

# Overview | Roadmap to Becoming a Data-Driven Company

## Steps to Successful BI Deployment

Production Dashboards & Data Warehouse

Data HQ™ Workshop

Company-wide Rollout

Knowledge Transfer, Continual Process Improvement

Foundation

## Deliverables & Benefits

### Data Warehouse

- Production database - scalable, performant, secure

### Pilot Dashboards

- Blue Margin best-practice templates by industry
- Answer critical questions
- Demonstrate potential of BI
- Seed Data Manager

### Data HQ™

- Capture business goals, key personas, metrics, data sources
- Stand-up Dynamic Data Warehouse & Dashboard documentation
- Initiate Governance Plan, Data Steering Committee, Adoption Tracking

### “The Dashboard Effect”

- ‘Automated’ accountability, self-management thru org chart
- Decreased micro-management, factions, turnover
- Visibility/coordination across teams on critical value-drivers
- Short-sprint, stand-alone ROI projects.

### Knowledge Transfer

- Always-current, “Off the bus” documentation of data/BI ecosystem
- On-site training/support, beginner to expert
- No Black Boxes, No Vendor Lock

### CPI

- Quarterly on-site review/planning with Data Steering Committee

## Client Commitment

### Time Requirements

- **6-Hrs Discovery:** Project Sponsor, SME, and IT Resource
- **6-Hrs Product Review & Weekly Status Meetings:** SME, IT Resource

~\$35K  
4-6 Weeks

### Time Requirements

- **4-Hrs Prep Work:** Project Sponsor
- **5-Hrs On-site Session:** BI stakeholders, SME, IT Resource
- **2-Hr Data Manager Review and Adoption:** BI Stakeholders

\$20k  
2 Weeks

### Time Requirements

- **TBD-Hrs System Access:** IT Resource
- **TBD-Hrs Dashboard Requirements Gathering, Review, & Approval:** Project Sponsor, SME

~\$35k (ea.)  
4 Weeks

### Time Requirements

- **4-Hrs Quarterly On-Site:** Data Steering Committee

Quarterly Review