The Power of Informed Decision Making

The Data Driven Organisation

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NO GUTS
NO GLORY

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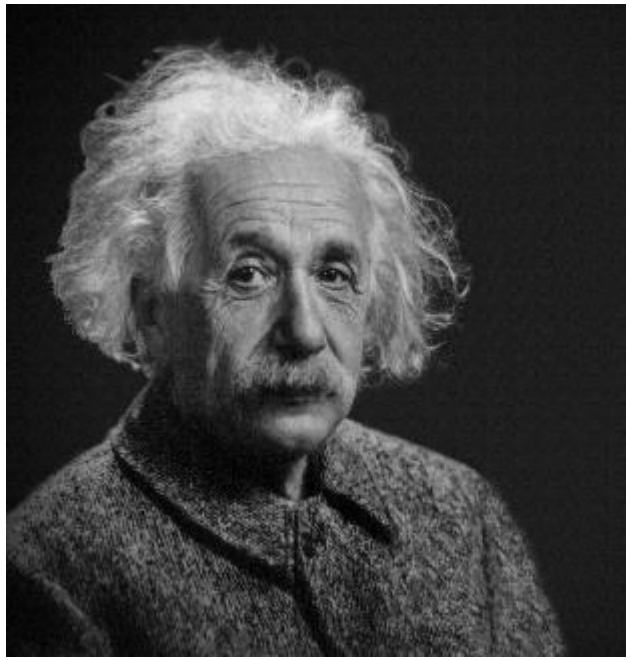
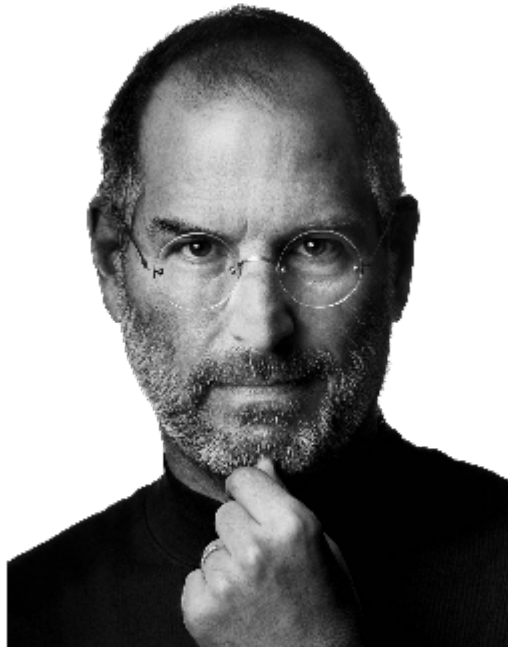
Instinct-based decisions

Intuition



“The intuitive mind is a sacred gift”



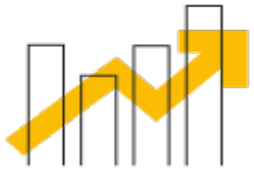
“Have the courage to follow your heart and intuition; they somehow already know what you want to become.”

What is data-driven decision making

Metrics Information Facts

to align business decisions with

Objectives Goals Initiatives



Highly data-driven organisations are 3x more likely to report significant improvement in decision-making

PwC's Global Data and Analytics Survey, Global, “Big Decisions™,” base: 1,135 senior executives, May 2016.

Lufthansa

Problem: Need to increase revenue

Solution: Implement analytics platform

Result: Increased revenue 30%

Google

Problem: Employee retention

Solution: In-depth analytics

Result: 5% increase in median favourability scores for managers

How do you become more data-driven

Collect and analyse your data

Define your metrics and KPIs

Visualise and Communicate

Continuous Improvement

Business Outcomes through Data-driven Decisions

Efficiency, reduced costs, improved project success through:

- Ensuring alignment to strategy
- Improved resource allocation & demand forecasting
- Enhanced risk management
- Optimised scheduling
- Quality assurance
- Knowledge Transfer
- Lessons Learned

Integrated Tooling

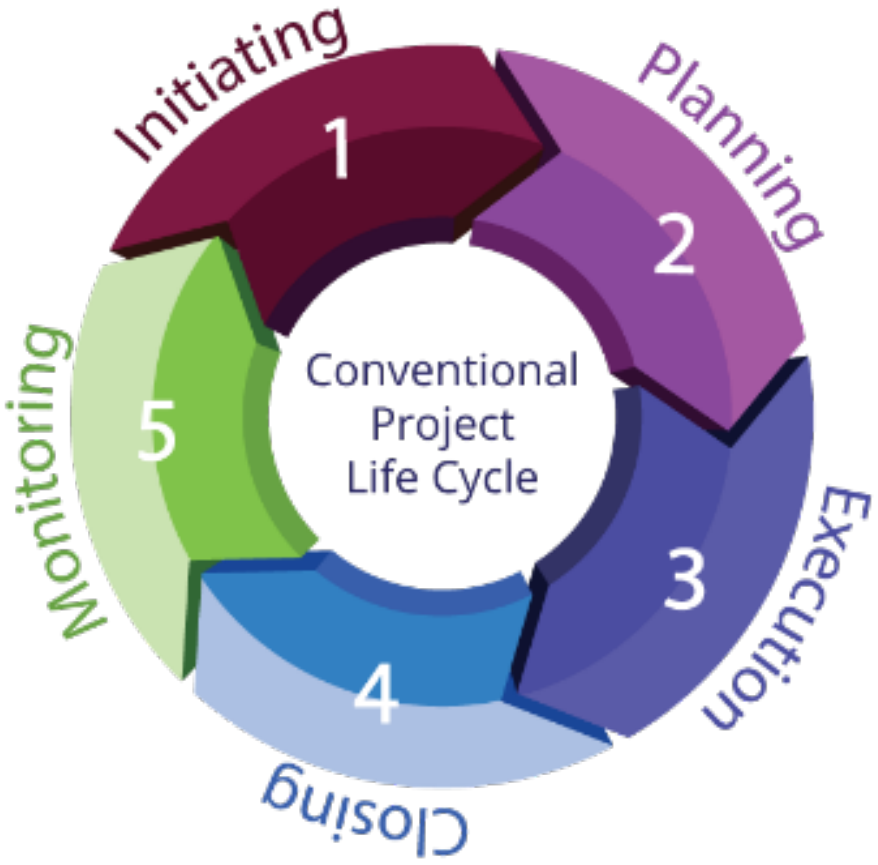
Integrated Tooling can aid data-driven decisions by:

- Centralising and integrating data
- Supplying analytics and visualisation tools
- Providing a platform for collaboration
- Automating routine tasks and governance
- Enabling predictive analytics
- Enabling data governance and quality assurance

Journey Across Project Excellence

How this can look in PPM tools

- Portfolio prioritisation and selection
- What-if planning scenarios
- Resource management
- Financial planning
- Project planning and controls
- Dashboards and reporting



OnePlan is Built on the Microsoft Cloud

1. **Purpose Built Portfolio Management SaaS Solution in Azure**
   Best of Breed, Enterprise Ready > Avoid “Single Apps” / “Widgets”

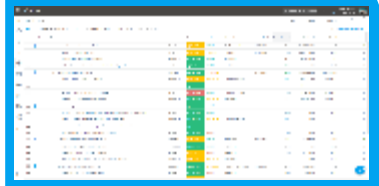
2. **Flexible Deployment Architecture for the Microsoft Cloud**
   Accessible through Teams, PowerApps, Project Operations, ADO or just Web Experience > Avoid “Monoliths” and “Lock in”

3. **Integrate all Work that Impacts Business Outcomes**
   “Bring your Own Work Management Experience”
   Microsoft – ADO, Project, Planner, ADO; Others – JIRA, etc. > Avoid “Disconnected Work Management Data”

OnePlan Capabilities, Roles, and Process Flow

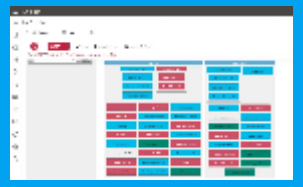
Intake | **Planning** | **Execution** | **Delivery**

Strategic Planners



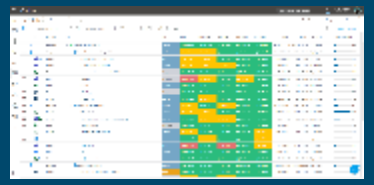
Strategy

Ideas



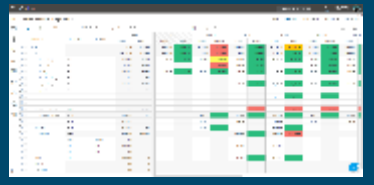
Enterprise Architecture

Portfolio Managers



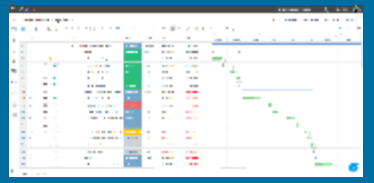
Portfolio Planning

Capacity Planning

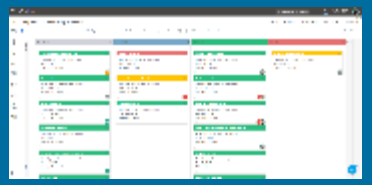


Investments

Plan Managers



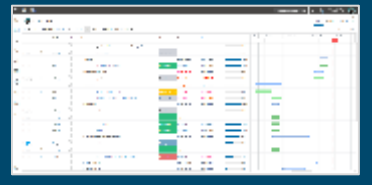
Work Plan



Agile Plan

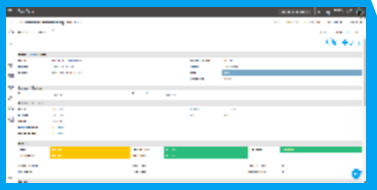
Team Members

Time Tracking



My Work

Executives



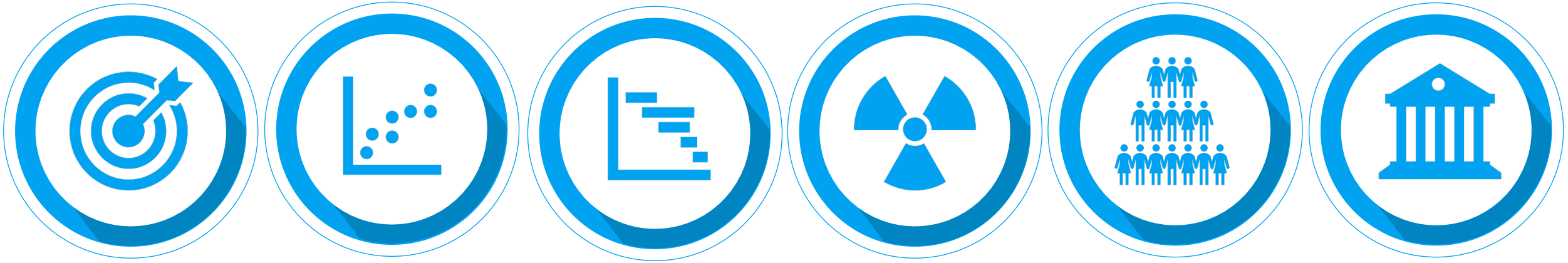
Status Reports

Dashboards

Visualizations

Artificial Intelligence

Use Cases for AI in Strategic Portfolio Management



Strategic Planning

OnePlan's Sofia GPT helps organisations make data-driven decisions and forecast outcomes.

Portfolio Optimisation

OnePlan's Sofia GPT helps organisations balance their portfolio of projects to maximise value.

Work Management

OnePlan's Sofia GPT helps organisations manage resources, tasks, and timelines more efficiently.

Risk Assessment

OnePlan's Sofia GPT helps organisations identify and mitigate potential risks to their projects and portfolios.

Resource Allocation

OnePlan's Sofia GPT helps organisations optimise resource allocation across projects and teams.

Investment Forecasting

OnePlan's Sofia GPT helps organisations manage project costs, budgets, and forecasts.

Not forgetting Microsoft 365 Copilot – releasing across Microsoft 365 1st November 2023

OnePlan – Case Study

Industry: Retail | **Revenue:** $22.3B | **Employees:** 238K | **Department:** IT

- Challenges
  - Limited visibility into projects, resources, and financial data
  - Heavy reliance on spreadsheets
- Technology
  - OnePlan
  - OnePlan – OneAnalytics
  - Microsoft Power BI
  - Microsoft Teams
- Benefits
  - Real-time consolidated view into all projects
  - Single repository for all project data
  - Ability to enter and evaluate financial information in a simple interface
  - Ability to create Executive Summary reports and dashboards

Take-aways

- Data-driven decisions consistently outperform ‘gut feelings’
- Understanding your data is key
- Learn from the past
- Leverage integrated tooling to make the journey easier
- Exploit technology such as AI to assist analysis

What you can do next

Talk to us today - arrange a call or face to face meeting with CPS

Today - **Stand 7 & 8**

Not ready yet?

Contact me - Lester.Lovelock@cps.co.uk

Thank You

We’re here to answer any questions you have.

- What Our Clients Say About Us
- Register for Upcoming CPS Events
- Get in touch for a conversation about how we can help!

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FastTrack

Partner

MVP

Microsoft Most Valuable Professional

x Five

Prosci ★ CERTIFIED ★ Change Practitioner

CYBER ESSENTIALS CERTIFIED PLUS

apm CORPORATE PARTNER

CiSP Cyber-security Information Sharing Partnership

ISO

ISO27001

ISO20000

ISO9001

ISO 14001:2015

Reduce emissions by 70% by 2030 and achieve Net Zero by 2040

Crown Commercial Service

JOSCAR REGISTERED

HM Government G-Cloud 12 Supplier

Digital Outcomes & Specialists 5

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