2 Day AI Workshop - Delivers an Actionable Roadmap to 5x ROI for AI initiatives

Microsoft Partner | Silver Data Analytics

LEAP: Generate & Deliver Insights from Enterprise Data

Tangible Business Outcomes

Relevant Business Context

ROI Based Engagement

Self Funding Analytics: 5x+ Return in 6-8 weeks

Rapid Enterprise Integration

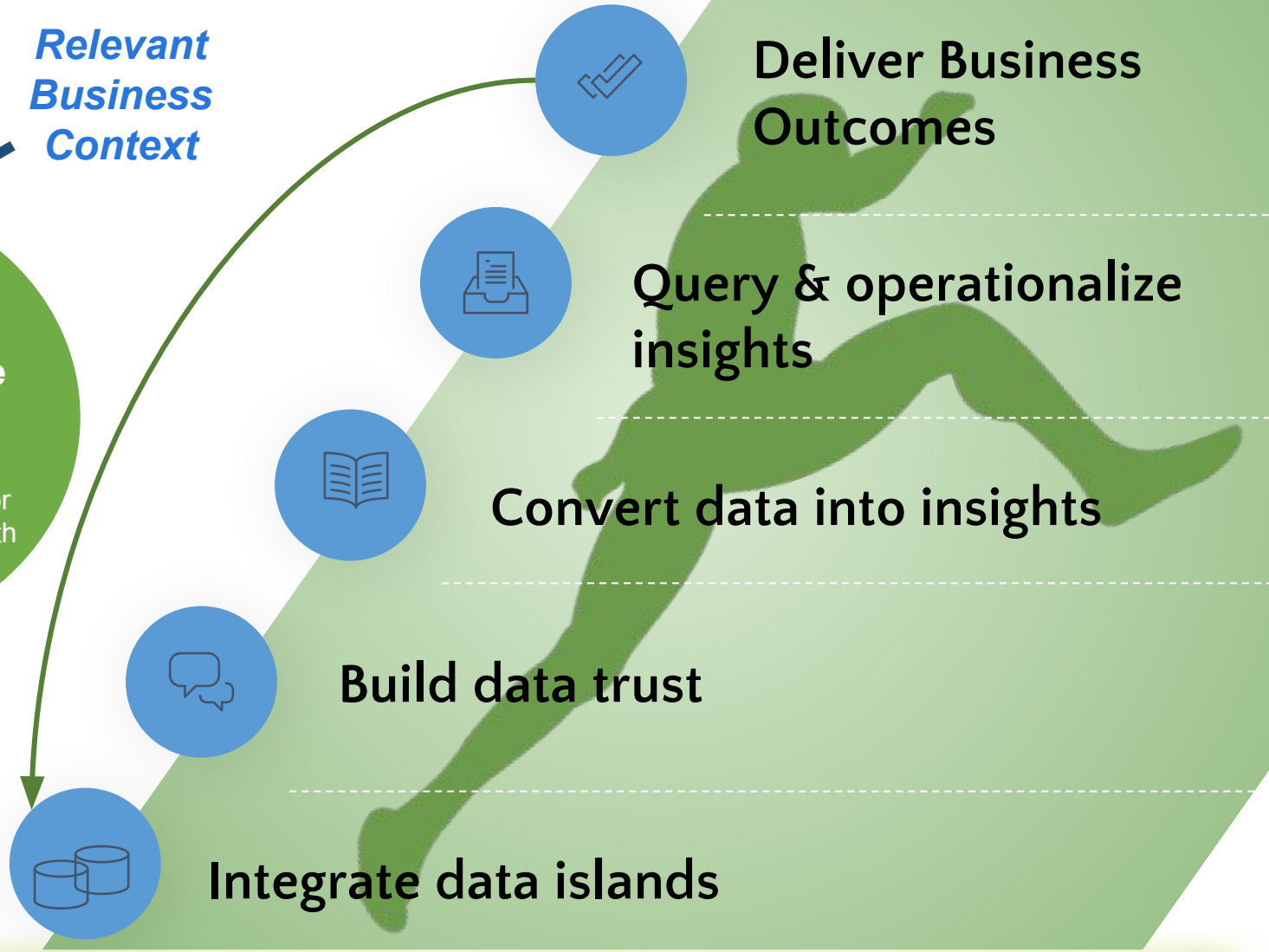
Multiple deployment methods, pre-built adaptors and tools

LEAP

Ready to use AI Models

Industry specific for First Time Right with minimal iterations

Platform to Generate & Deliver Insights from Enterprise Data



2 Day Workshop

Part A (2 hours)

- Opportunity area exploration
- Business process review & data sources analysis for data engineering and benefits realization complexity analysis
- Rank scoring
- Prioritization

Part A forms the input to Part B and can be done a few weeks before Part B to increase effectiveness of Part B.

Part B (12 hours)

- Problem statement & success criteria formulation
- Business process review
- Deep dive into data sources analysis & data engineering complexity
- Technology applications review for model consumption complexity analysis
- Stakeholder & dependency review
- Collaborative development of high level project plan, risks, dependencies

Value: Accelerate your ability to leverage insights driven decision making on high impact business priorities. Identify priority areas and receive an actionable execution plan for value realization.

Attendees: Business sponsors & SMEs of identified process areas, technology leaders, data SMEs

Inputs: High Impact Business Priorities, HL information on technology and data landscape

Deliverables:

- Prioritized and rank scored business use cases for analytics driven solutions.
- Actionable execution plan to value realization from AI

Part A - Discovery Workshop

Agenda	Estimated Duration
Charter & Context Setting	5 minutes
Introduction to the Framework	10 min
• Opportunity Areas Exploration • Benefits Mapping & Scoring	30 min
• Conceptual Business Flow Review for each Opportunity Area • Data Sources Analysis for Data Engineering Complexity • Model feasibility (types, operationalization, accuracy etc.)	30 min
Rank Scoring & Refinements	30 min
Wrap up & Next steps	15 min

Value: Accelerate your ability to leverage insights driven decision making on high impact business priorities.

Attendees: Business SMEs of identified process areas, technology leaders, data SMEs

Inputs: High Impact Business Priorities, HL conceptual diagram of technology and data landscape

Deliverables:
Prioritized and rank scored business use cases for analytics driven solutions.

Part B - 1.5 Day Definition Workshop

Agenda Item	Time
Charter & Context Setting: with exec sponsors and all key stakeholders Review of Rank Scored Opportunity Areas	15 minutes
Problem statements, success criteria, benefits expected	30
Workshop Logistics and schedule for prioritized areas	10 min
Session 1: Detailed business process review - whiteboarding, conceptual diagramming and/or creation.	90 minutes
Session 2: Data sources review, data flow patterns, data quality & gaps analysis,	1 hours
Lunch	60 min
Session 2 Continued: Data sources review, data flow patterns, data quality & gaps analysis,	1 hours
Session 3: Data engineering review, AI model feasibility analysis	2 hours
Session 4: Tech applications review for AI operationalization analysis	90 mins

Agenda Item	Time
Breakfast session - Review of findings with exec sponsors, uncover risks, dependencies	60 min
Session 5: Begin to create execution plan, note high level milestones and risks	90 min
Lunch	60 min
Group session: with exec sponsors and all key stakeholders to review findings, execution plan, risks, dependencies & outputs	90 min
Wrap up & Next steps	15 min

Success Stories

Data Management and Governance Transformation to Drive Member Growth
One of Largest Scientific Societies

Challenge
Negative membership growth rate due to limited visibility and trust on enterprise data. Multiple data silos leading to a very cumbersome and manual process for reporting and analytics. Very high member acquisition cost and high churn

Solution
- **Federated Data Org. design** to centralize core data management and quality process
- Implementation of data **validation** and **quality** checks at the time of data creation
- **Automated process** to drive high efficiency
- **Data Catalog** to drive better understanding and usage of data assets

Business Impact
- **200%** Increase in new member acquisition rate
- **70%** Reduction in manual data quality process
- **80%** Reduction in time for new data integration

Data Strategy to Build Competitive Advantage
US based Asset Lite 3PL provider

Challenge
Limited usage of data to drive margin and revenue growth across business leading to flat growth. Limited adoption of Dashboard and Analytics across business team due to poor data quality and performance issues. Escalating infrastructure cost for IT Teams

Solution
- Creating a **Data Management Org**. with Business Owners and Data Stewards
- Considerations - **Data Availability**, **Data Quality**, Data Redundancy, Data Visibility, Performance
- **Cloud based** future ready decoupled technology architecture
- Robust data foundation, with scalable architecture

Business Impact
- **90%** Automation of data quality processes
- **30%** Reduction of operational cost around IT infrastructure
- **60%** Performance improvement in transaction execution

Scalable Data Management Foundation to drive Customer Centricity
Global Manufacturing Brand

Challenge
Data silos across different business functions leading to limited understanding of customer interactions across entire Marketing, Sales and Service lifecycle. No data dictionary/ glossary leading to inconsistent reporting and manual reconciliation effort

Solution
- Creating an enterprise wide Data Organization to drive standardization and data quality
- Implementing an automated enterprise data catalog solution to build data
- Created required API's to build a seamless channel for dataflow and integrations across multiple sources

Business Impact
- **30%** Increase in contract renewals
- **40%** reduction in analytical model deployment time
- **60%** Reduction in data processing and ingestion

Ready To Deploy AI Models Catalog*

Manufacturing 01

- *Resource Allocation and Optimization*
- *Equipment Risk Management and PM Scheduling*
- *Improving Asset Utilization*
- *Shipment Delay Prediction*
- *Integrated Demand Planning*

SCM & Ops 02

- *Demand Forecasting*
- *Capacity Utilization*
- *Inventory Optimization*
- *Dispatch Optimization*
- *Supplier Risk Scoring Model*
- *Transportation Network Optimization*
- *Bid Management*
- *Track & Trace*

Marketing 03

- *Media Mix & Fractional Attribution*
- *Behavioral & Contextual Targeting*
- *Cross Device Fingerprinting*
- *Loyalty Marketing*
- *Share of Voice (SOV) Driven Search Optimization*
- *Multivariate Testing*

Customer 04

- *Customer Lifetime Value (CLTV)*
- *Digitization of Customer Journey*
- *Online Conversion Optimization*
- *Response & Churn Propensities*
- *Conversational AI*
- *Customer State-Space Evolution*

*Not an exhaustive list

Innover's Approach for Creating Sustainable Data Ecosystem

DEFINE

- Comprehensive data strategy aligned with business vision
- Org. design and data management process to drive data trust
- Phased implementation roadmap, with clear outcomes and success criteria

BUILD

- Overarching governance model with clearly defined RACI Matrix
- Scalable solution architecture to meet today's and future needs
- Focus on building technical capabilities as per business outcomes

SUSTAIN

- Continuous measurement of value
- User adoption and feedback loop
- Operating model for sustained growth
- Measure performance and value definition

GROW

- Analyze redundancy vs KRAs
- Re-factoring and introduction of new capabilities
- Operationalizing new capabilities delivery model
- Improving ROI on investments

We are a Digital Transformation & Process Optimization Firm

Our Focus

"Data to Insights to Action" - creating closed feedback loops by connecting analytics digital & operational processes

HQ: Atlanta, 15 Centers Globally

Delivery Centers in USA, Canada, Costa Rica, Ukraine & India
Certified Minority Business Enterprise (CMBE)

Why We Exist?

Create **Connected, Insights Driven Experiences** for our clients

Our Values

Customer Centricity
ROI Driven Business Outcome
Differentiate with Speed and Relevance

Top 10 Most Promising Digital Transformation Service Providers in 2021

Startup of the Year | Gold Stevie® in 2021 American Business Awards®

Sales & Customer Service | 15th Annual Stevie® Awards Winner -2021

Top 10 Big Data Analytics - 2020

Top 10 Most Recommended Supply Chain Solution Provider -2020

Let’s Jointly Solve a Problem

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