



## Data Leadership/Management Mentoring Program

The program goal is to:

**dramatically, rapidly, and measurably improve specific client data leadership/management capabilities through enhanced data and data practices that lead to specific, organizational outcomes producing benefits beyond the cost of the program.**



As organizations continue to progress towards a shared goal of making better use of data assets, it will be helpful to formalize a process of knowledge transfer focused on helping its leadership *become more data centric*. The data leadership/management mentoring program is designed to accomplish this through a series of real data projects tied to specific, measurable organizational outcomes.

Concentrated learning opportunities under the tutelage of veteran industry grey-beards ensures your team will practice using the knowledge and skills required *to do more with data!* As part of the team, the mentors guide project selection, suggest risk assessment/process improvement opportunities, and provide a general phone a friend capability through the effort.

Anytime advice. Twice weekly working sessions. Work product reviews. Just-in-time learning opportunities. World-wide networking. Peer-to-peer connections. Expertise. Feasibility studies. Data Strategy. ERP analysis. Monetization. Enterprise modeling. Data assessments.

These are just some of the extensions that your team will have at its disposal to ensure that your first set of data program initiatives are successful. The most important outcome of the mentoring offering is that your team will be able to demonstrate its value to the organization in clear objective measures.

Finally, you have by now noticed that each vaguely defined phrase has been listed in italics. Through the mentoring process, organizations can more quickly define whatever it is that these italicized terms mean to their specific organization. No other definition is operational.

### Experienced Coaches



This program is offered by the most qualified and experienced data management thought leadership team alive. Drs. Christopher Bradley and Peter Aiken have between them way too many years of in-the-trenches-experience in industries such as pharma, chemical, retail, and finance to bother counting and have great fun helping everyone understand their roles in data decision making processes. Check them out at <http://dmadvisors.co.uk> and <http://plusanythingawesome.com>





## Program Benefits

This program provides specific tangible benefits to the organization. These benefits are presented and recorded for posterity at the conclusion of each learning cycle.

### General Benefits

Generally quantifiable organizational benefits include:

- Better technology leverage
    - Significantly lower data volume
    - Better data understanding
    - 20-40% of IT cost savings
  - Improved knowledge worker productivity
    - Reducing search time
    - Improving the quality of data
    - Eliminating hidden data factories
    - Business model reinvention
  - Morale
    - Elevating organizational performance measures
    - Elevating data specialists roles/responsibilities
    - Reducing non-value added work
    - Reducing time to value
    - Individual abilities to 'bring more to the table'
    - Mission readiness improved eliminating non-value added tasks
  - Better analytics
    - Easier to locate data
    - More knowledgeable cohort
    - More productive (less munging) data science
    - Higher data reuse lead to greater sharing
    - Standard quality evaluation and valuation
- Early warning signal for pending IT project death march.
  - Ability to more precisely specify data input and output requirements.
  - Customer "culling" / pricing.
  - Consolidation of reporting/aggregating services and of associated metadata practices.
  - Increased organizational capability evaluation with input from Activity-based Costing.
  - Elimination of unnecessary IT systems development.
  - Avoiding a success being labeled a failure because of the use of incorrect measure.
  - Significant research productivity from organizational analysts charged with new product development.
  - Reduction of cyber targeted organizational footprint.
  - Better project cost/risk forecasting.
  - Better data conversion/migration cost predictions - in this case savings of \$5 million and a person-century of work.
  - Formalized legacy data reengineering.
  - More concrete and reliable ERP/package software implementation/modification costing.
  - Reduced data processing, storage and technology costs.
  - Software purchase/modification avoidance.
  - Complexity reduction improves knowledge worker productivity and knowledge transfer throughput.
  - Better use of data inventories.
  - Identification of systemic inefficiencies.
  - Facilitated system maintenance.

### Client Specific Benefits

Specific candidate organizational benefits have included:

- Consolidation of systems processing data ROT.
- Accurate comparable score using tested frameworks that have the added benefit of literally decades of practice and benchmarking data.
- Elimination of rewarding preventable heroic work.