of: Availability of technical skills requi

0 - Dangerous Risk
This project has the potential to go horribly wrong.

25 - Potentially Dangerous Risk
This project has significant risk with no clear solution in place.

50 - Manageable Risk
This project has risk, but it's manageable.

75 - Low Risk
This project only poses low level risk.

100 - No Risk
This project poses no meaningfu

Don’t re-invent the wheel. Best practice helps with scales, definitions, AHP tips.

People are human - Decision Science will help them have their voice

Build your data collection process around people (not the other way around…)

Average (25)	0	25	50	75	100
Project Lead 10	0	25	50	75	100
Project Lead 11	0	25	50	75	100
Project Lead 15	0	25	50	75	100

[Click here to see survey]

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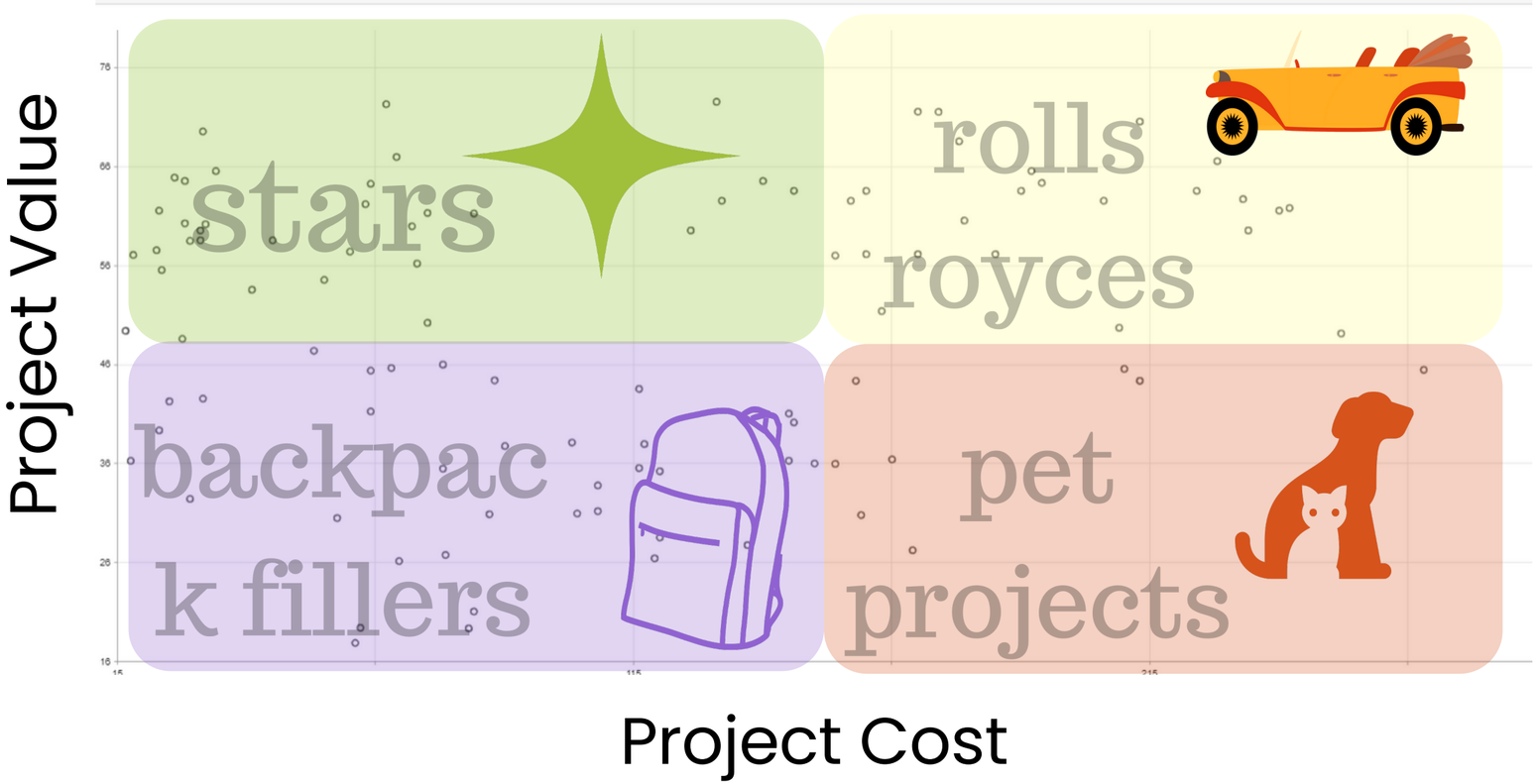
6 Buy-in to the model is a critical success factor

Prioritization Matrix



If people trust the way “value” is measured this works

If they don’t then it’s just a nice info-graphic

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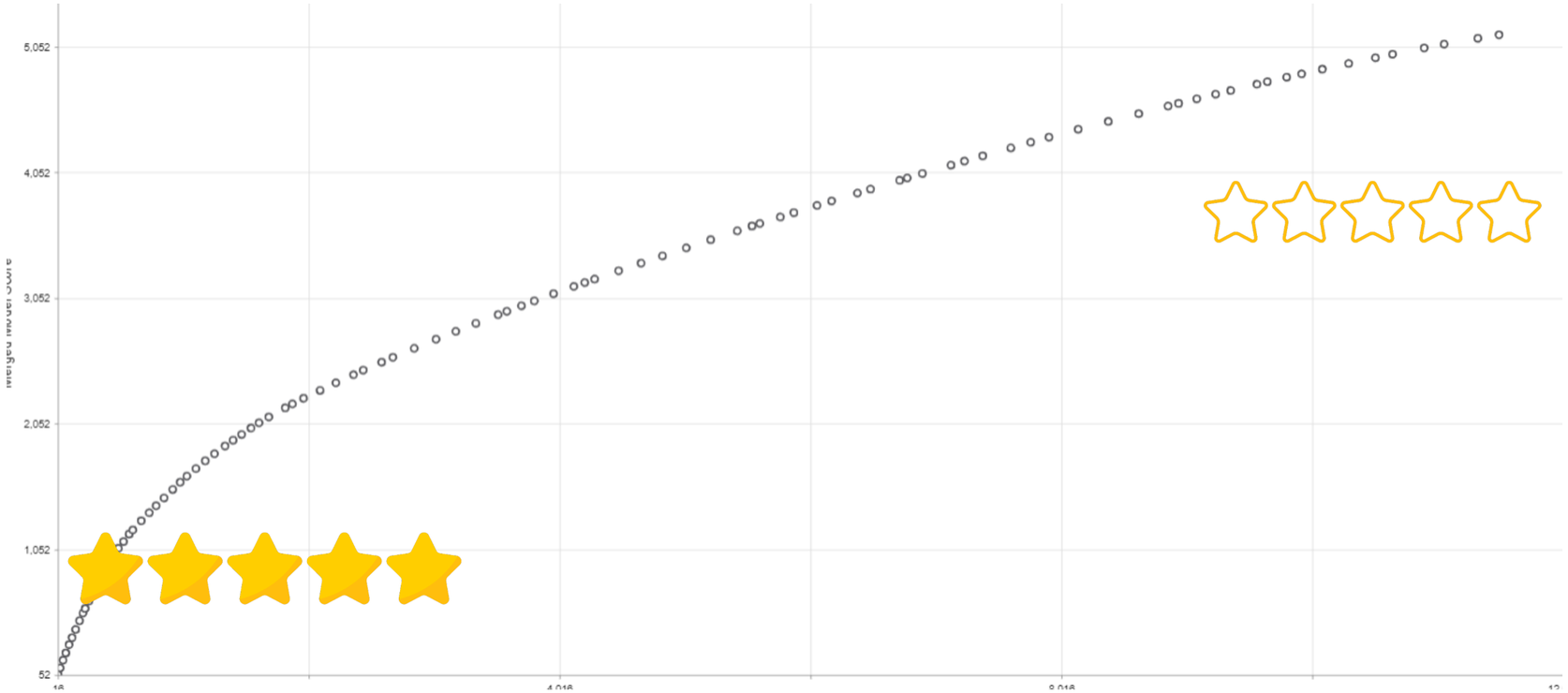
Let the data give you ‘Plan A’



Use data to create an objective base case then overlay subjective judgement (that’s next)

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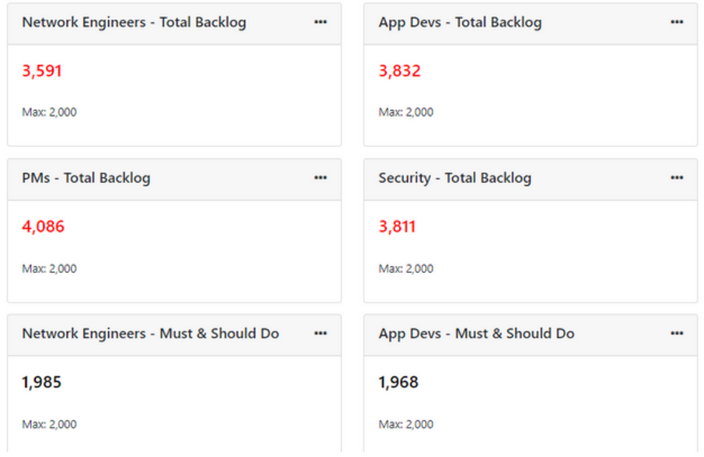
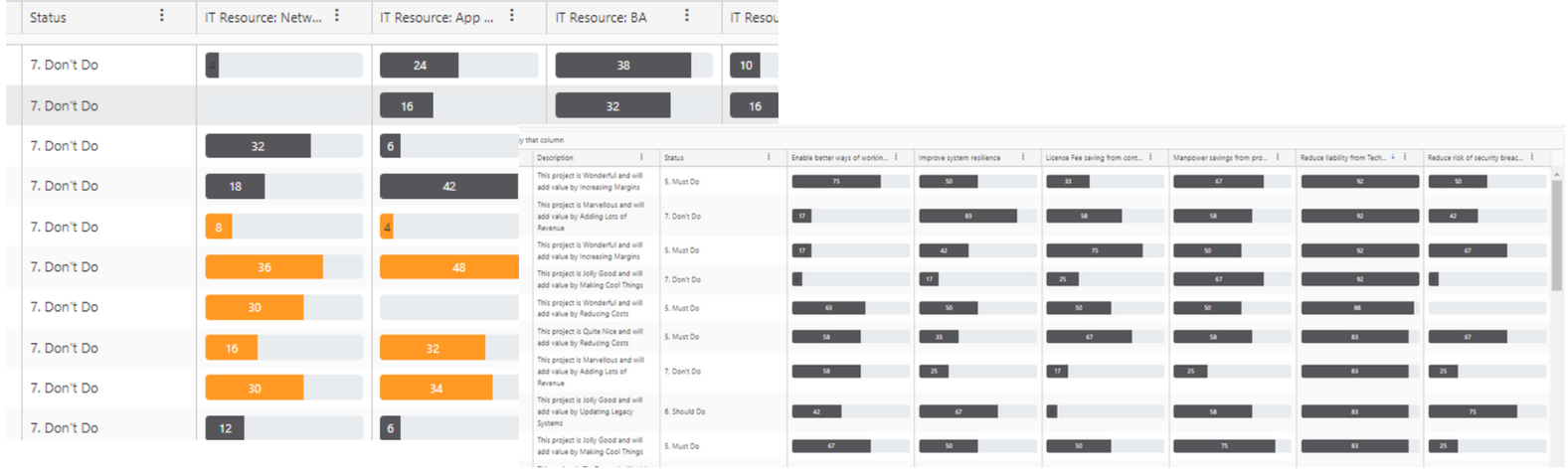
8 Overlay Human Intelligence to complete selection

Reporting Metrics



Project Level Data



Align your portfolio to reflect your criteria to apply balance

Look for ways to improve scores / cut cost

Respect constraints: too many projects will kill delivery performance

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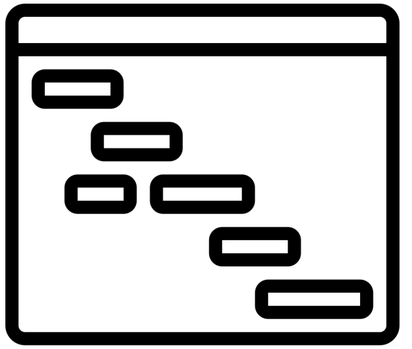
9 Prioritization needs to keep getting smarter

Strategic Planning

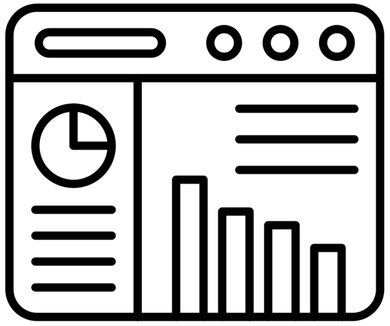
Add P&L overlays

Resource Planning

AI generated roadmap



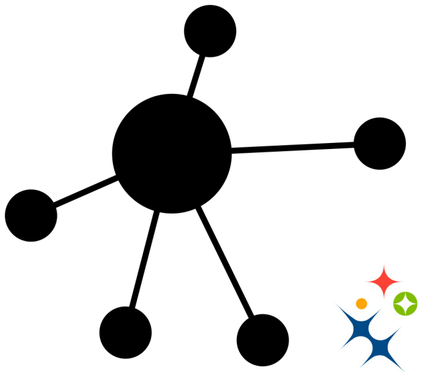
Stakeholder Engagement



Personalized User Dashboards

Connectivity

Connection to PPM tools



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Make this the start of your journey

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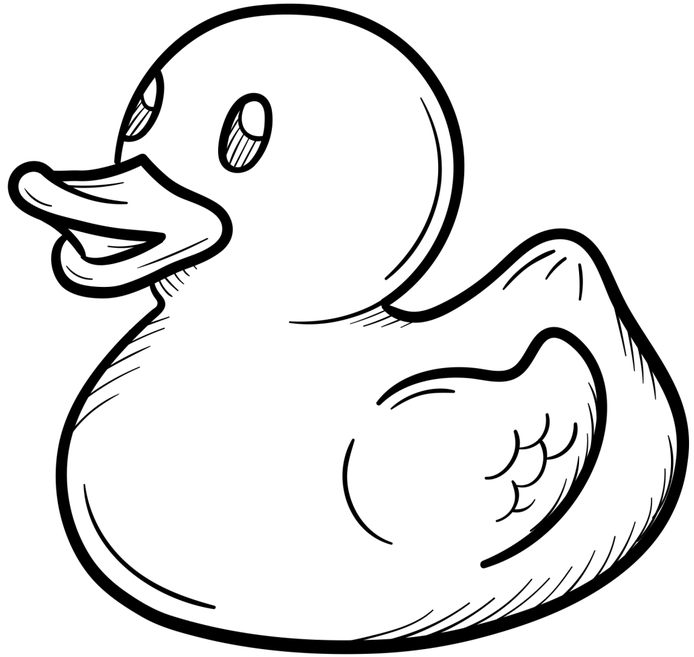
Connect with Dan at TransparentChoice



Listen to Stuart 4.45 today

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