Decision Lens Solution for State and Local Governments

IPMA, May 2018

Prioritization and Performance-Based Planning
Decision Lens is a cloud-based solution for strategic Portfolio Prioritization and Resource Optimization decisions.

Headquartered near Washington, D.C., we got started in the Federal sector, moving into State & Local government.
Background

- Jared Smith, Professional Services Director, S&L Government
- Danila Cariello, Senior Account Manager, S&L Government
- Combined 10+ years supporting customer success and implementation of Decision Lens software including over a dozen state DOTs, multiple State CIOs & supporting agencies, local/county governments, utilities, etc.
Decision Lens provides the tools, structure and methodology for improving collaboration, transparency, and outcomes in your decision-making process.
Delivery and Security

- **Software-as-a-Service**
  - Anytime, anyplace via your web instance
  - Distributed use and engagement
  - Central management
- **Secure**
  - FedRAMP-certified
  - User Self-provisioning
- **Affordable, value-based pricing**
Decision Lens – What we are NOT

- PPM Solution
- BI Tool
- Financial Management
- Survey Tool

However, we do play well with these tools, and are happy to discuss integration…
Decision Lens – Value

- Local decision-making critically impacts citizens’ quality of life – it should be rigorous, transparent and credible.

- Decision Lens can help your organization to make better decisions AND make your decision-making process better.
Decision Lens Solution Components

Decision Lens delivers the **Complete Process** for identifying, prioritizing, analyzing, and measuring the success of your portfolio.

- **IDENTIFYING IDEAS**
  - What could we do?

- **DEFINING SELECTION STRATEGY**
  - How should we select?

- **ANALYSIS & SCENARIO PLANNING**
  - What should we do & how?

- **TRACKING & MEASURING RESULTS**
  - How is it working? What should we do differently?

**LEARN, ADAPT, & IMPROVE**
Decision Lens Core Use Cases

Information Technology

Programming & Budgeting

Facilities Planning

Hiring/Vendor Selection
IT Investment Case Study

- Decision Lens Customer for 4+ years
- State CIO pressures:
  - Centralize a distributed process
  - Develop an enterprise view and method for prioritizing/selecting/de-selecting investments
  - Ensure alignment to Governor’s priorities
  - Identify duplication and potential waste
  - Justify budget
  - Visualize impact on metrics (i.e., improving customer satisfaction)
IT Investment Case Study

- Outcomes achieved:
  - Decision Lens provided consistent structure
  - Increased buy-in at agency level, ensured alignment to top-level priorities
  - Enterprise view of all projects, identifying low-performing and duplicative investments
  - Justification for new budget requirements
  - Highlighted projects that contributed to performance metrics
  - Gained efficiencies through integration with existing tools (Apptio)
  - Consolidated need for tools (5 tools down to 3)
Facilities Planning Case Study

- **County Level Pressures**
  - Expand capacity of public schools
  - Balance needs for seats with conflicting desires for more green/rec space, NIMBYism, cost pressures
  - Lots of options (renovation vs. new construction)
  - Informed and engaged community
  - History of “kicking the can” decision making
Facilities Planning Case Study

- Outcomes achieved:
  - Developed a weighted set of priorities to guide evaluation of options
  - Allowed for conflicting viewpoints to be combined
  - Structure created path for collaborative, transparent and documented decision
  - Best option selected based on value, cost and impact on capacity
DECISION LENS DEMO
Nearly Immediate Time to Value

Portfolio insights in days, not weeks.

SaaS means immediate uptime.

Leverage Industry expertise with Decision Blueprints®.

Personalized Success Team and Education tailored to your needs.
Quick Win Approach – Your Outcomes, Delivered

- **Gain VISIBILITY** into the entire portfolio – gather, categorize, and organize data, projects, or investments
- **ASSESS** the impact of your portfolio towards business objectives
- Know what is **ALIGNED** to business outcomes and what isn’t creating value
- **ENGAGE** business stakeholders in the evaluation and analysis of key IT investments
- **SELECT** the initiatives that will make up your portfolio
- **PLAN** resources (funds, people, assets) around the strategically-aligned and highest-impact projects
Learn More about Decision Lens

Learn More at:
http://DecisionLens.com

Check out Decision Lens on YouTube
http://youtube.com/DecisionLens
DEMO BACKUP SLIDES
Start by Framing the Problem

The initial step in the process is to outline the way in which alternative projects will be measured.

Key stakeholders and planners engage with executives to set the goals and criteria on which the prioritization and optimization will be done.

Consider starting with a Decision Blueprint® to accelerate!
Engage stakeholders and gather institutional knowledge

Manage Business Case submission workflow from ideation to acceptance and Alternative creation.
Then, weighting is given to the goals and criteria by comparing each of them to another to assess relative priority.

All stakeholders engage in the voting to ensure the priorities of the organization are fully captured.
Set True Priorities - Voting Results

Rather then simply relying on a ranked list, the comparisons lead to the true priorities of the organization.
How do the individual projects or options on your list of alternatives fare against each of your individual criteria?
Get a Portfolio Prioritized by YOUR Values

Your outcome is a prioritized list of alternatives. Rather than simply a ranked list from your constituents, it is a list based on the true values and priorities of your organization.

<table>
<thead>
<tr>
<th>Criteria</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alignment With Corp Goals</td>
<td>31.7%</td>
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<tr>
<td>Aligns With Business Goals</td>
<td>21.2%</td>
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<tr>
<td>Competitive Impact</td>
<td>13.3%</td>
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<tr>
<td>Project Risk Profile</td>
<td>10.7%</td>
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<tr>
<td>Financial/Operational Risk</td>
<td>23%</td>
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</table>

<table>
<thead>
<tr>
<th>Alternatives</th>
<th>Capabilities</th>
<th>Value</th>
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<tbody>
<tr>
<td>Mobile Payment Platform</td>
<td>Business...</td>
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</tr>
<tr>
<td>Asset Tracking System Implementation</td>
<td>Business...</td>
<td>0.724</td>
</tr>
<tr>
<td>Applications Database Migration</td>
<td>Infrastr...</td>
<td>0.664</td>
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<tr>
<td>Windows Server Life Cycle replacement</td>
<td>Infrastr...</td>
<td>0.656</td>
</tr>
<tr>
<td>Electronic Personnel File Encrypted Backup</td>
<td>Infrastr...</td>
<td>0.636</td>
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<tr>
<td>Enterprise Data Management</td>
<td>Infrastr...</td>
<td>0.634</td>
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<tr>
<td>Intranet Authentication Redesign</td>
<td>Business...</td>
<td>0.626</td>
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<tr>
<td>Local Area Network LAN Upgrade</td>
<td>Infrastr...</td>
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<tr>
<td>Budget Consolidation System</td>
<td>Business...</td>
<td>0.621</td>
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<tr>
<td>Central Website- App Tracking</td>
<td>Business...</td>
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<td>Compliance LMS Implementation</td>
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<td>Corporate Servers UNIX Update</td>
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<td>Business...</td>
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<td>Enterprise SAN Technology Upgrade</td>
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<tr>
<td>Centralized Audit Trail</td>
<td>Business...</td>
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<td>Collateral Optimization Application</td>
<td>Business...</td>
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<tr>
<td>Network Security &amp; Wireless Deployment</td>
<td>Infrastr...</td>
<td>0.409</td>
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</table>
Add Budgeting Details and Receive a Funding Plan

Put your prioritized list into action and optimize your budget and portfolio based on value and ROI.
## Compare Funding Scenarios

Compare different funding allocation scenarios with project prioritization results.

<table>
<thead>
<tr>
<th>Portfolio Value</th>
<th>A. Baseline</th>
<th>B. Baseline Allocated</th>
<th>C. Forced Funded Lowest Priority Project</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sources of Value and Composition</td>
<td>1.000</td>
<td>0.809</td>
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<tr>
<td>Overall Portfolio Goal</td>
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<tr>
<td>Alignment With Corporate Strategy</td>
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<td>0.300</td>
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<tr>
<td>Aligns With Business Unit Strategy</td>
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<td>0.213</td>
<td>0.213</td>
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<tr>
<td>Competitive Impact</td>
<td>0.030</td>
<td>0.037</td>
<td>0.037</td>
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<tr>
<td>Project Risk Profile</td>
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<td>0.037</td>
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<tr>
<td>Financial/Operational Efficiency</td>
<td>0.030</td>
<td>0.037</td>
<td>0.037</td>
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</table>

### Totals by Category Group

<table>
<thead>
<tr>
<th>Capability</th>
<th>A. Baseline</th>
<th>B. Baseline Allocated</th>
<th>C. Forced Funded Lowest Priority Project</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Systems</td>
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<td>1264</td>
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<tr>
<td>Infrastructure</td>
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<tr>
<td>Budget</td>
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<td>728</td>
<td>728</td>
</tr>
</tbody>
</table>

### Budget Details

- **Total Budget**: 6,800,000.00
- **Amount Requested (% of budget)**: 10,371,000.00 (153%)
- **Budget Allocated (% of budget)**: 10,371,000.00 (153%)
Balance Resources to Align with Project Plan

Easily sequence multi-year project dollars and human capital resources for your planning cycles.
Optimized Based on a Value and ROI

Get an optimized budget based on comparing the value and cost of each project, looking to maximize ROI.
Measure performance and track outcomes

Track expected outcomes vs. actuals to gain a better understanding of project or selection success.
The Decision Lens Impact Dashboard helps your organization determine the trade-offs needed to reach desired portfolio outcomes

- Explore and interact with scenarios across portfolios
- See required trade-offs for desired business outcomes
- View outcomes based on resource changes
- Optimize on outcomes and see funded initiative scenarios
Get Deeper Insights with Visual Analytics

Identify potential opportunities or problems with visualizations.