

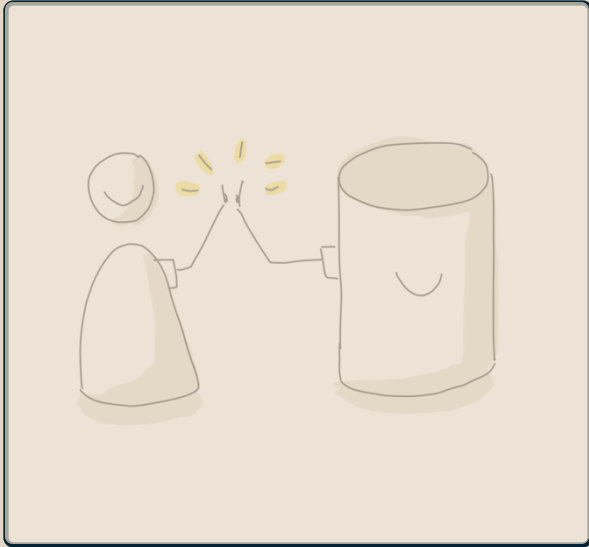
Datagedreven werken met een Effectieve Data Strategie

WORKSHOP

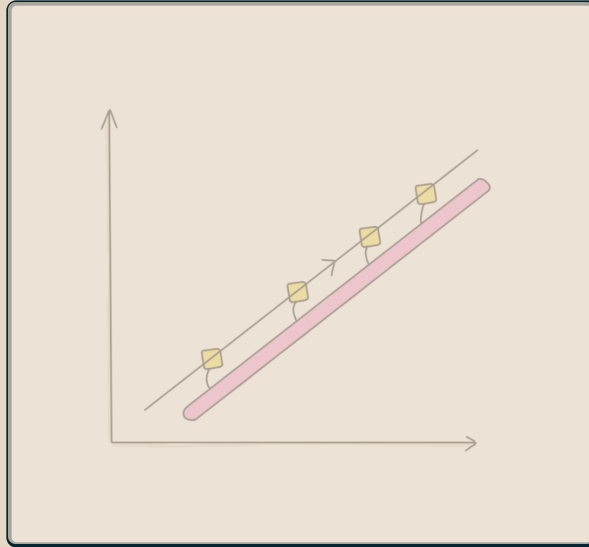




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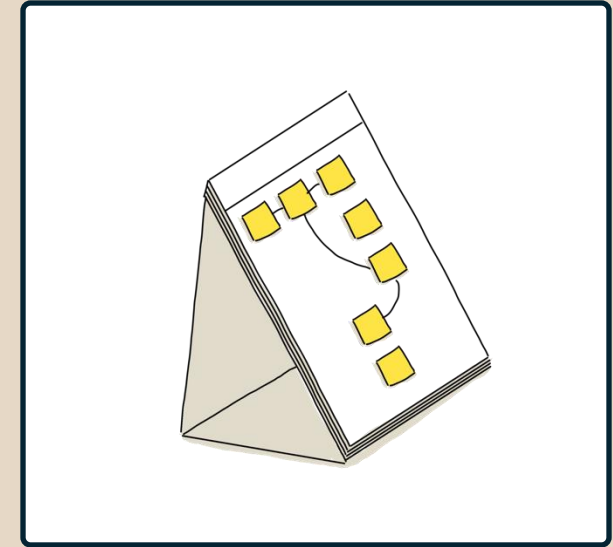
Data Driven



Data Strategy







Effective



Workshop



Group Workshop

-  Groups of **4 to 5 people**
-  Every group acts as **A Company**
-  One (or A Mixture) of your **Real Companies**
-  10' to **Break the Ice**

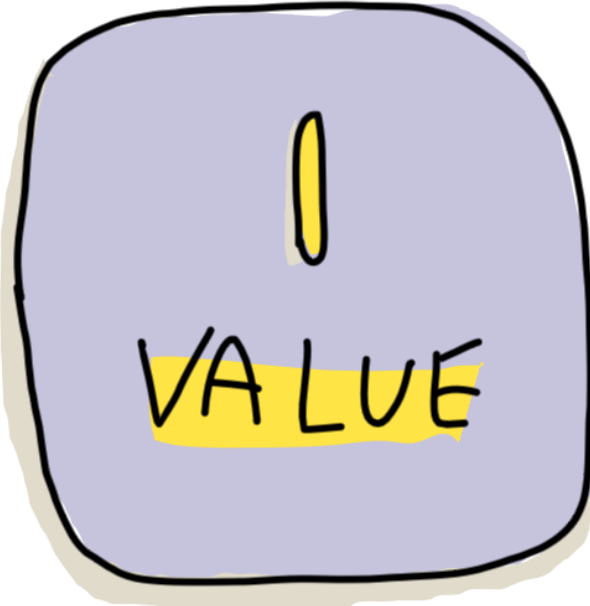


FRAMEWORK





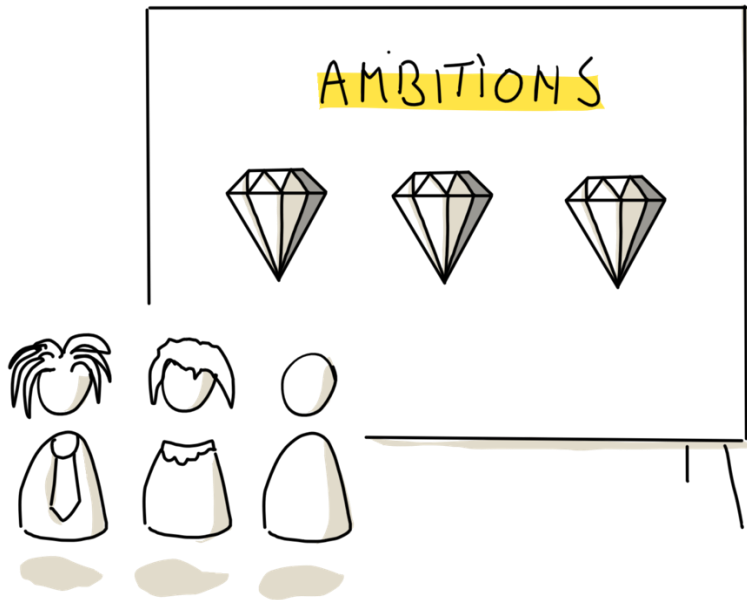
FRAMEWORK





1

What are the **AMBITIONS** of your Company?



Increase **Delivery Accuracy** with 2%



Improve **Carbon Footprint**



Increase **Margin**



90% **Happy Customers**

...



1

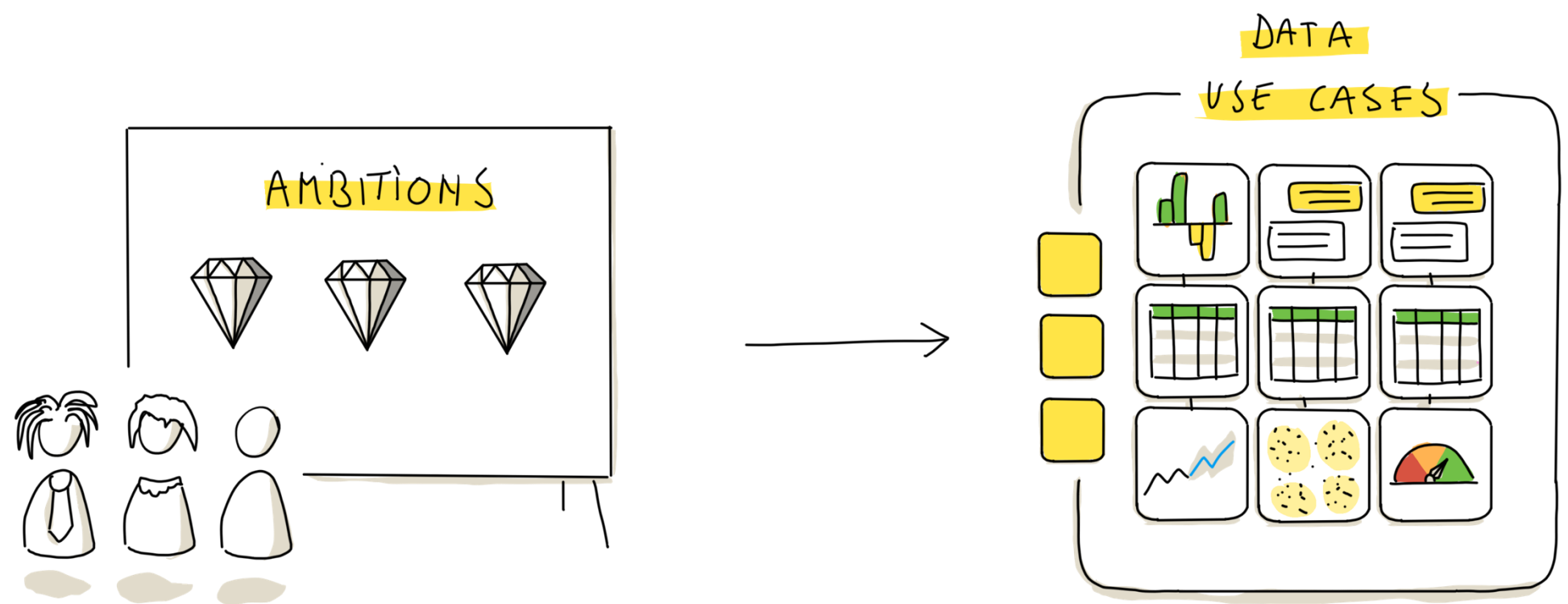
What are the **AMBITIONS** of your Company?

-  10 minutes to create your Company Goal & Ambitions
-  A few groups share their Ambitions with the others



2

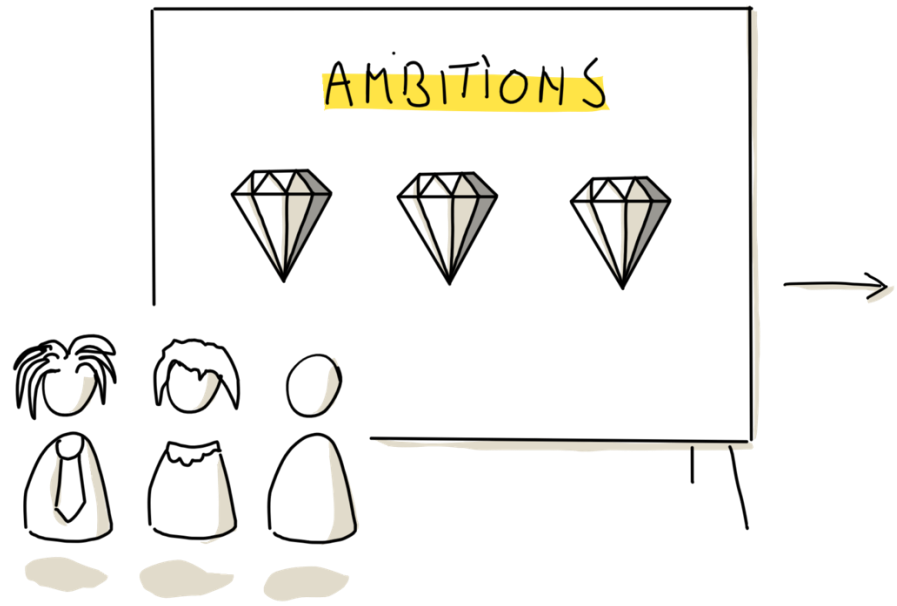
How can **Data Help** to realize your **Ambitions**?







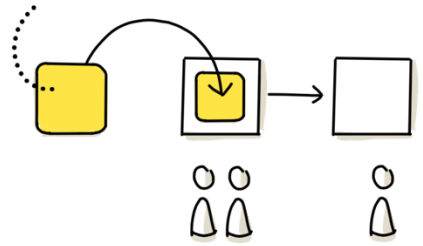

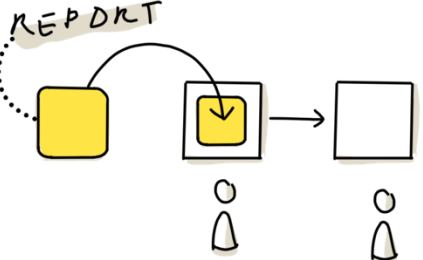

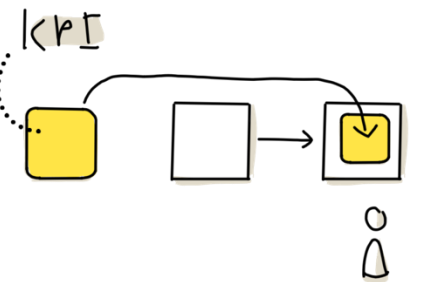




VALUE DRIVERS

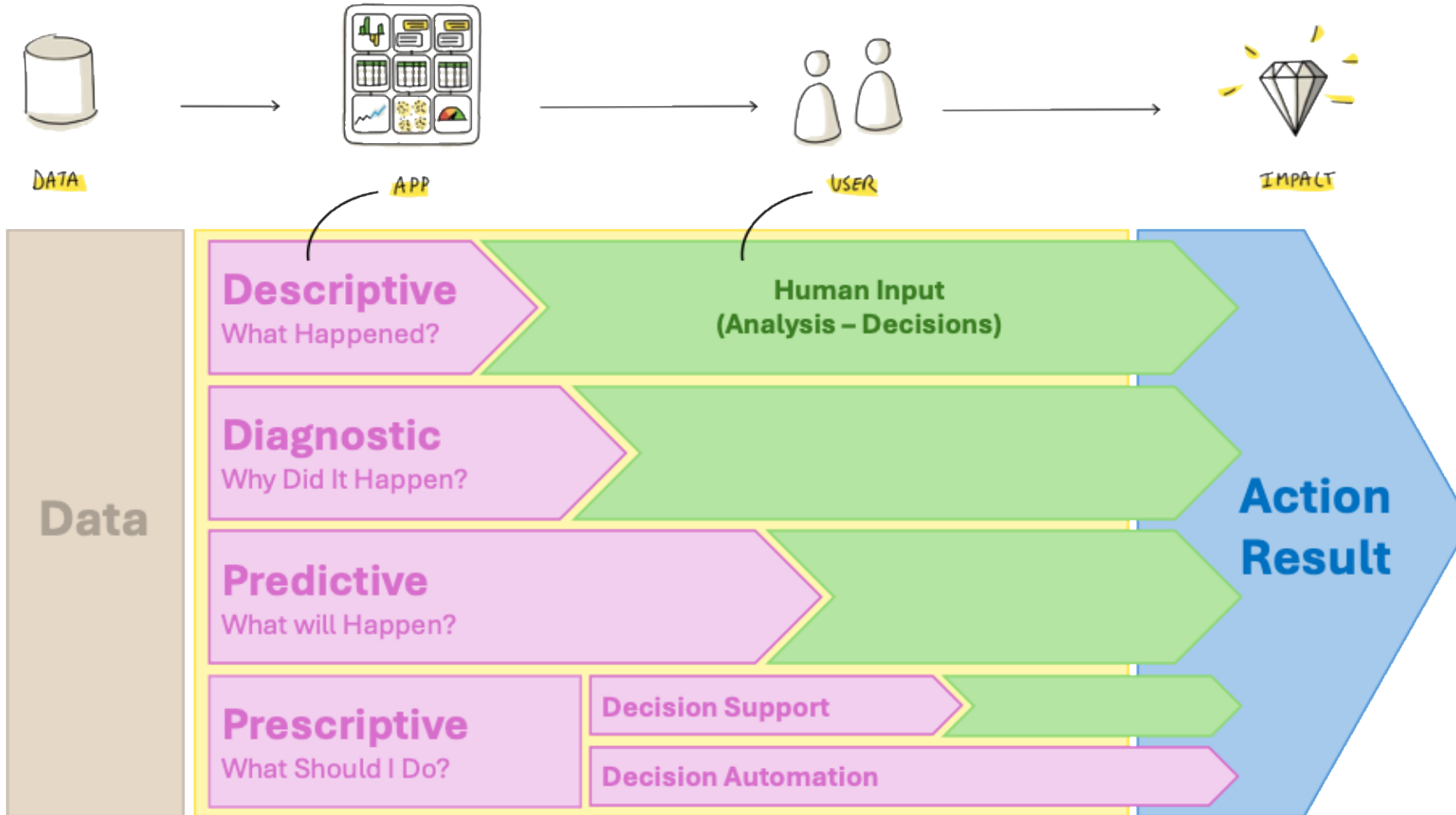
DATA USE CASES



 	 	 	<p>A.I TOOL</p> 
			<p>REPORT</p> 
			<p>KPI</p> 

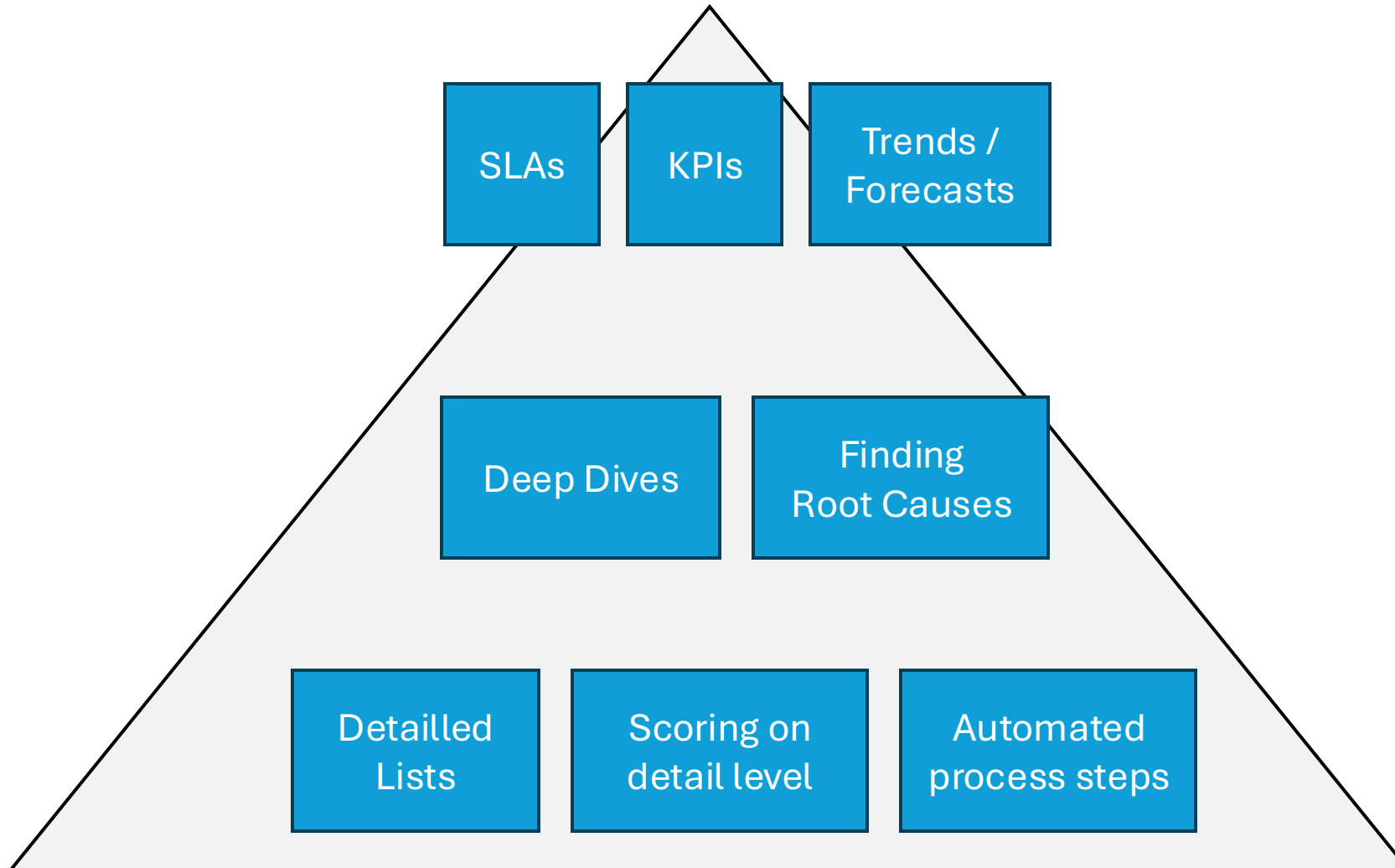


A Data Use Case can be Any of These





Strategic to very Operational

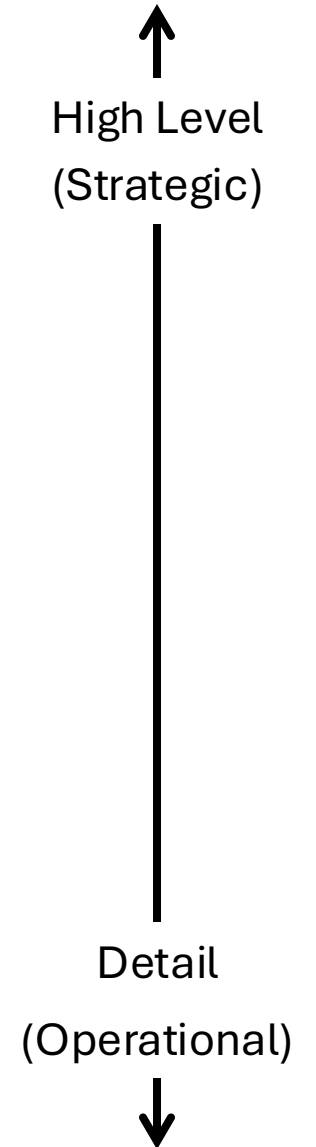
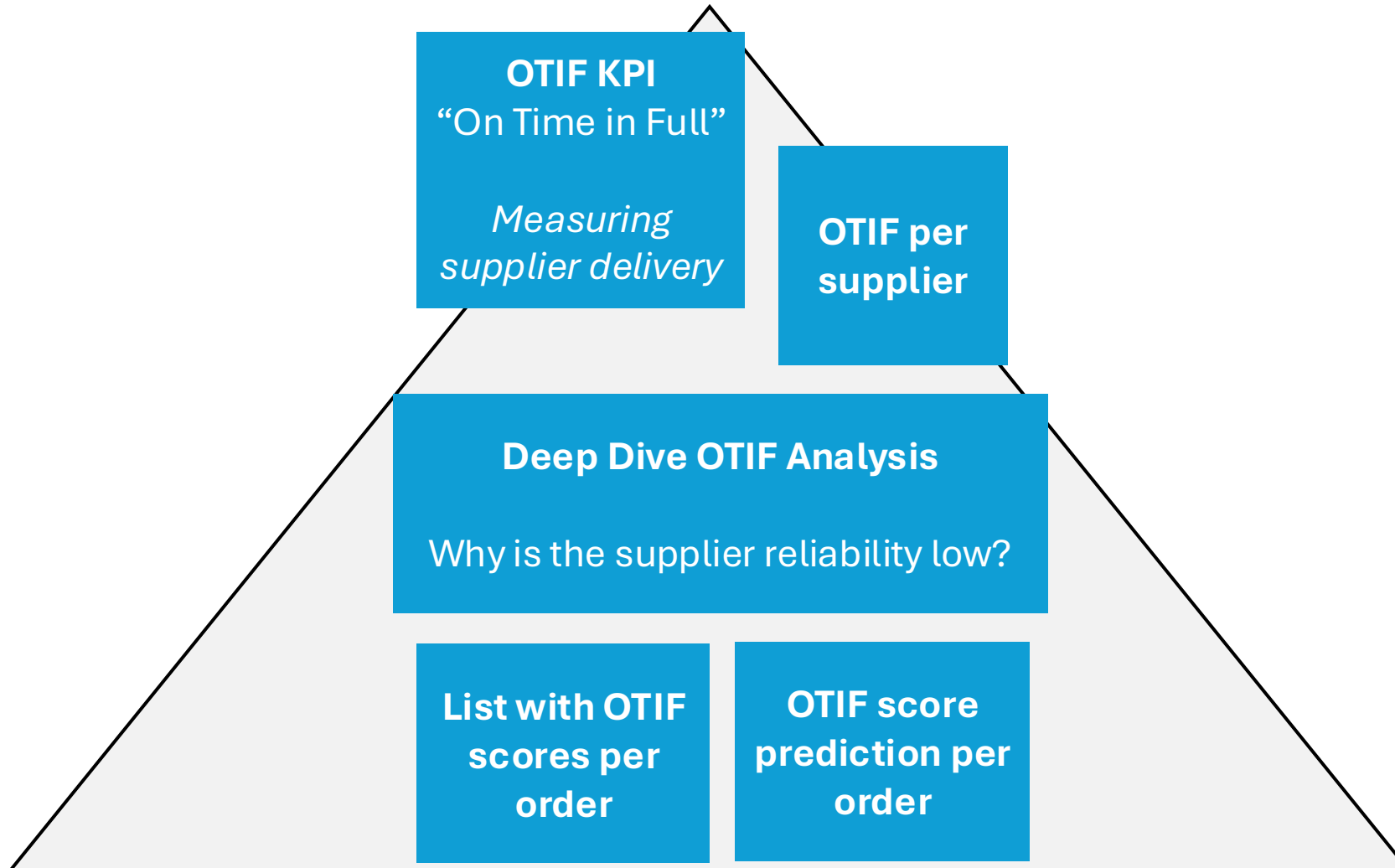


↑
High Level
(Strategic)

↓
Detail
(Operational)

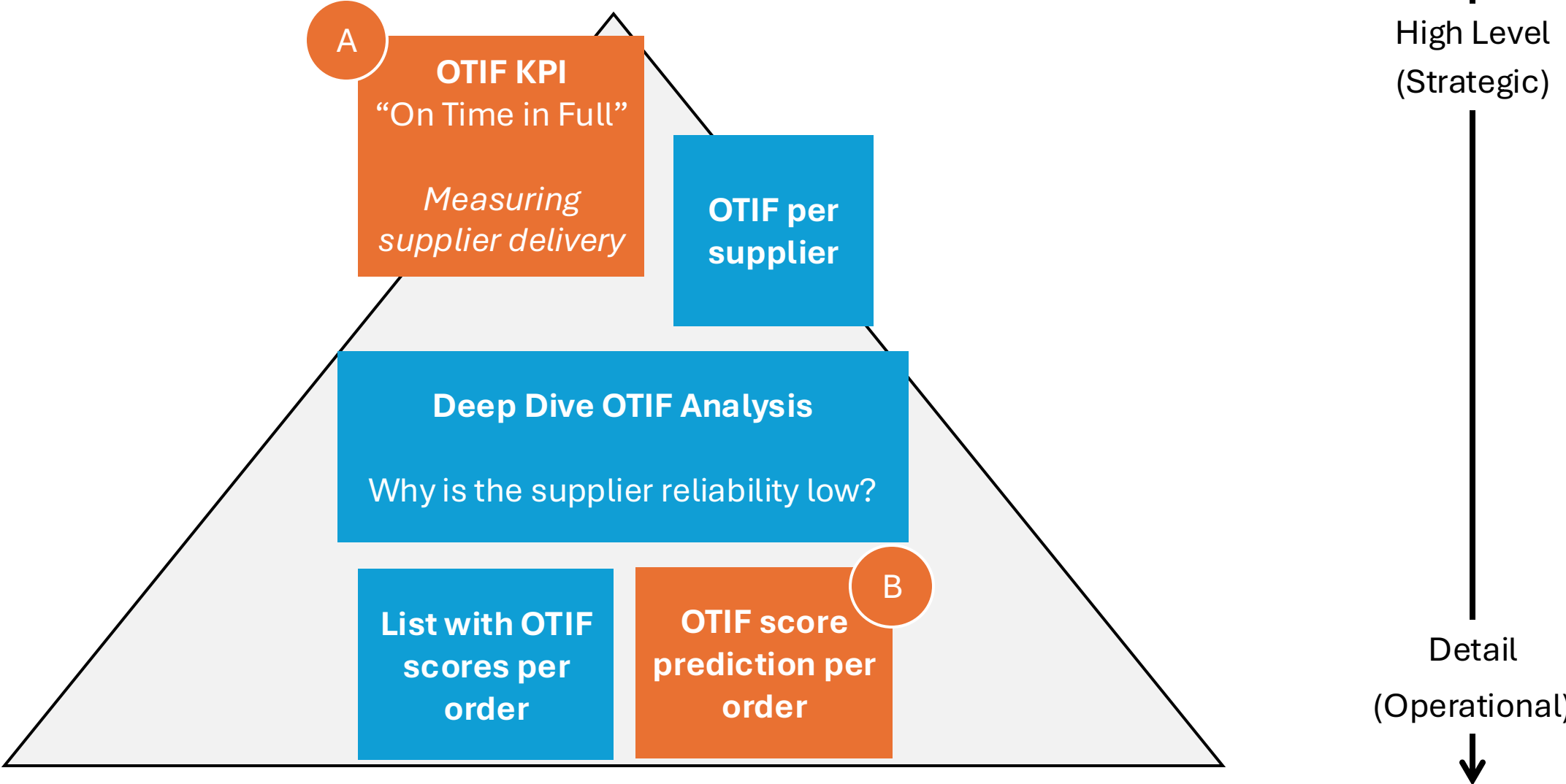


Some Whole Sale Examples





Some Whole Sale Examples



A OTIF – “On Time In Full” KPI



SHORT DESCRIPTION


As a supply chain manager, I want to follow up the OTIF per day and per supplier. I need to communicate this OTIF with the strategic company board on a weekly basis. I also want to see trends over a longer time period.

USE CASE TYPE

A report, refreshed over night to show the data from the previous day.

BUSINESS GOALS

 **Increase delivery accuracy with 2%**
Better inbound logistics is the basis for a more accurate outbound logistics.

 **Increase margin**
OTIF-based contract negotiation and penalization



SHORT DESCRIPTION

As a supply chain manager, I want my team **to take proactive action** when the chance is high that OTIF for a certain order will not be met. For this reason, I need a detailed and actual score for every inbound order.

USE CASE TYPE

A real-time list of orders and their score. Ideally, this score is **consumable in the ERP system.**

BUSINESS GOALS



Increase delivery accuracy with 2%

Better inbound logistics is the basis for a more accurate outbound logistics.



Increase margin

OTIF-based contract negotiation and penalization



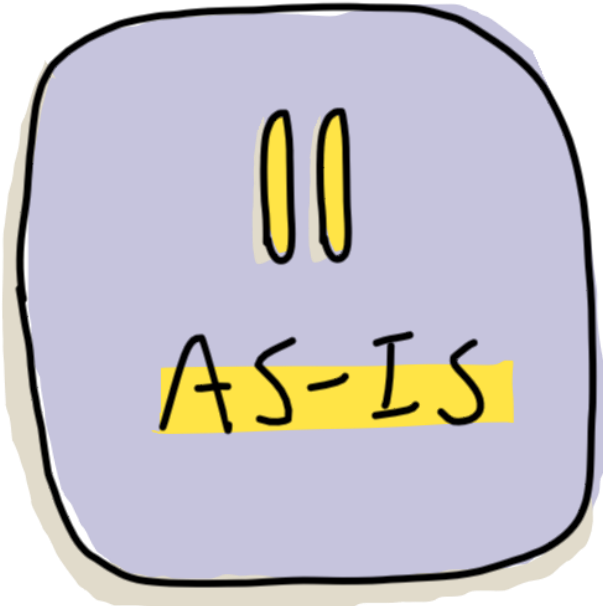
2

How can **Data Help** to realize your **Ambitions**?

- 🎁 15 minutes to define **2 to 3** (or more) **Data Use Cases**
- 🎯 Explain how they help to realize your **Company Ambitions**
- 🎤 A few groups share their **Use Cases with the others**

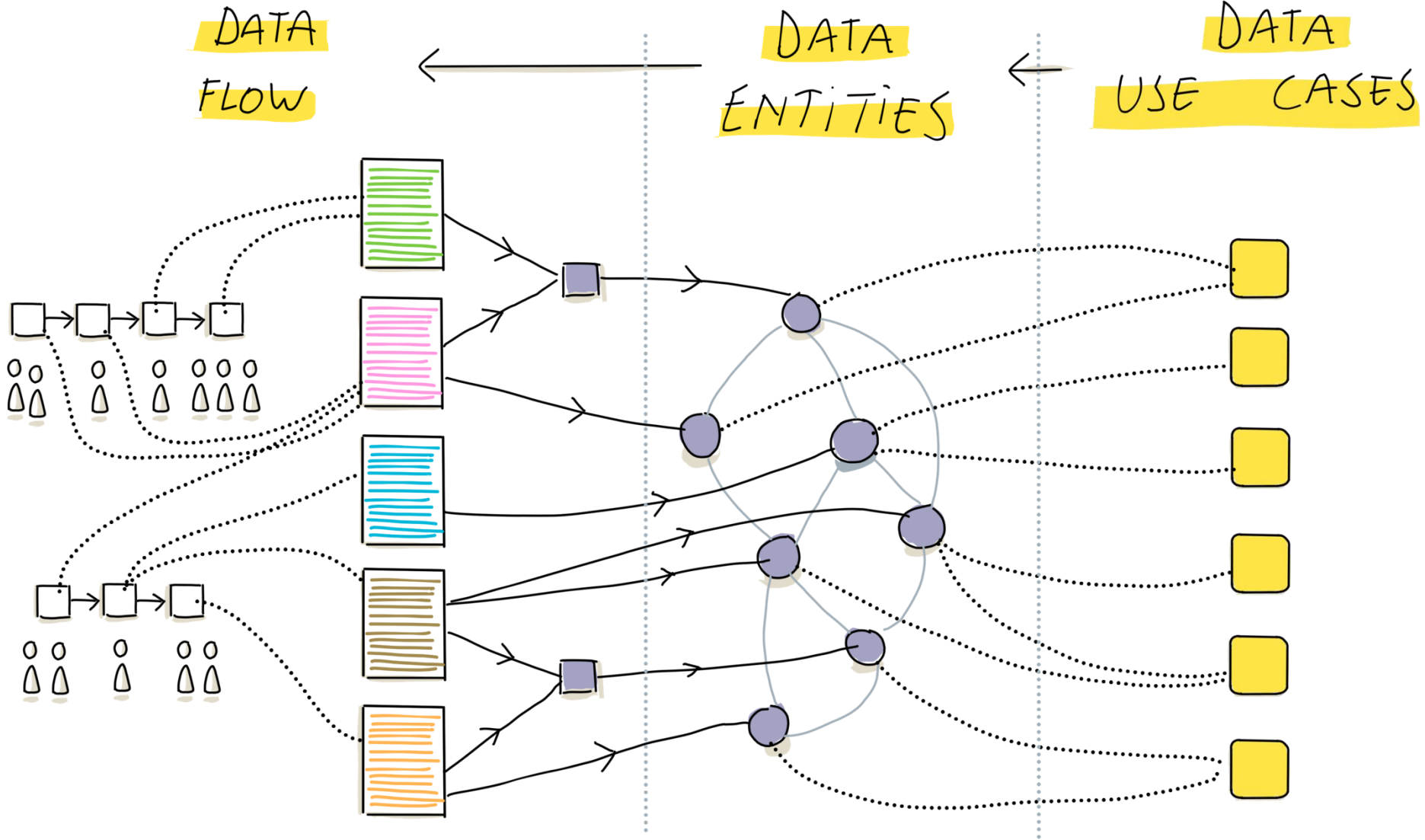


FRAMEWORK



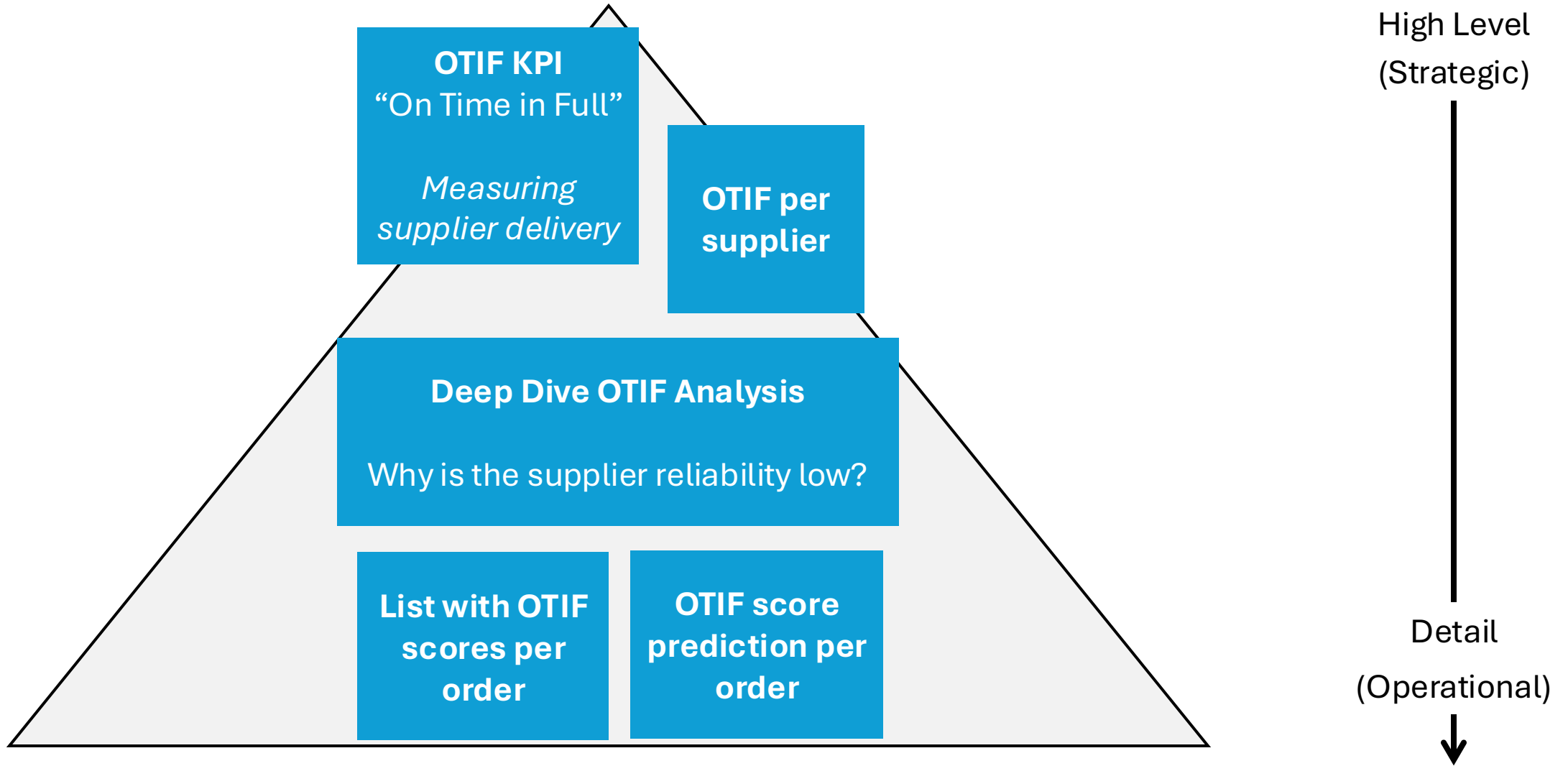
3

Which Data do you Need for your Use Cases?



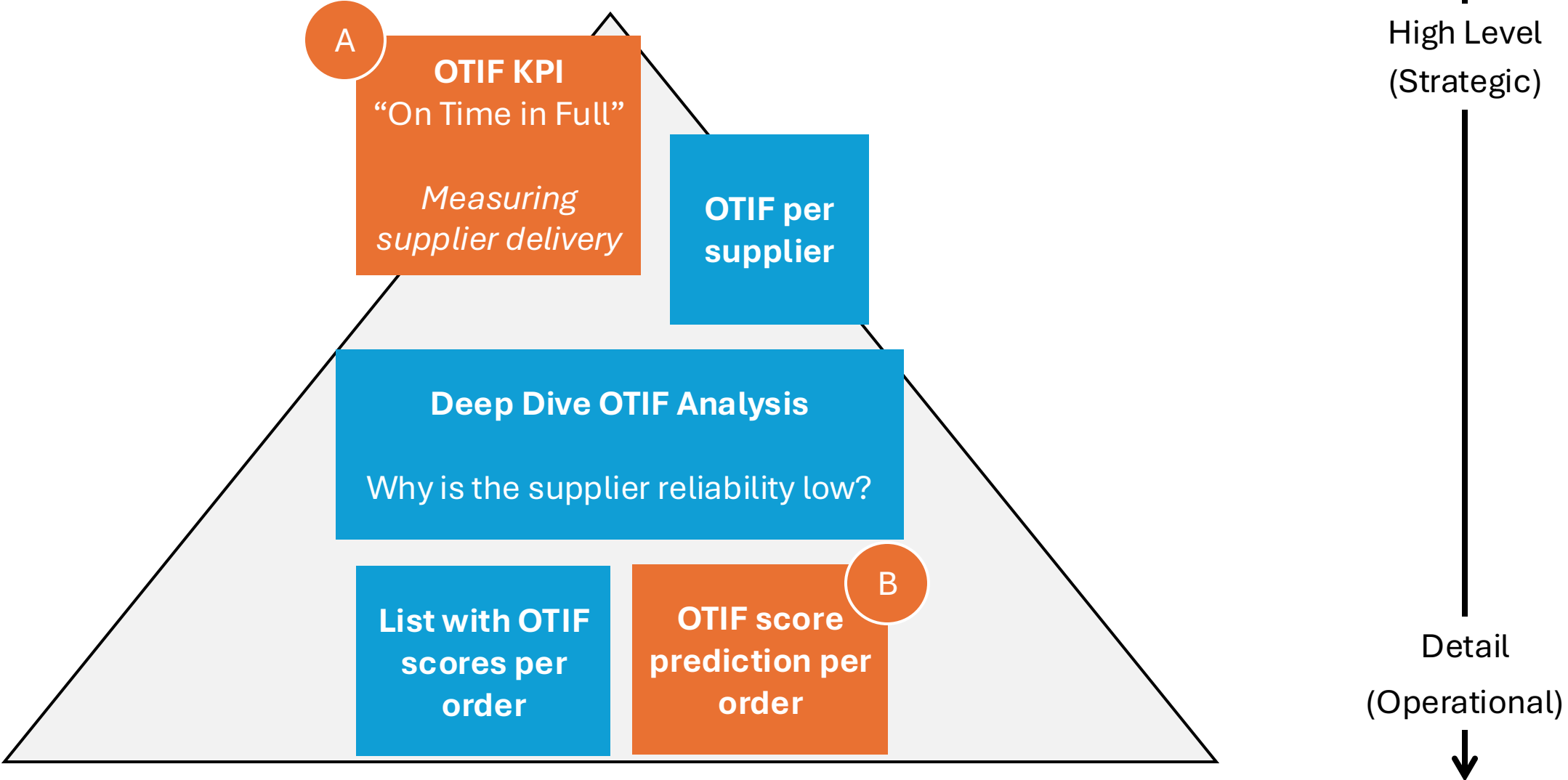


Some Whole Sale Examples





Some Whole Sale Examples



A OTIF – “On Time In Full” KPI

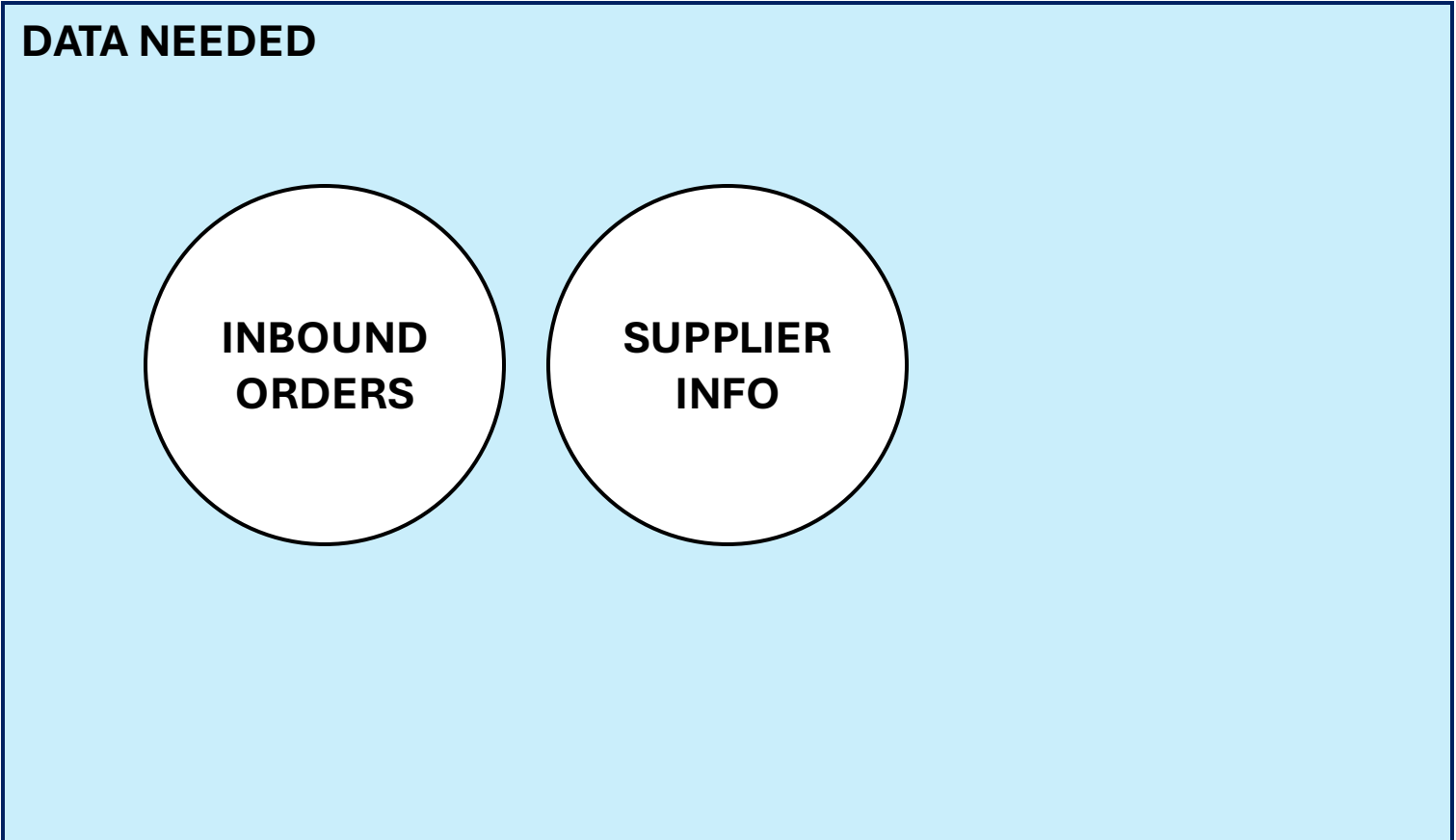


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SHORT DESCRIPTION

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USE CASE TYPE

A real-time list of orders and their score. Ideally, this score is **consumable in the ERP system.**

DATA NEEDED

INBOUND
ORDERS

SUPPLIER
INFO

WEATHER
INFO. (ext.)

PRICING
INFO

TRAFFIC
INFO. (ext.)

PURCHASE
INFO

DELIVERY
DETAILS
(ext.)

BUSINESS GOALS



Increase delivery accuracy with 2%

Better inbound logistics is the basis for a more accurate outbound logistics.



Increase margin

OTIF-based contract negotiation and penalization



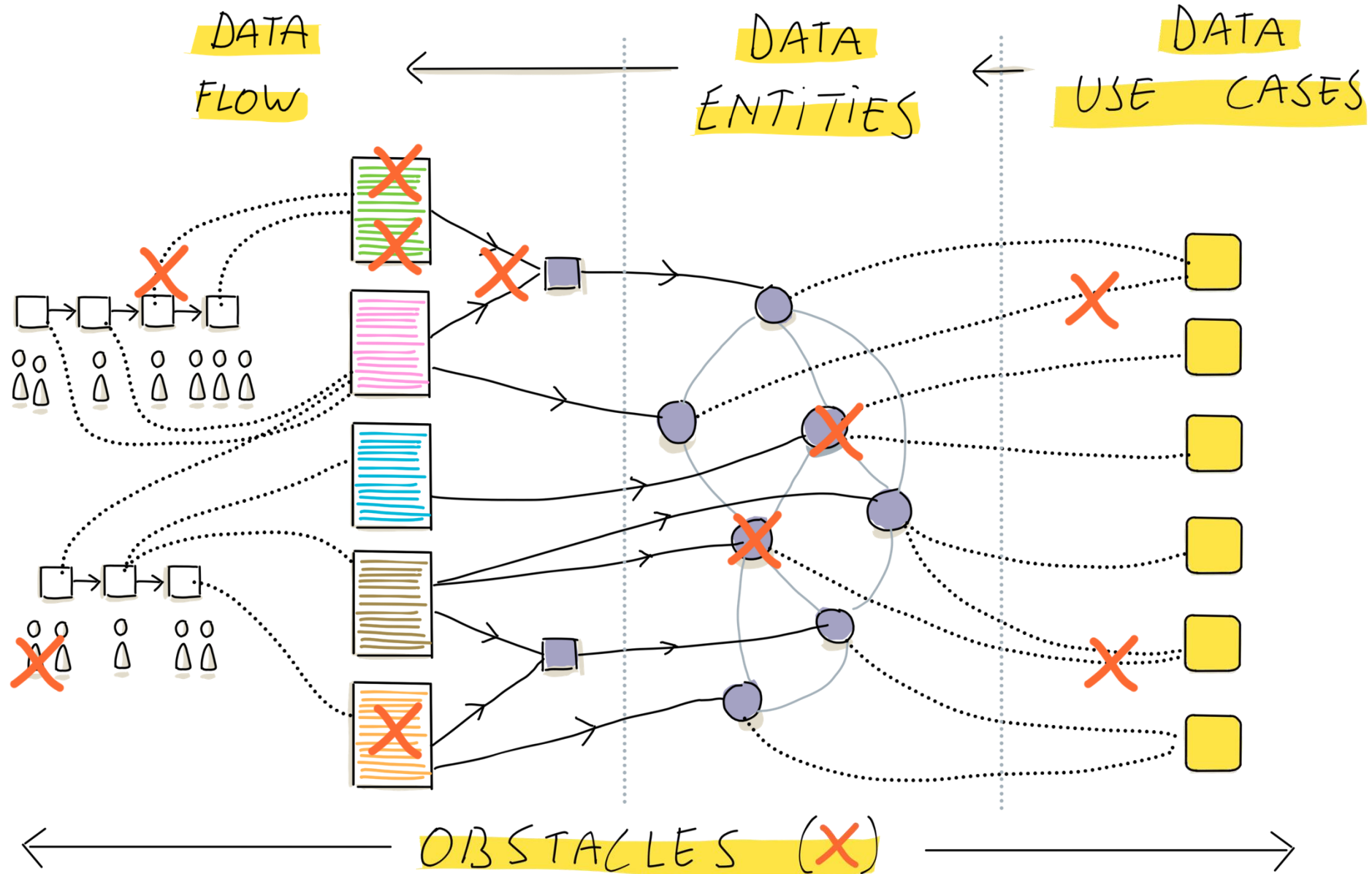
3

Which Data do you Need for your Use Cases?

- 🎁 5 minutes to list the Data Entities that you need
- 🎤 A few groups share their **Entities with the others**

4

Which Obstacles are on the Way?





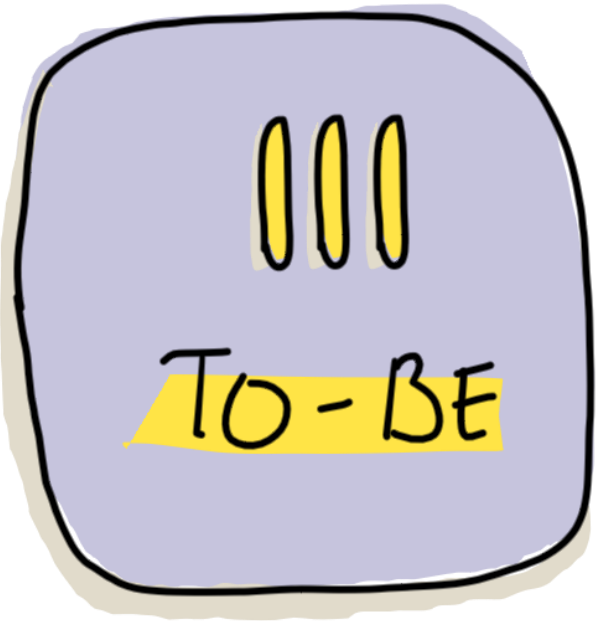
4

Which **Obstacles** are on **The Way**?

- 🎁 10 minutes to list the most important **Obstacles**
- 📦 Think very broad (People, Data, Technology, Process, ...)
- 🎤 A few groups share their **Obstacles with the Others**

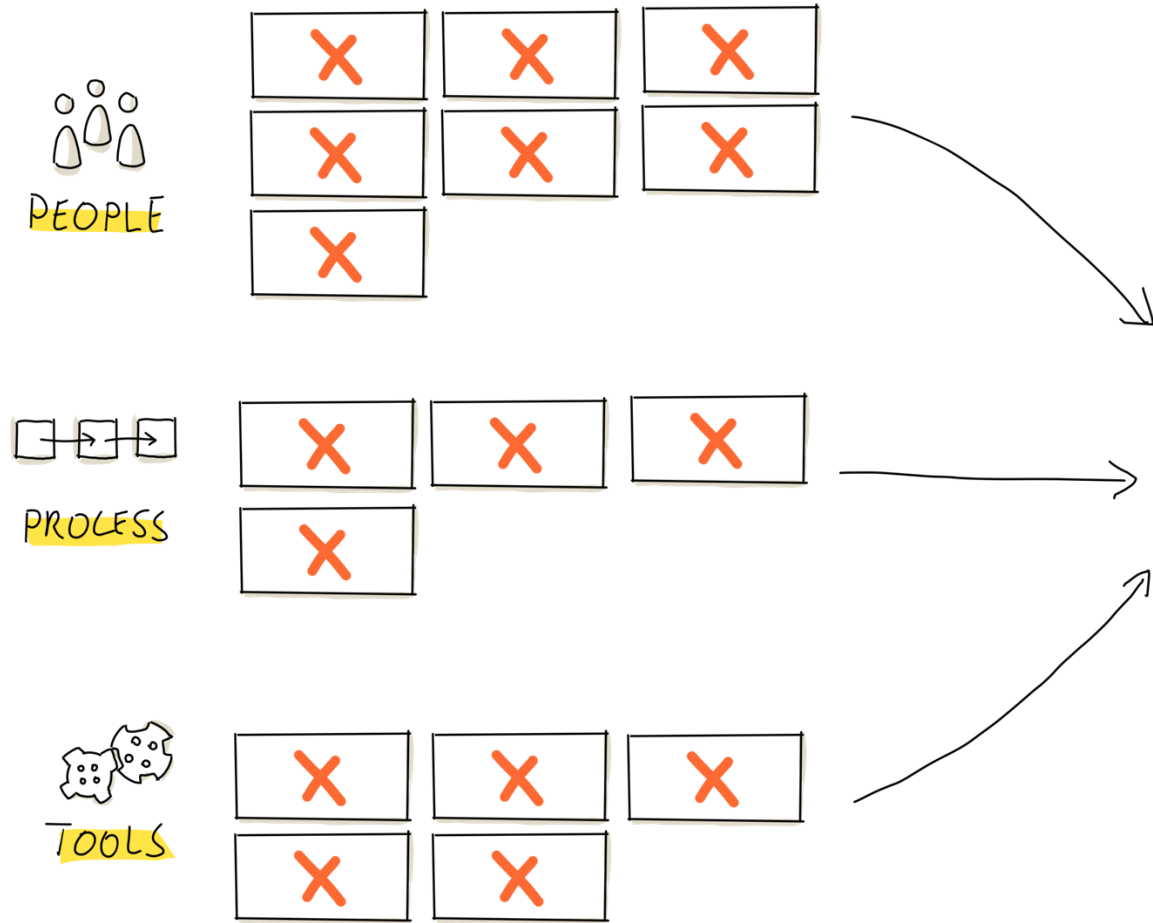


FRAMEWORK

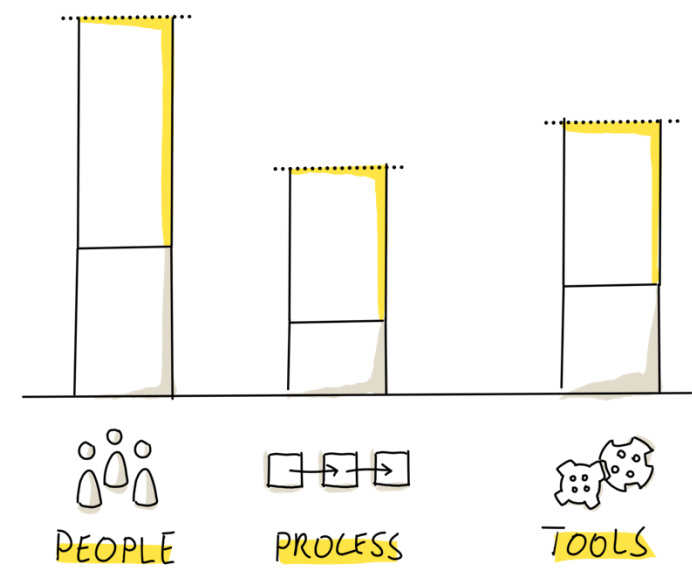




OBSTACLES





SOLUTIONS & DATA AMBITIONS

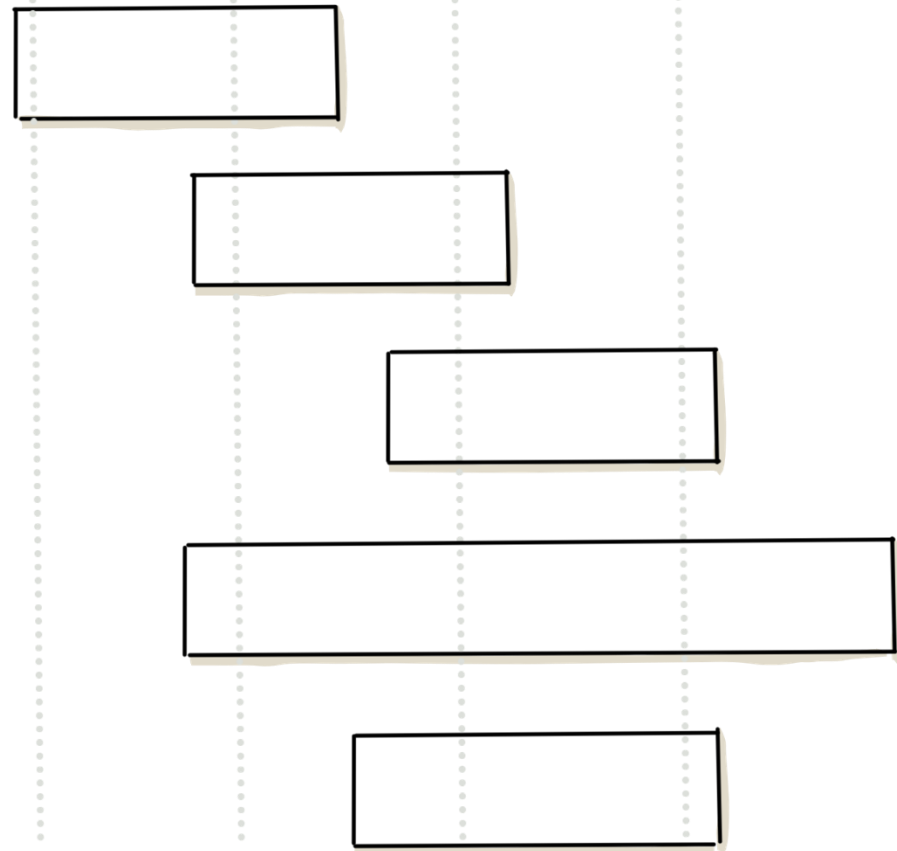
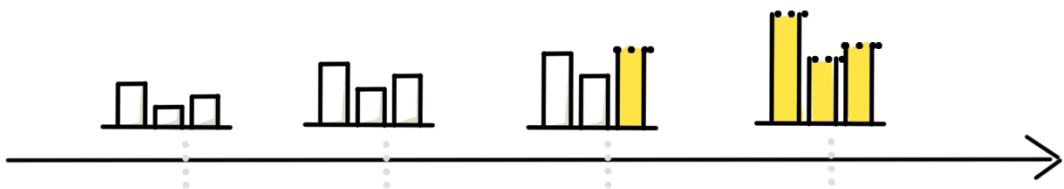




5

Which **Solutions** do we Propose?

-  Group Brainstorm
-  Obstacle – Solution



ROADMAP

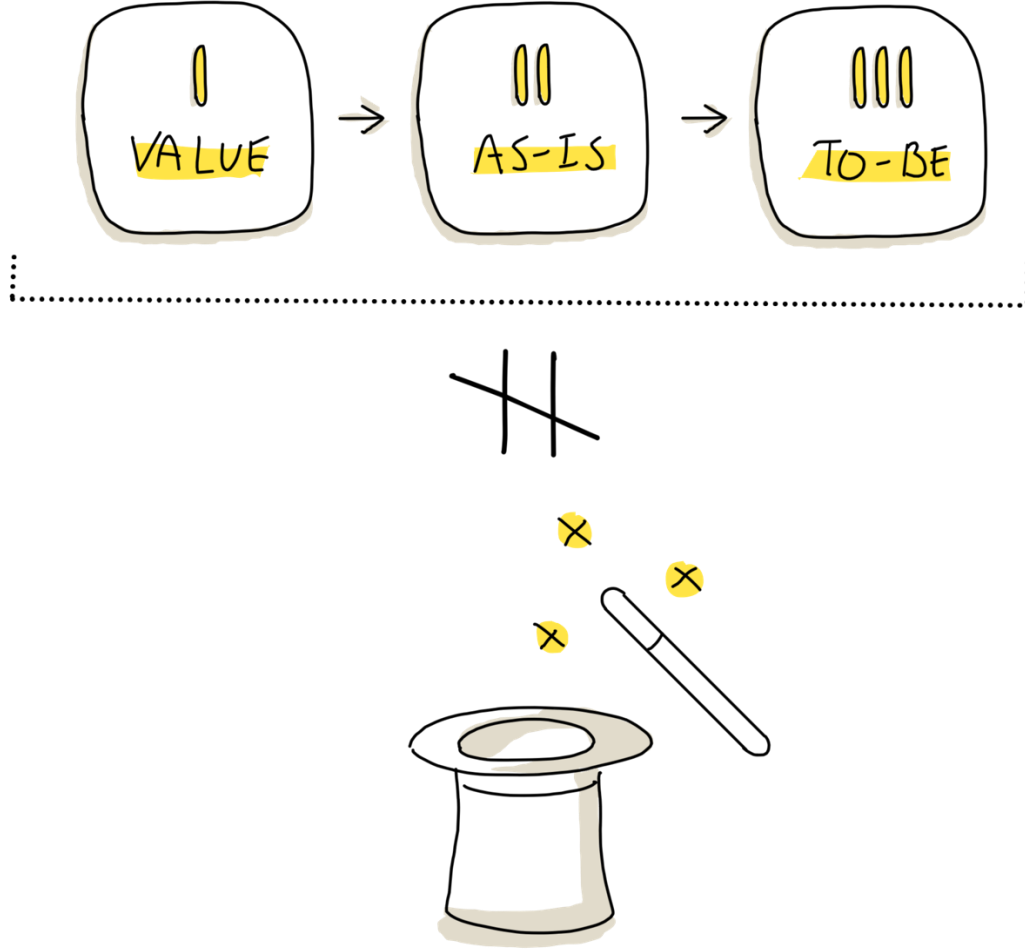


FRAMEWORK





FRAMEWORK



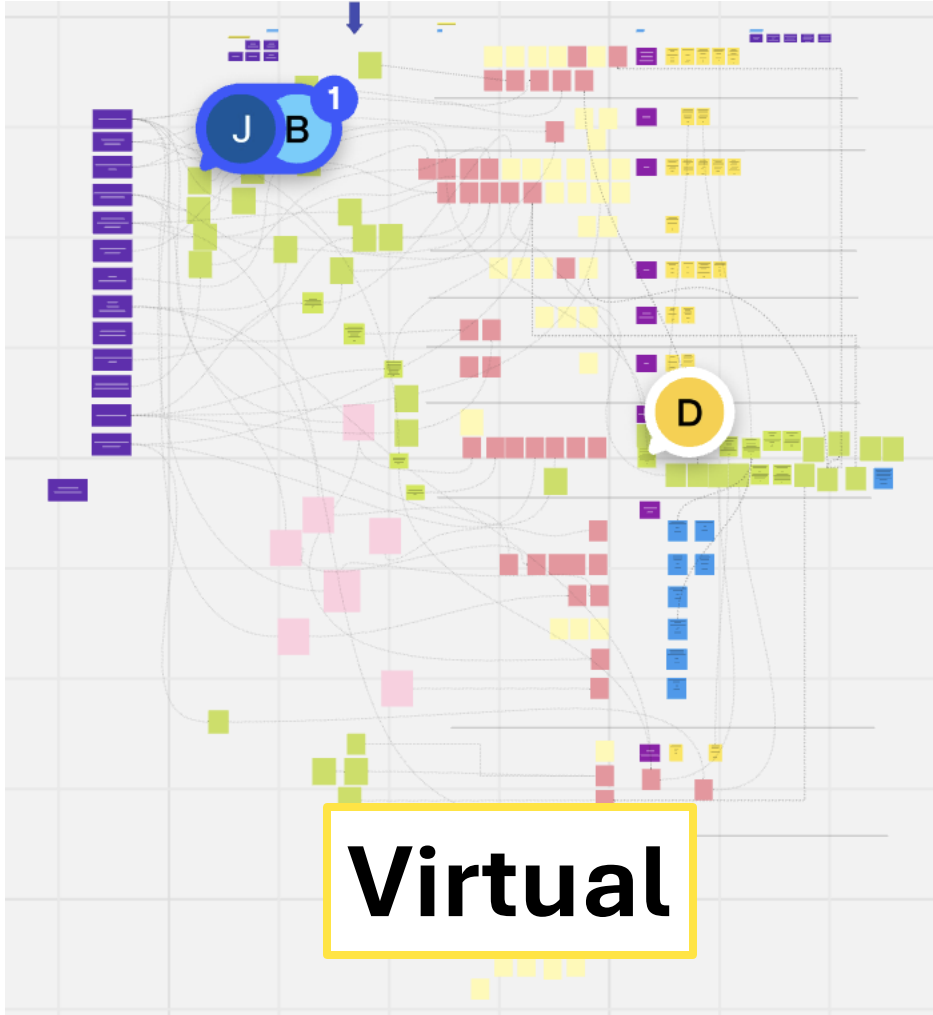
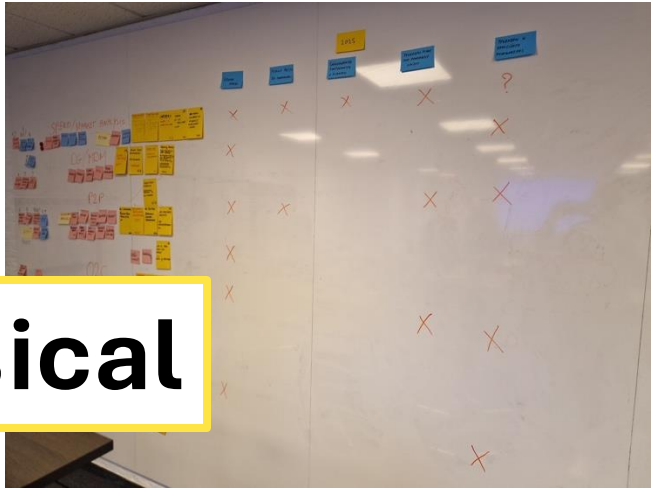
3 Lessons Learned



1 – WORKSHOP-BASED



Physical



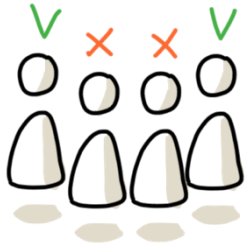
Virtual



1 – WORKSHOP CHALLENGES



Finding a timeslot



Defining the workshop participants



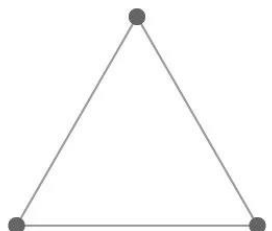
Preparing the Unbiased Facilitator



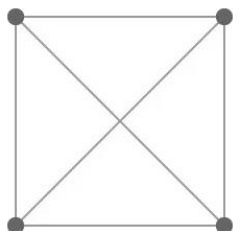
Fear of Missing Out



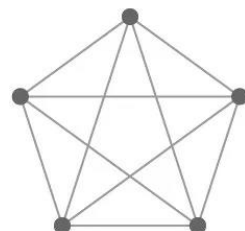
2 - STORYTELLING



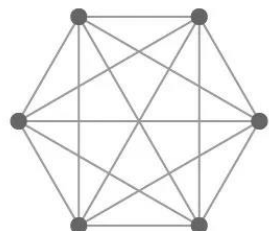
3 people, 3 lines



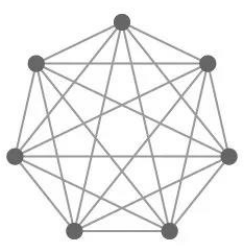
4 people, 6 lines



5 people, 10 lines



6 people, 15 lines



7 people, 21 lines



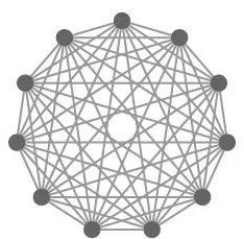
8 people, 28 lines



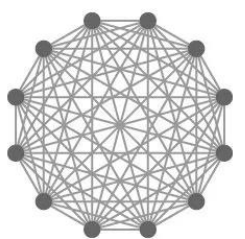
9 people, 36 lines



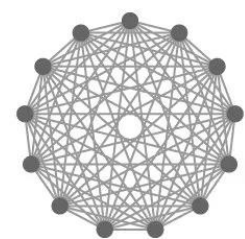
10 people, 45 lines



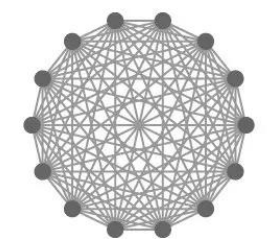
11 people, 55 lines



12 people, 66 lines



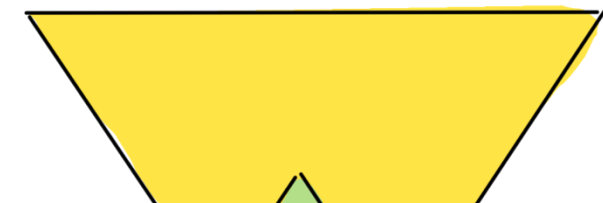
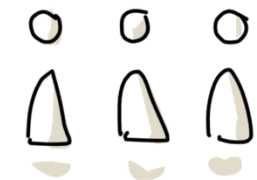
13 people, 78 lines



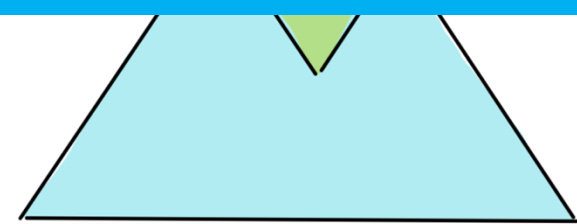
14 people, 91 lines

This is When I started Drawing 🧐

HORIZONTAL



TOP DOWN

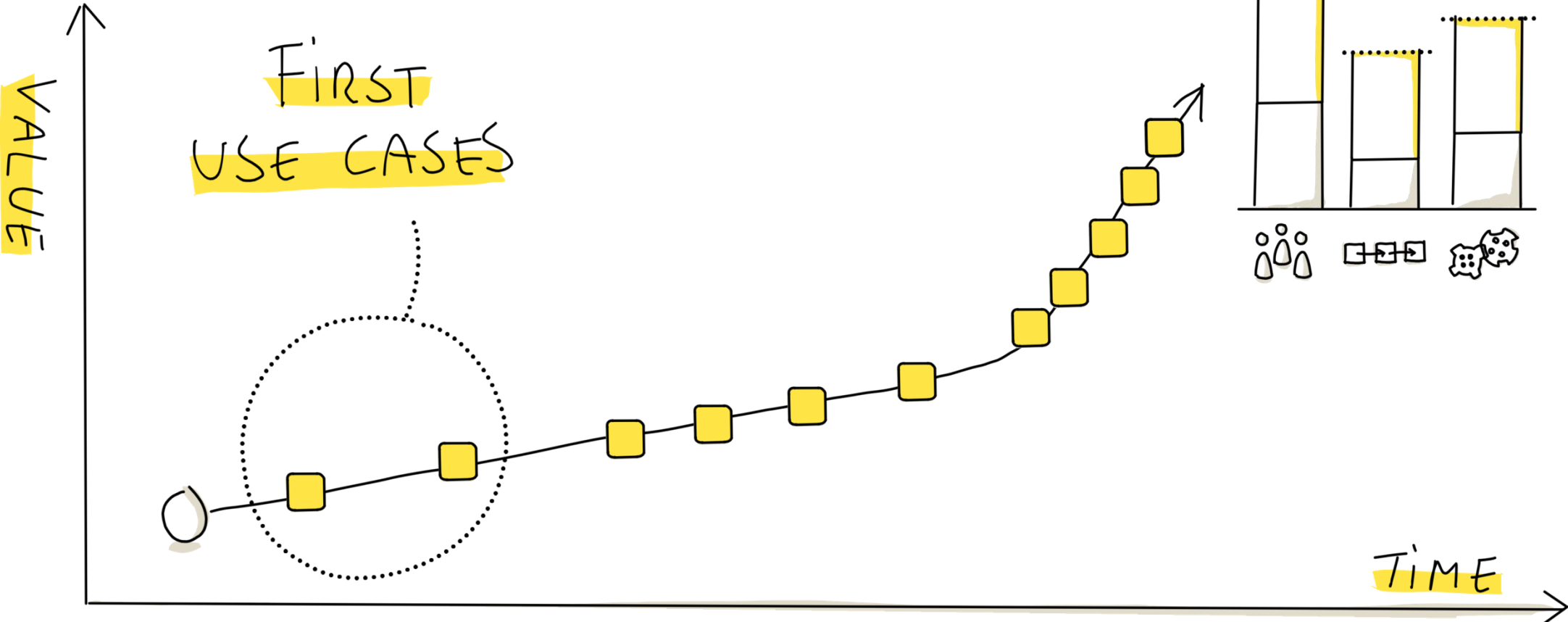


BOTTOM UP

HORIZONTAL



3 – THINK BIG, START SMALL



Interested in the Slides?



Questions?



[linkedin.com/in/janmeskens](https://www.linkedin.com/in/janmeskens)



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www.sievax.be



jan@sievax.be

Datagedreven werken met een Effectieve Data Strategie

