



**CONSULTING
GROUP**

**Data and AI Opportunity
Catalogue and
Innovation Workshop**

Workshop Agenda

Day 1	
Opportunity and Innovation Workshop Introduction	30 min
Introduction to Data and AI	90 min
Ideas to improve or leverage Top Cost Drivers and Revenue Drivers	60 min
Data Landscape Maturity Assessment to understand any quick wins available from a data perspective including exposing existing data, creating reports and dashboards and collecting/centralising data that is currently not being effectively leveraged	90 min
Exploration with SME: Understanding pain points and opportunities	180 min
Wrap-up and Next Actions	30 min
Opportunity Catalogue Presentation	60 min
Opportunity Catalogue Presentation and Understanding Next Steps	90 min

Activities:

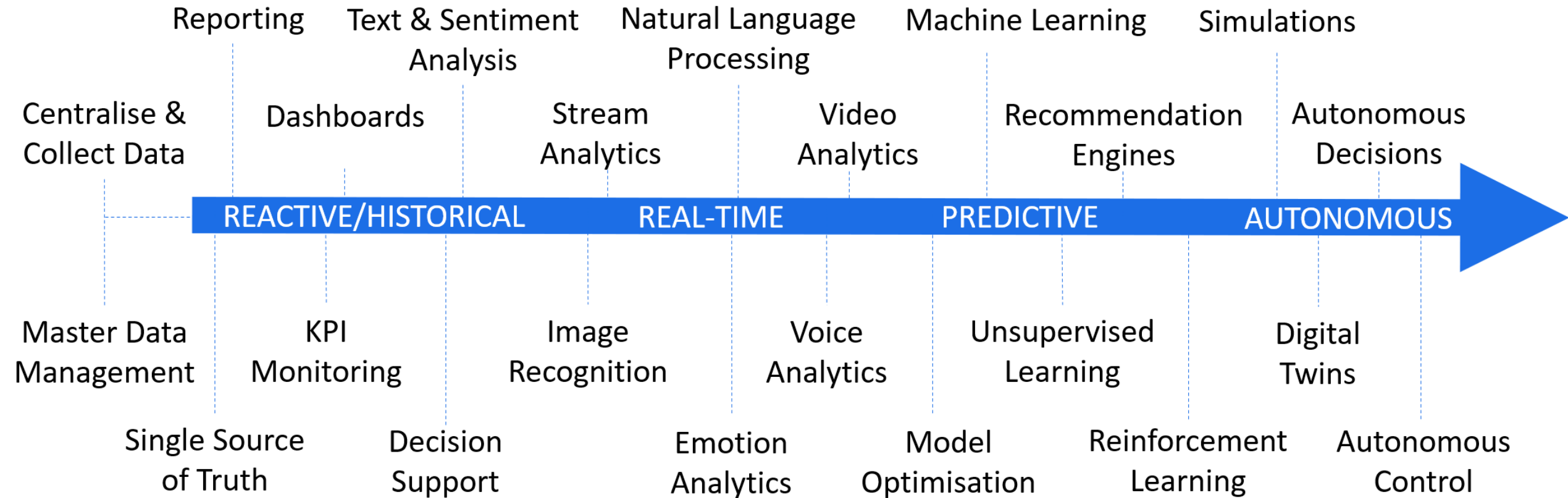
- Site Walkthroughs
- Data Landscape Maturity Assessment
- Board Priority Identification
- Business Priority Identification
- Operations Research
- Exploration with SMEs
- Top 10 Cost Drivers
- Top 10 Revenue Drivers

Outputs:

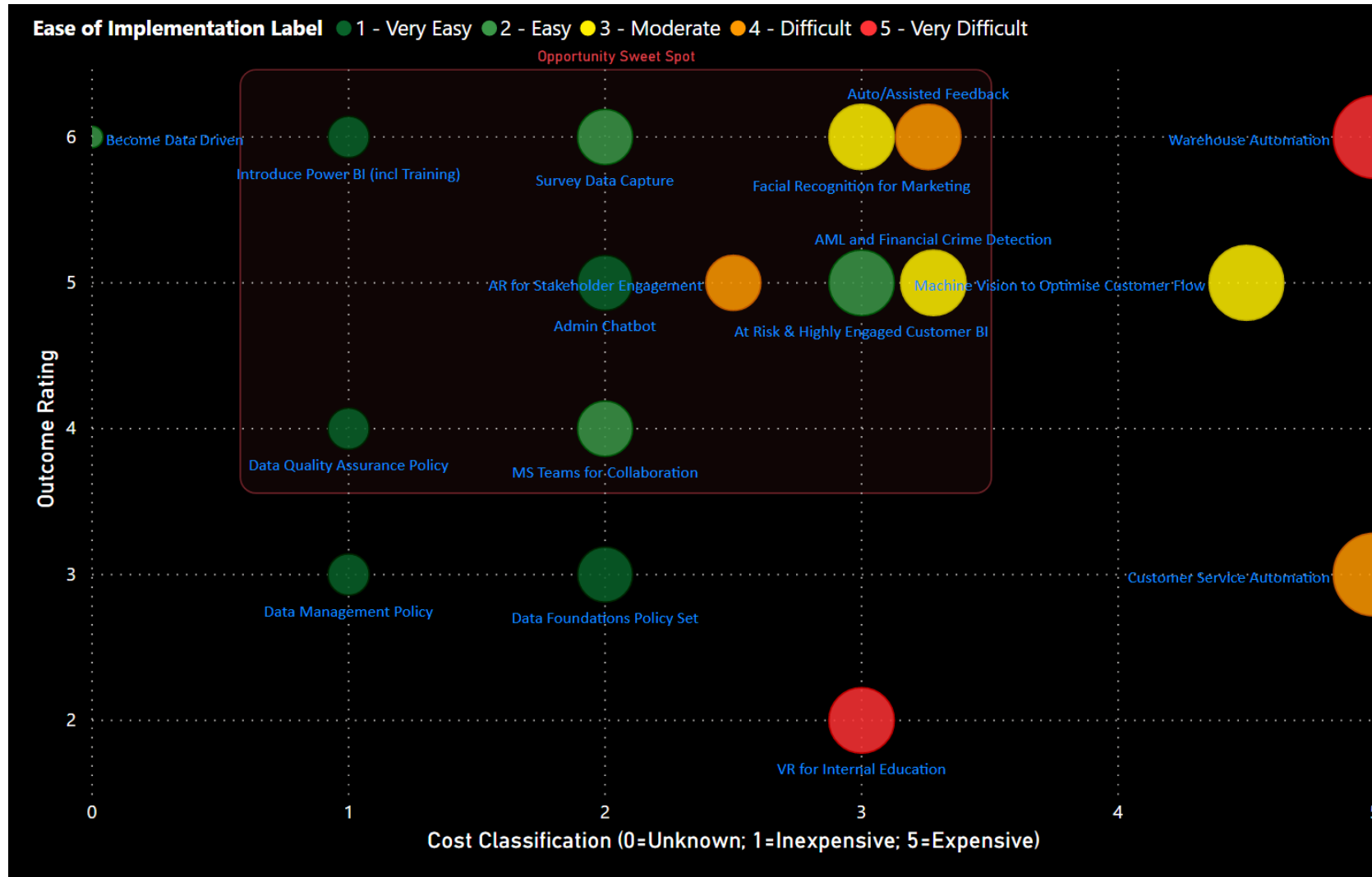
- Opportunity Priority List
- Opportunity Roadmap
- Business Case Development
- Architecture Strategy



Data & AI Optimisation Maturity



OPPORTUNITIES



The Opportunity Catalogue

- Augmented Reality
- Virtual Reality
- Collaboration Platforms
- Chatbots and Virtual Assistants
- Supervised and Unsupervised Machine Learning
- Internet of Things and Streaming
- Digital Twins and Asset Optimization
- Text Analytics and Sentiment
- Reporting, Dashboard and Automated Data Collection

CRITERIA FOR PRIORITISING OPPORTUNITIES

Cost Classification Approximations

- 0 = Unknown: Available project possibilities or scope is too broad to estimate cost.
- 1 = Minimal: Under \$25,000.
- 2 = Low: Between \$25,000 and \$100,000.
- 3 = Medium: Between \$100,000 and \$250,000.
- 4 = High: Between \$250,000 and \$1,000,000.
- 5 = High Requiring Detailed Additional Scoping: Above \$1,000,000.

Outcome Rating: (2-6)

Add the Impact Rating and ROI Rating (higher = better)

Positive Impact on Business and Operations – how does it positively affect the way that the business functions and how does it improve the work being done?

- 1 = Low Impact
- 2 = Moderate Impact
- 3 = High Impact

Return on Investment (ROI) – cost or revenue benefit vs project cost approximation.

- 1 = < Project Value
- 2 = Approximately Project Value
- 3 = > Project Value

		Impact		
		1	2	3
ROI	1	2	3	4
	2	3	4	5
	3	4	5	6

Ease of Implementation

Very Easy (Dark Green): Requires very little internal/vendor expertise or experience and no project management; typically almost no risk; can potentially be deployed via off-the-shelf type PAAS/SAAS without SME input.

Easy (Light Green): Requires some internal/vendor expertise or experience and low level project management; typically low risk; can sometimes be deployed via off-the-shelf type PAAS/SAAS or requires low level custom development, and typically requires supervision from SMEs.

Moderate (Yellow): Requires significant internal/vendor expertise or experience and significant project management; typically medium risk; typically requires mid-level custom development, and typically requires high-level supervision from SMEs.

Difficult (Orange): Requires high internal/vendor expertise or experience and careful project management; typically high risk; typically requires significant custom development, and typically requires very close supervision from SMEs to ensure project success. Sometimes experimental and the project outcome may need to pivot to be successful.

Very Difficult (Red): Requires very high levels of internal/vendor expertise or experience and extremely careful project management; high risk, high custom development requirement and requires very close interaction with SMEs daily. Often experimental and there is an expectation that the project outcome cannot be determined in advance. Even careful project management and risk mitigation can lead to project outcomes being different than those initially intended.



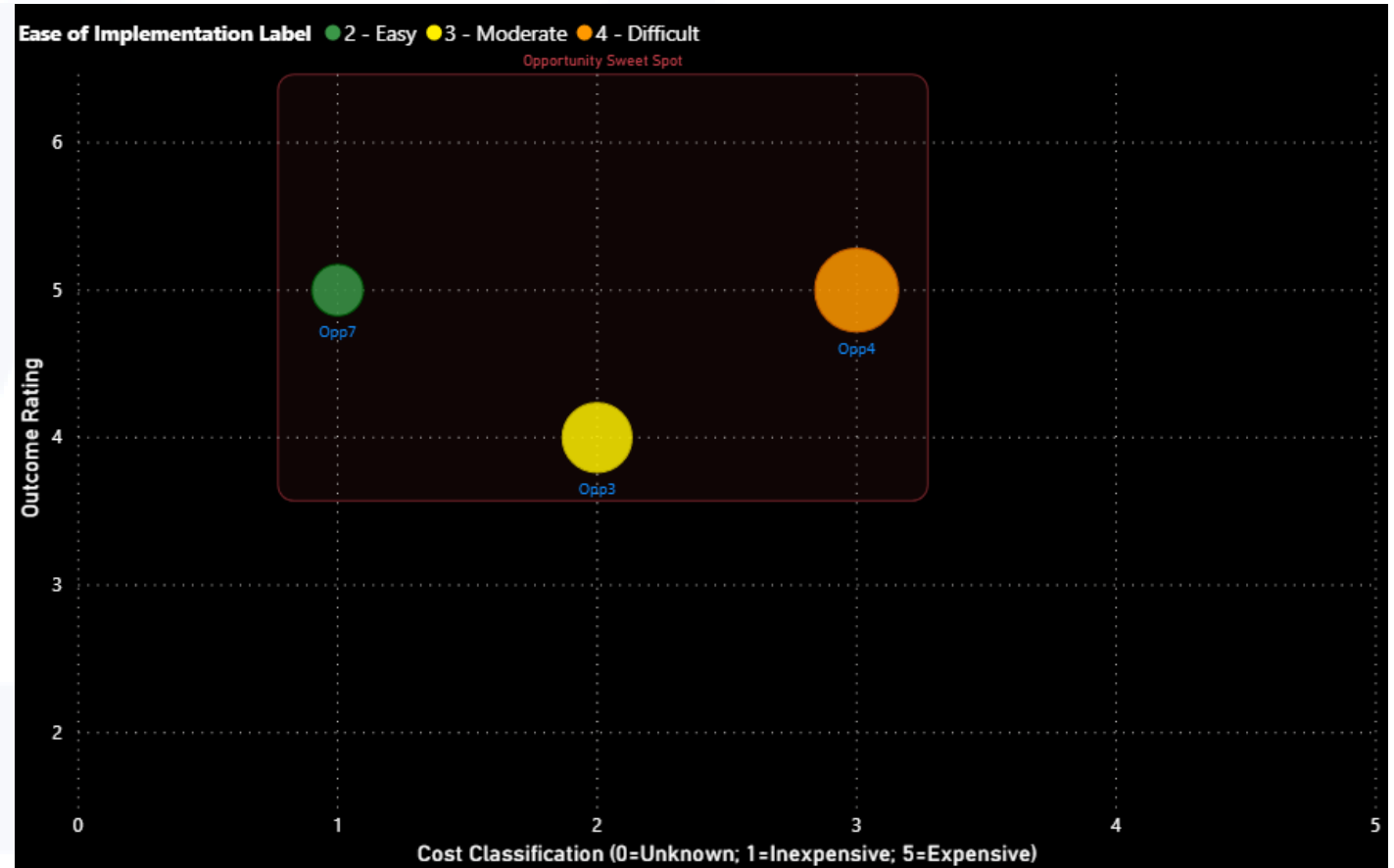
WHAT IS THE OPPORTUNITY SWEET SPOT?

The **Opportunity Sweet Spot** identifies opportunities that are low cost and high impact.

Typically, organisations see these opportunities as a 'quick win' and will tend to invest in a number of these opportunities (or all of these opportunities) immediately.

Organisations that are new to Data and AI might start with 'Very Easy' or 'Easy' opportunities within the sweet spot so that they can develop an implementation and project rhythm as well as proving value to the organisation, executive and board, whilst minimising risk.

It should be noted that opportunities in the top right-hand side of the grid, but outside the sweet spot, should also be considered due to ROI and Impact (Outcome), however these projects typically require larger investments, approvals and significant strategy to deliver the desired outcomes.



Our Approach to Minimise Time to Value

- Prioritise high ROI, short time-to-value projects.
- Leverage high value, low development opportunities.
- Proof of Concepts (PoCs) to prove value and build confidence.
- Avoid capital purchases and leverage pre-built integrators and SAAS applications.
- Generate ROIs immediately or fail fast.
- Agile delivery for maximum business flexibility.
- Lead with architecture but build for MVP where sensible.
- Build full solutions only after identifying credible evidence of ROIs.



**CONSULTING
GROUP**

+61 2 8283 4099

info@aiconsultinggroup.com.au

www.aiconsultinggroup.com.au