



Recharge

Unlock the insights in your business
and maximise opportunities.



1 Rethink

Give yourself, and your business, time to review processes and culture to ultimately boost productivity and performance.

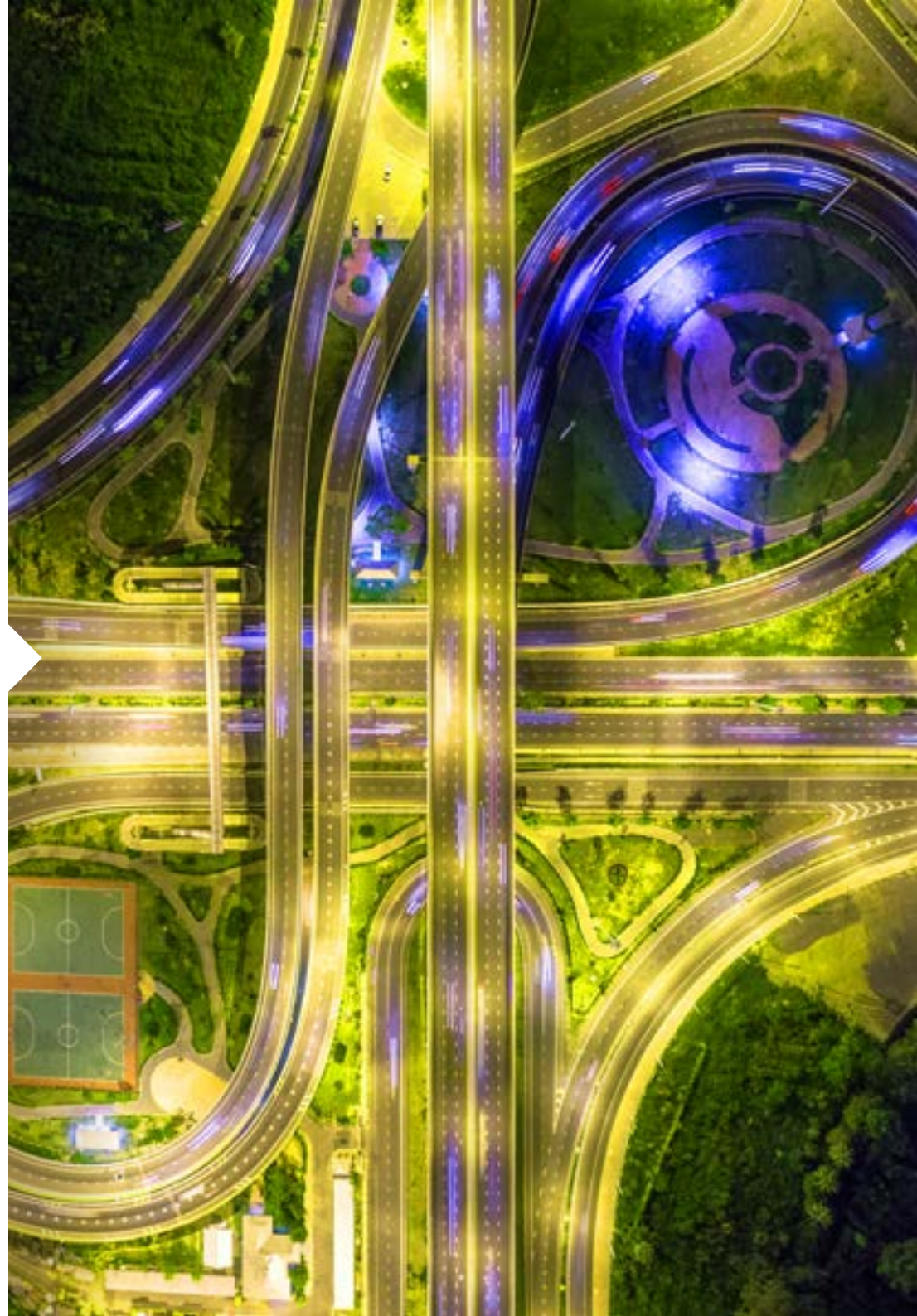
2 Recharge

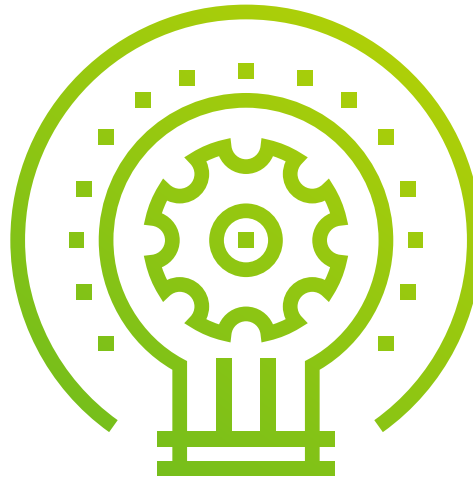
Recharge your business intellect by creating a culture based on fact and insight from powerful analytics.

Having taken a step back to rethink your business processes, adapting and transforming your productivity, the next step is to recharge your business intellect. Learn how seeing your organisation from a new perspective can help you create a culture based on insights from powerful analytics, that empower your workforce to deliver more value.

3 Reshape

Reshape your entire business ecosystem with innovation and technology.





Unlock the insights in your business and maximise opportunities.

Digital technology is an invaluable tool for those embarking on disruptive transformational programmes, facilitating this exciting change with powerful and cost-effective Cloud solutions. When businesses have looked at their operations afresh, they can recharge the entire organisation with intelligent insights that will re-energise, inform and streamline.



Why recharge?

Recharging your business will give it a new lease of life, transforming jobs into more value-added roles and innovating in every aspect of the organisation. Leaders will get more time to think strategically and will no longer need to respond reactively to distractions. Staff can fulfil their potential and undertake tasks that are more creative. Businesses can focus on their core purpose and identify the most important areas where things should be done differently.

Technology is key in offering deeper insight into the operations and potential of the business. It can deliver new capabilities and improve performance. A connected, modern infrastructure providing data-driven dashboards will put your organisation on the front-foot, ready to make informed decisions that add value, anticipate problems or trends, maximise opportunities and spot chances to innovate. If you fuel your decision-making with the latest intelligence and information, you can revolutionise your business.

Good data provides the basis for the intelligent insight that has the power to recharge your business.



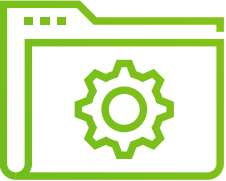

An aerial night photograph of a complex highway interchange, illuminated with a strong blue and purple hue. The roads are lit up, showing multiple lanes and overpasses. In the center of the interchange, there is a prominent, illuminated monument or structure with a circular design. The surrounding area includes some greenery and other buildings, all under a dark sky.

The role of data

There has been much talk about the data explosion. More data has been created in the last two years than in the entire history of the human race. It continues to grow at an increasing rate – by 2020 about 1.7 megabytes of new information will be created every second for every human being on the planet.¹





¹Reference: <https://www.forbes.com/sites/bernardmarr/2015/09/30/big-data-20-mind-boggling-facts-everyone-must-read/#24e778c17b1e>



“A lack of up-to-date, real-time information means progress happens far too slow and data cannot be acted upon in time.”

Ricky Coxon, Executive Director of Further & Higher Education, Grimsby Institute

Data comes in a number of different shapes, from unstructured raw data stored in repositories through to structured data within databases that can be queried and sorted. There will also be incoming external data collected through various digital avenues such as social media, website analytics or self-service payment solutions. Some organisations will have a data warehouse to store all of this data and act as a platform for reporting. Business systems such as Enterprise Resource Planning (ERP), Customer Relationship Management (CRM) and Workflow Management contain huge amounts of data that can provide invaluable business insights - but only if this data can be integrated and transformed into intelligence.



“I think the core systems are there, it’s really a case of connecting the data so that there’s a single version of the truth – one common link.”

Andrew Hicks, CFO, Advanced



Taking a step back to create a successful, connected infrastructure is key in gaining company-wide insight from the data in your business. Data is one of your greatest assets, but is useless unless you can extract value from it. If it is held in silos within departments, it is difficult to get a high-level understanding of how the whole business is performing. Technology infrastructure innovations are helping to overcome this, with Cloud-based solutions successfully connecting various systems so that business intelligence analytics can increase the availability of information. This seamless integration of real-time information gives an organisation the understanding and confidence to make bold decisions and develop new products, services and strategies.

In our 2017/18
Annual Trends Survey,

1/3

of the organisations we spoke to said they were not confident in their leadership to create and run a modern digital infrastructure.



Connected data makes it possible to develop analytics dashboards, pulling together relevant information quickly into self-serve reporting. This creates a platform for a more agile and reactive organisation that can predict business trends and act on opportunity or risk at a faster pace. Real-time data and user-friendly visualisations help businesses to see their

operations from a new perspective and quickly identify weaknesses or gaps in their offering instead of relying on customer feedback or surveys. Connected data leading to accurate analytics can improve efficiency, simplify processes and enhance customer service - while removing pressures from employees.

An aerial night view of a city, likely New York City, showing a central park area (Central Park) surrounded by dense urban development. The image is rotated 90 degrees clockwise. The city lights are a mix of warm yellow and orange, and the park area is a darker green. The text "The benefits of intelligent insight" is overlaid in white, centered horizontally and vertically.

The benefits of intelligent insight

A worldwide survey by Gartner in 2018 showed that 91% of organisations have not yet reached a 'transformational' level of maturity in data and analytics, despite this area being a number one investment priority for CIOs.

Nick Heudecker, Research Vice President at Gartner comments, "Most organisations should be doing better with data and analytics, given the potential benefits. Organisations at transformational levels of maturity enjoy increased agility, better integration with partners and suppliers and easier use of advanced predictive and prescriptive forms of analytics. This all translates to competitive advantage and differentiation. Focus on improving how people and processes are co-ordinated inside the organisation, and then look at how you enhance your practices with external partners."²

Business intelligence software is not just the preserve of large organisations – it can deliver return on investment and benefits for businesses of all sizes. The Cloud offers ease of use and a pragmatic cost structure. A business intelligence dashboard will drive growth and profitability as it highlights key metrics and helps organisations make better decisions. For the executive team, knowing they are targeting the right metrics is as important as hitting the numbers. As well as offering accurate insight into current performance, it can also model any potential business changes. This takes the guesswork out of business development activities, which can protect valuable cash reserves and lower risk.



"I can see a complete view of the business, accessing the solution wherever I am."

Kit Burgoyne, Co-Founder, Aspire Furniture

Machine Learning is a rapidly growing area of analytics – whether it is analysing libraries of textual data to inform government policy, scanning pension data to automatically recommend better savings plans, or reducing workload in the legal sector. A new era of business intelligence and applied Machine Learning is opening up with innovative ways of interacting with data in intuitive and straightforward dashboards.

“We were getting performance improvements on average of around 10 to 50 times better, and in some instances 500 times better – which far exceeded our expectations. This in turn was an enabler to allow further development of reports providing more informed analysis.”

Colin White, National Finance Systems Manager, NHS Scotland

“The reports we produce are key to making informed management decisions. Producing them manually would be a highly time-consuming and painstaking process. The system enables us to extract and manipulate information very easily and provide it in a manager’s required format, savings many hours each week.”

Andrew West, HR Manager, Royal College of Nursing





Recharge your business with data-driven change. The insight and intelligence you can garner will help your organisation and workforce become more energised, dynamic and agile. Approaching challenges from a new perspective and with greater insight will enable you to maximise every opportunity and handle any uncertainty.

Now that you have taken a step back to rethink the way your workforce operates and how to recharge your organisation with data-driven insights, the time has come to view your goals from a new perspective and reshape your business through innovation.

Where next?

Reshape

