

IBM Rational Executive Business Value Workshop for Decision Management

What can effective Decision Making do for you?



“The bank reduced the number of service level agreements (SLAs) it maintains from 17 to four and cut the number of supported applications from 600 to 147, increasing IT department productivity.”¹

“They now have control over the R&D project portfolio and project data even in their global organisation with people positioned all over the world. The solution has also supported them in understanding which projects that will generate most value for their customers and organisation.”²

This workshop aims to help your organisation make smarter, better, faster and more efficient decisions around your portfolio of ideas, projects, products, or IT applications. A significant number of all activities taking place within organisations today generate little or no business value. Why is this? The reason is that decisions made to “*advance an idea, start a project, focus on a specific product or modernising one application*” are based on logic like “*pure gut feel*”, loudest voice in the room, business case via spreadsheet – or other strange logic. The decisions are not based on how the activity aligns with organisational strategy and how it will add business value to the organisation in comparison to other activities.

The result when making decisions this way can be devastating. The best scenario is that the loudest voices in the room are correct or that the executive picks the correct “*lottery ticket*” in the pile of business cases that are all ranked 8 or 9 (aren’t they all, who creates a business case for his/her project that is not good?). This would be pure luck and it would not be an informed and effective way of making decisions that can heavily impact the future of an organisation. Examples and experience do show that organisations can increase value or lower cost by approx 20-40% just by making the correct choices. In this economy (or any economy) can we afford to leave this amount on the table?

Secure true business value

This workshop, will give you and your executives an understanding of how you as an organisation can create a foundation to secure that what you focus on is what actually matters – business value and not the project. Understand how “*doing the right things*” can impact the result of your organisation and how the exercise to get their also will generate understanding, collaboration and consensus. Through presentations, demonstrations and facilitated discussions around prioritisation and decision making principles, participants get a unified understanding and a set of recommendations about priorities, measures, and strategies for moving forward with a systematic approach to increase effectiveness and business value in their organisation.

Highlights

The facilitated workshop discussions and exercises will be dynamically adjusted to your business needs and priorities. They may include discussions about the following topics:

- Why wait with making the right decisions for your organisation?
How to start this today and receive value instantaneously
- How to set up and facilitate the Decision Making process in the context of areas like strategic decision making, portfolio management etc
- How to use and define criteria that impacts the decision making
- The strategies you can adopt to improve decision making
- Insight into how an effective support for decision making also brings understanding, collaboration and consensus to an organisation
- How to take the result of your decision making and secure that it’s delivered, governed and controlled

Agenda

The recommended workshop duration is four hours. During this time a structured sequence of topics will be discussed, where each topic leads into the next with increased understanding and level of detail. Each topic proceeds with an overview of IBM® Rational® experience and insights, followed by discussions and interactive exercises, this increases participants' understanding of your current business context, goals, incentives for improvement, and operational objectives, as well as the current state of your Decision Making capability and possible gaps, plus strategies that could fill those gaps.

The agenda will cover:

- Why prioritise?
- The issue with subjective prioritisation
- A review of common objective approaches
- A balanced, objective approach
- Demonstration of Focal Point for prioritisation and decision support
- Evaluation
- Next Step

Review of the outcome

IBM consultants will develop and present a set of prioritised recommendations and discuss them with you. This follow-up might include a high-level view of a roadmap for adoption of appropriate strategies for Decision Making; next steps for establishing appropriate execution plans; or additional to accelerate moving from strategy to implementation.

Participation from your organisation

The outcome and benefit of this workshop depends on the contribution and decision making or influencing power of the people participating in the workshop. Therefore, be sure to invite your executives and other leaders who are evaluated on the success of your IT delivery capability.

A sound investment

We offer a partnership, where you leverage our experience, and that of our trusted Business Partners, in helping thousands of similar organisations over the last 25 years to take the first step into smarter business planning and alignment.

Workshop delivery information

In order to deliver the Executive Business Value Workshop in the most optimal timeframe for your organisation, IBM may engage one of its experienced and trusted Business Partners to provide the services outlined above. The approximate value of the Executive Business Value Workshop to your organisation is \$A 6,000 ex GST.

Additional information is available from your IBM representative.

“By comparing project ideas against each other in pairs, according to different criteria, they can easily and graphically show which projects are appropriate to implement, given particular resource availability. This feature is unique and very helpful for our business. It helps us make better decisions faster.”³

“In 18 months the company reduced the number of applications it was supporting by 45 percent and went from spending 85 percent of its IT budget on maintenance to just 50 percent.”⁴



Find out more about client success stories (Make them hyperlinks)

- 1. A bank improves efficiency by streamlining applications portfolio**
ibm.com/software/success/cssdb.nsf/CS/CPAR-8PZPRN?OpenDocument&Site=corp&cty=en_us
- 2. Manufacturer secures a market driven product development**
ibm.com/software/success/cssdb.nsf/CS/JJAE-8BQ6TS?OpenDocument&Site=default&cty=en_us
- 3. FOI rapidly increases the quality and quantity of their research initiatives with IBM Rational Focal Point software**
ibm.com/software/success/cssdb.nsf/CS/CCLC-7ZU2NR?OpenDocument&Site=default&cty=en_us
- 4. A global conglomerate cuts IT maintenance costs by 35 percent**
ibm.com/common/ssi/cgi-bin/ssialias?subtype=AB&infotype=PM&appname=SWGE_RA_ZK_USEN&htmlfid=RAC14236USEN&attachment=RAC14236USEN.PDF

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