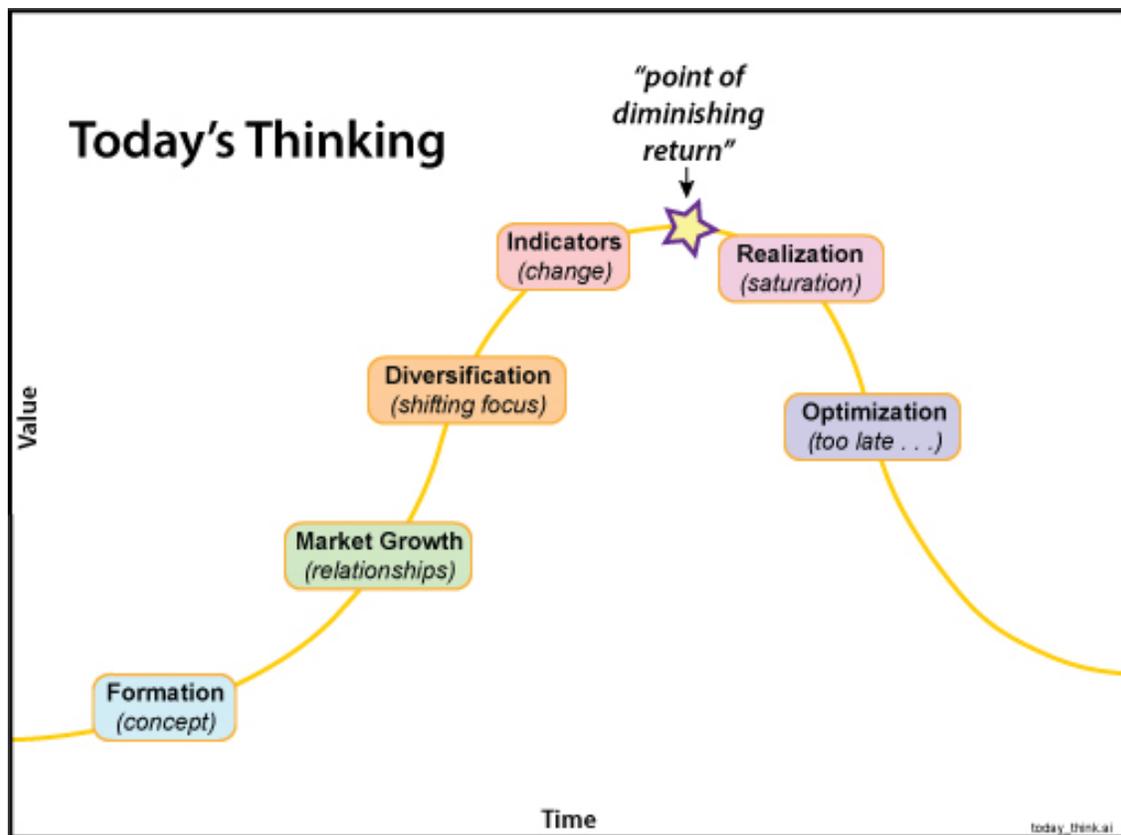


# Connecting-the-Data-Dots

Agility and innovation leadership are hallmarks of performance. Today, exponential growth of disparate and incompatible information impacts decision making. Big Data (in all its hype) is essentially information we don't know how to use. Code used to cobble applications and systems together has produced diverse silos of data. Mobility and cloud computing take complexity to another level. While technology has helped us do miraculous things, ability to use the information we produce is limited. Ability to "connect-all-the-data-dots" is not possible with current capabilities.

A wise man once said, "you can't control what you can't measure"- Peter Drucker. Knowledge gives us power and freedom to act. When we act, we want to know we are doing the right things. Change introduces unknowns which impact our sense of balance. Massive change distorts perspective about what we need to measure. At some point, we encountered the "point of diminishing return". Uncertainty turned into indecision that created waste. We encountered and confronted this problem in the 90s, developing the Digital Asset Management market. What's been missing are the econometric predictive models and activity-based data needed to measure knowledge workers.

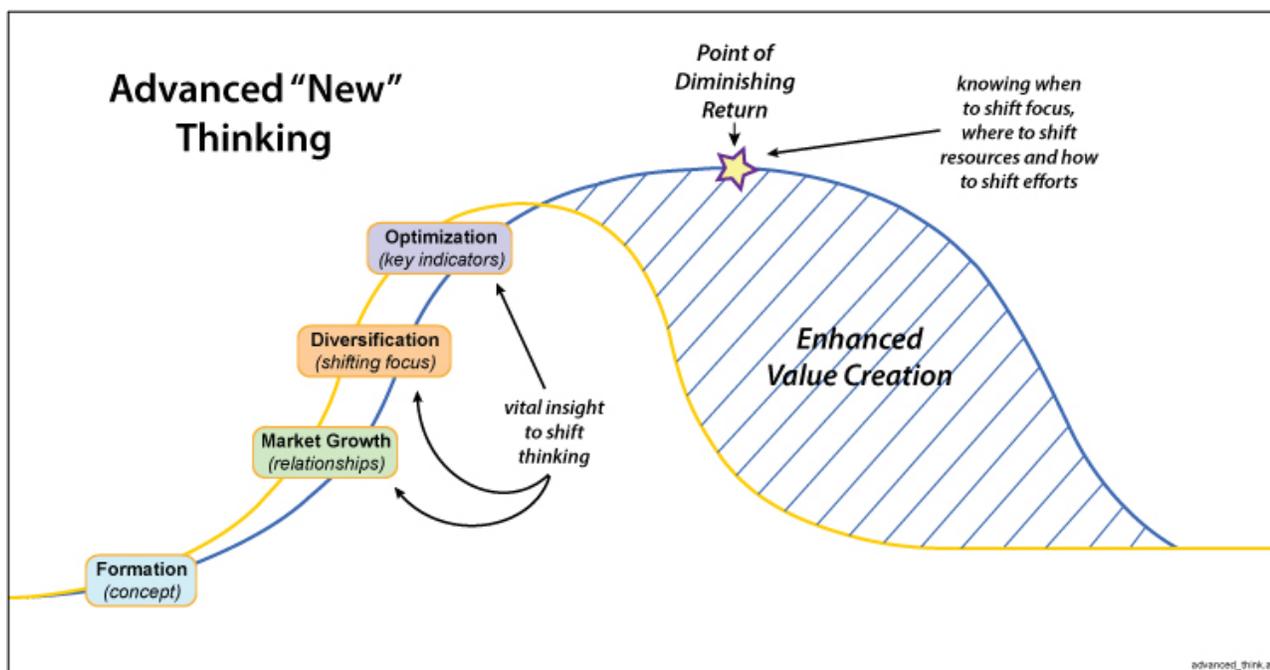
National debts, job loss and rising waste link to inability to control costs created by exponential growth. Business and government are missing key metrics needed to track cause and effects. Life is constant ebb and flow. Ideas, like products and businesses, go through cycles. When we get smart about cycles, we devise ways to control them. At some point, we experienced the point of diminishing return - when ends don't justify the means. This shift changed value of outcomes and what we need to measure. To build and sustain value creation requires more advanced thinking.



What can be done? Agility and innovation leadership relate to responsiveness. To regain our edge, we must think differently about the problem. We found a solution that redirect \$1 trillion in US annual information-based spending. Improving ability to "connect-the-data-dots" will create millions of jobs. Heightened awareness of hidden waste and lost opportunity costs introduces new insight about how to focus on the problems we really need to solve.

## The Problem to Solve

Waste and lost opportunity costs accumulate. Over time, these costs show up as redundancies, bottlenecks and dysfunction. Inefficiencies are difficult to measure because they are buried in overhead. Insight about who we are and what we do creates opportunity measure hidden costs. DNA relates to how people and activities interconnect. We develop predictive models using advanced econometric activity-based data to measure DNA and to assess costs.



CXOs know they have problems, but are often unaware of activity-based costs. Sustainability requires balance. Each problem we encounter is unique. Tapping into an organization's DNA creates opportunities to expose the root source of problems. Without this insight, it's difficult to know where, when and how to focus limited resources and effort. The sheer scale and scope of the challenge is overwhelming. This is why success rates are so low. The secret is in knowing where, when and how to "connect-the-dots". In some respect, it requires working backward. We examine our past to learn about our future. What's missing is econometric activity-based data models used to measure DNA. We develop these capabilities analyzing hundreds of thousands of knowledge workers to measure cause and effect to anticipate outcomes and calculate costs. Measuring information-based waste and lost opportunity costs in detail across an enterprise, is vital to develop an effective step-change strategy, solution roadmaps and action plans.

Changing the way we optimize capabilities and practices introduces new sources of wealth creation. As we learn more about who we are and what we do, we shift thinking. Insight about potential gains improves our ability to:

- Know current information-based costs (highest to lowest in great detail) to determine what's possible
- Develop roadmaps "knowing" where to focus and how and when to concentrate efforts and resources
- Identify "pivot" points - where they are, where they should be and how to change and potential outcomes
- Execute 15-45 day action plans based on creating greatest gains and use savings to fuel transformation
- Address "what's-in-it-for-me" concerns of workers who evangelize new capabilities across enterprise
- Prepare new hires with knowhow and insight about operations to optimize capabilities and practices
- Turn outdated legacy systems into powerful applications (mobile/cloud) knowing cost and impact w/ROI
- Streamline workflow "connecting-the-dots" to shorten cycle times to improve agility and innovation

Please contact Charlie Caldwell by calling 603-294-4171 (office) or email [chas@glbvt.com](mailto:chas@glbvt.com) to explore next steps.