

How Teams Cross **The Last Mile**



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Agenda

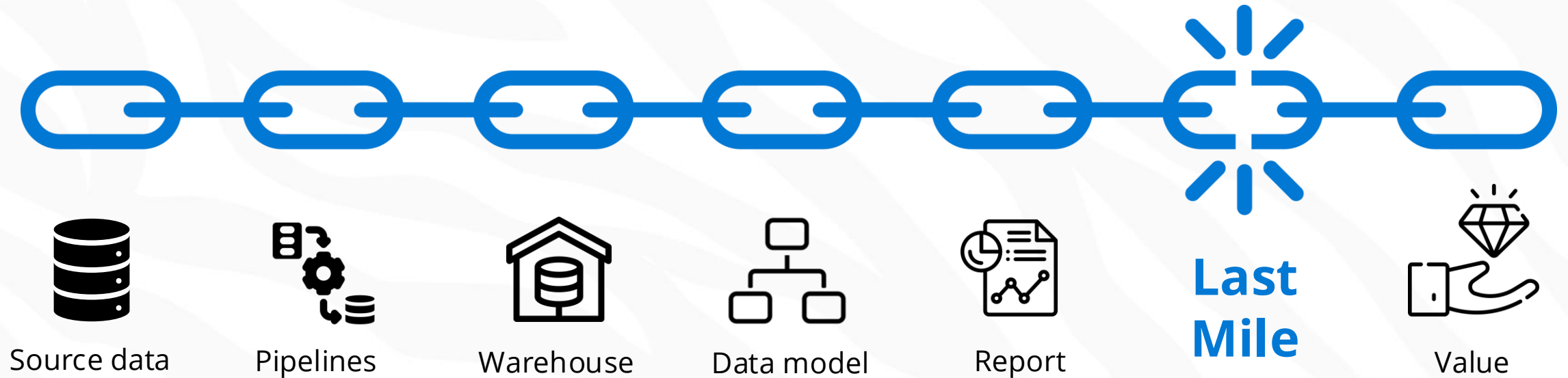
 The last mile problem

 IBCS & Zebra BI

 Business Case

 Live Demo

The Last Mile Problem



A chain is as strong as the weakest link **90% done → 0 % value achieved**

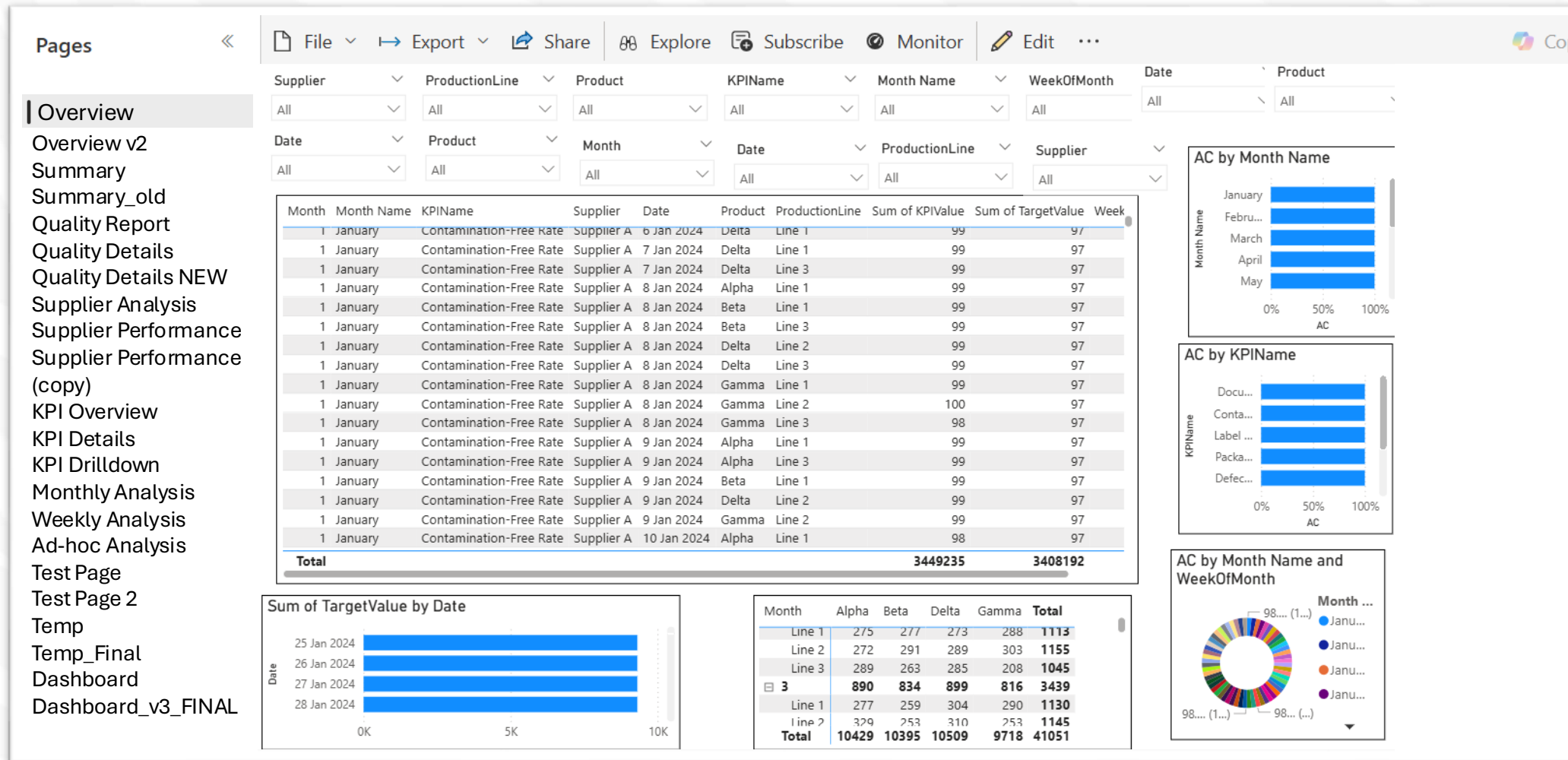
Why the Last Mile **fails**



Lack of standardization



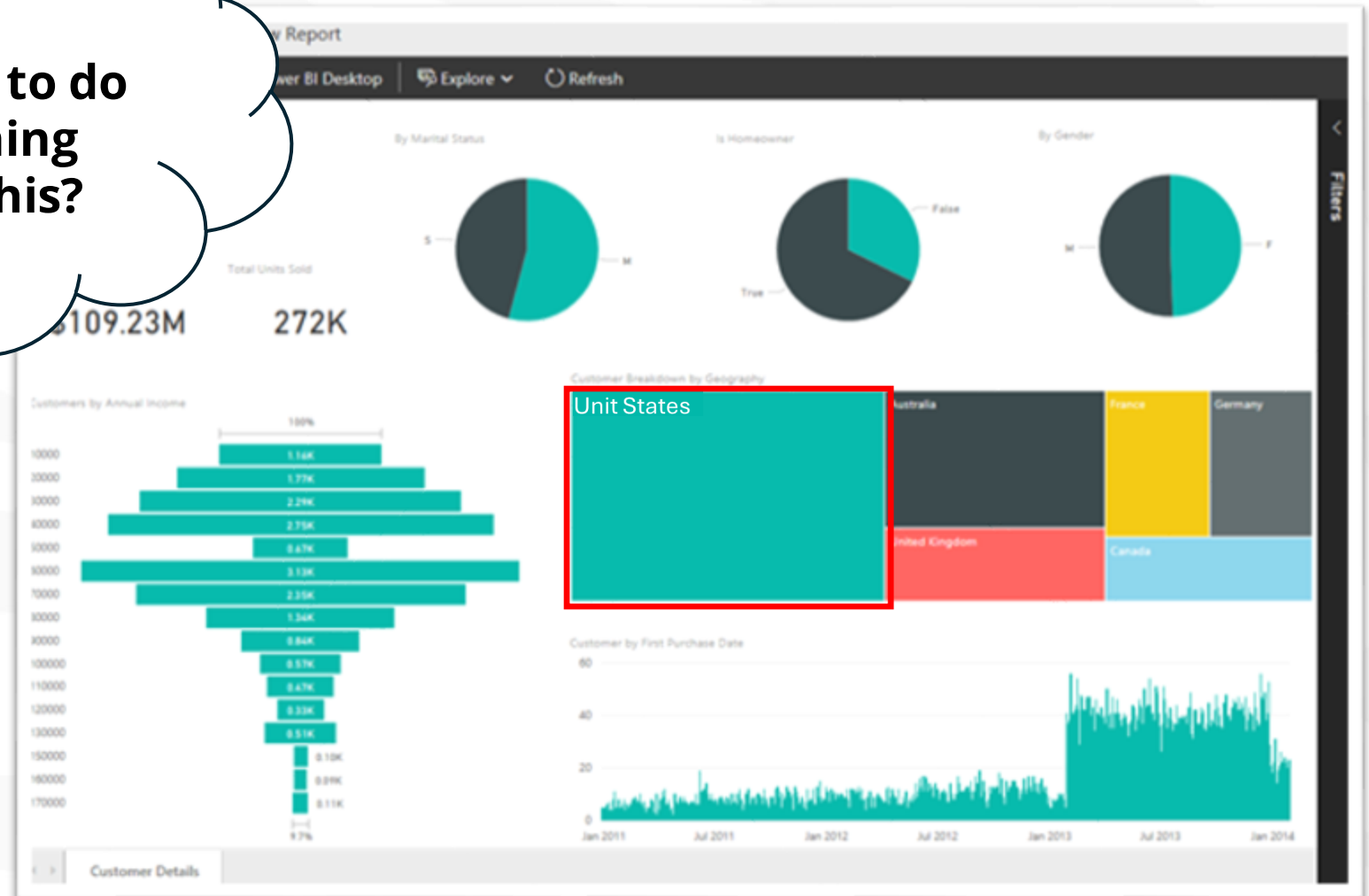
Where do I even start?



Insight without call to act



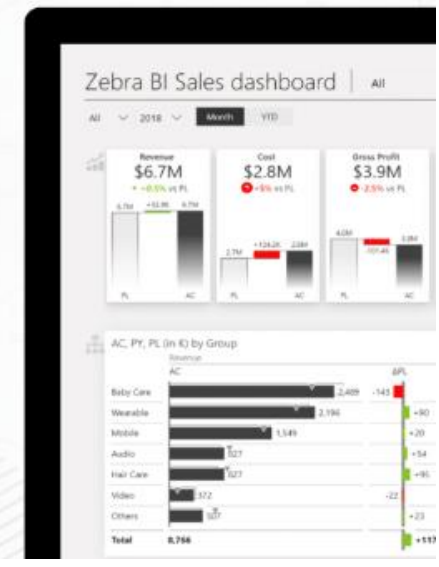
Do i have to do something about this?





zebra bi

Actionable Reporting Made Easy



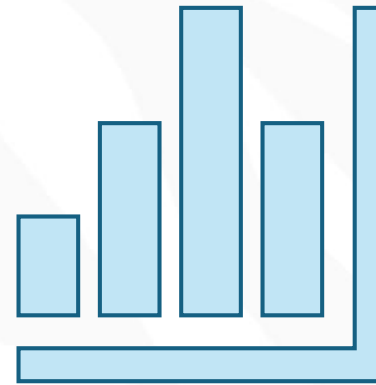
Scientific Foundation

Data Analysis



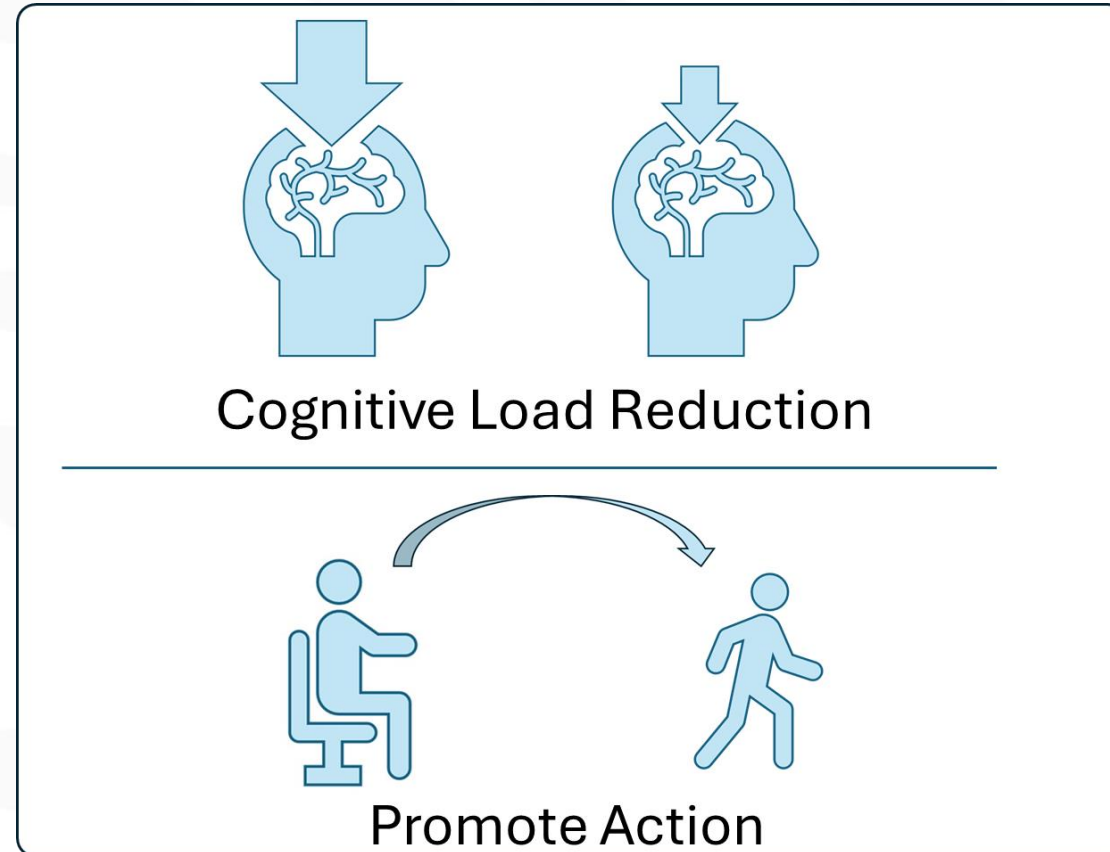
Statistics
Mathematics
Computer
Science

Data Visualization

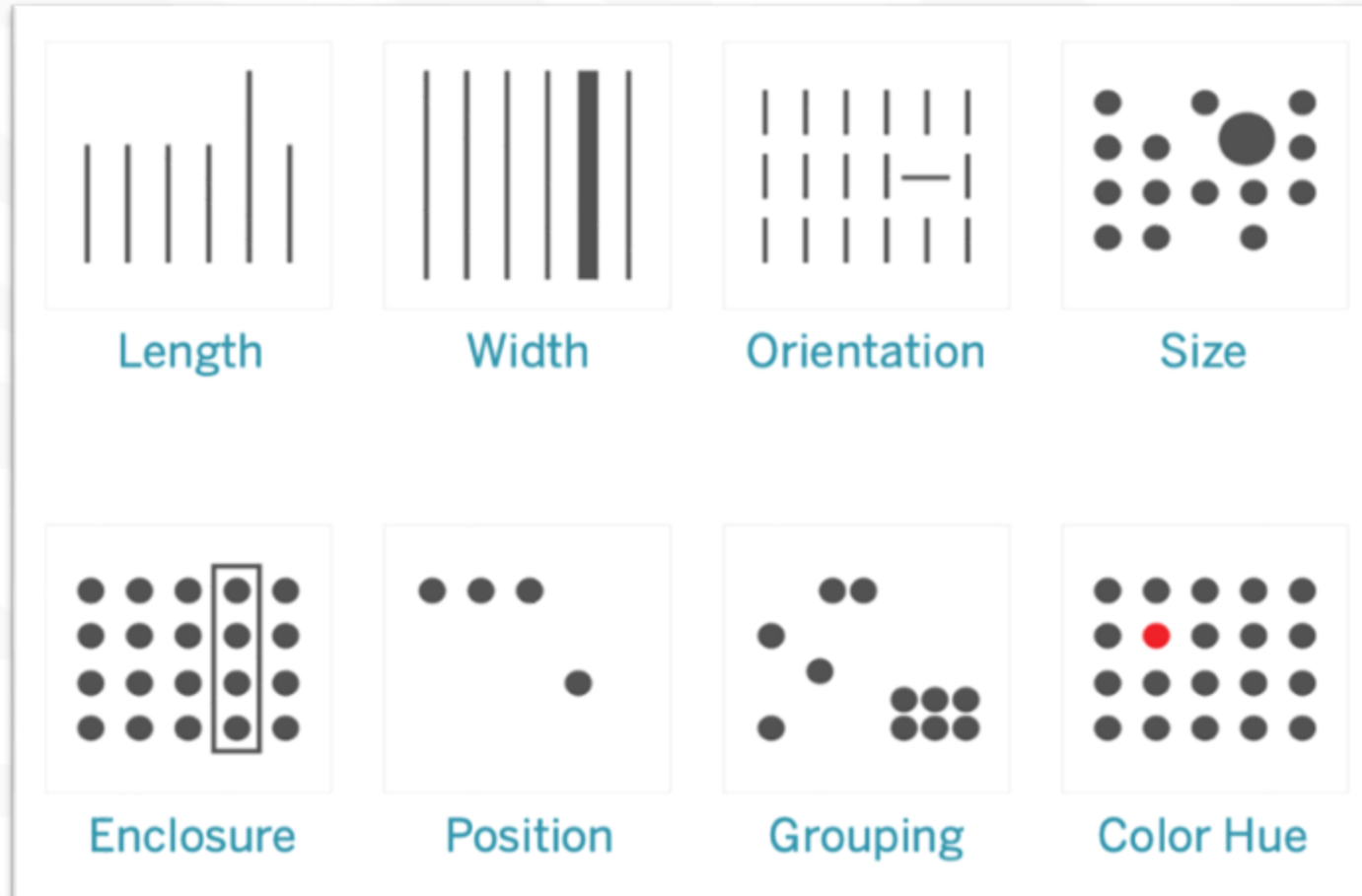


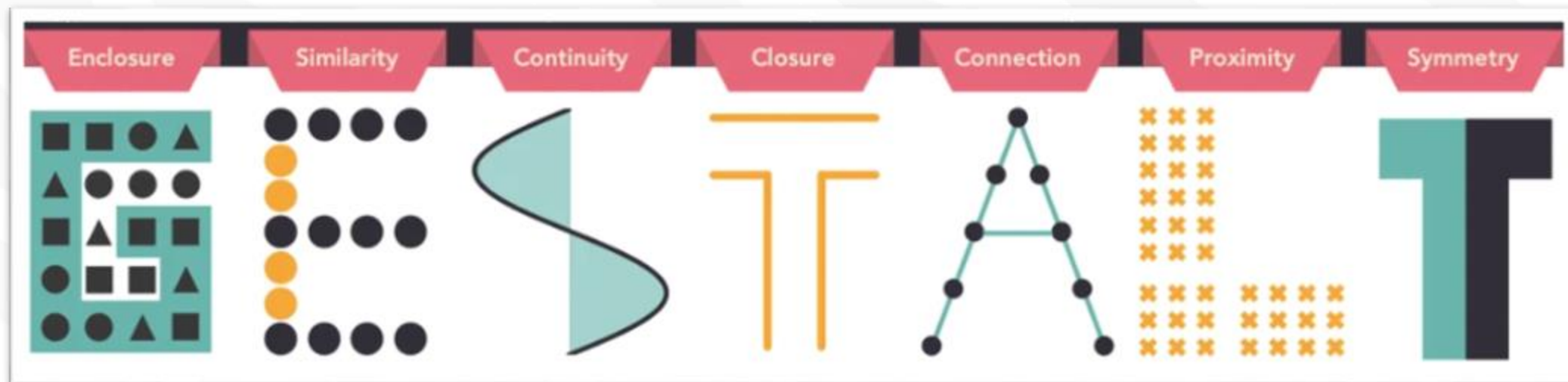
Cognitive psychology

Business Intelligence

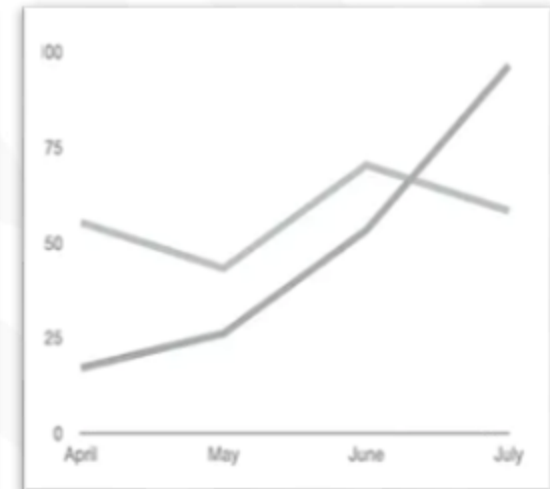
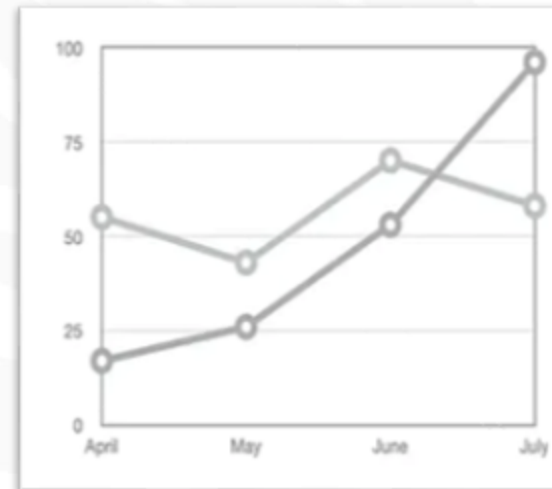
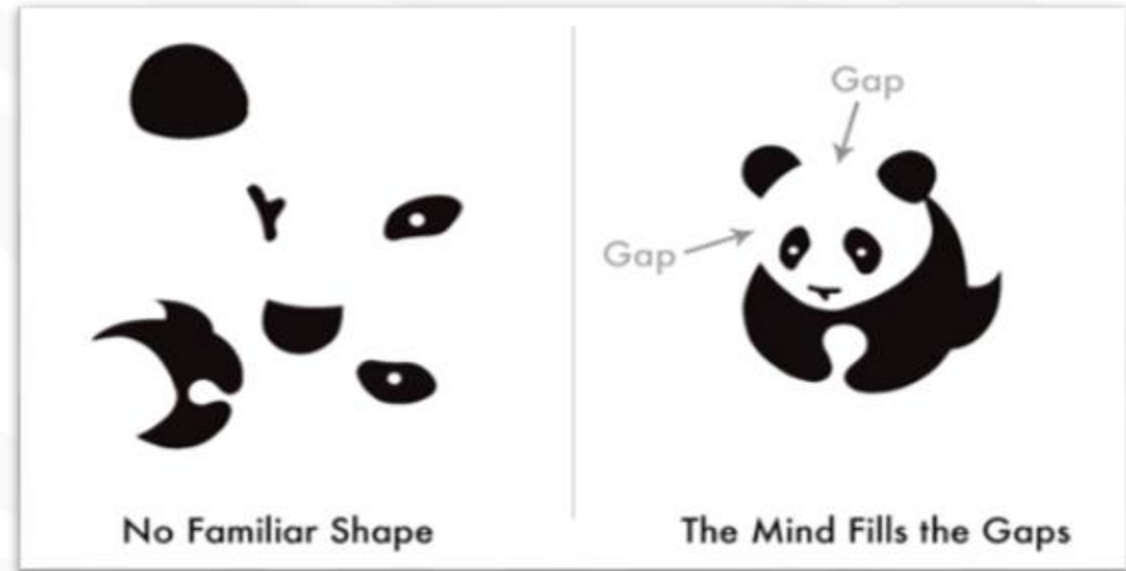
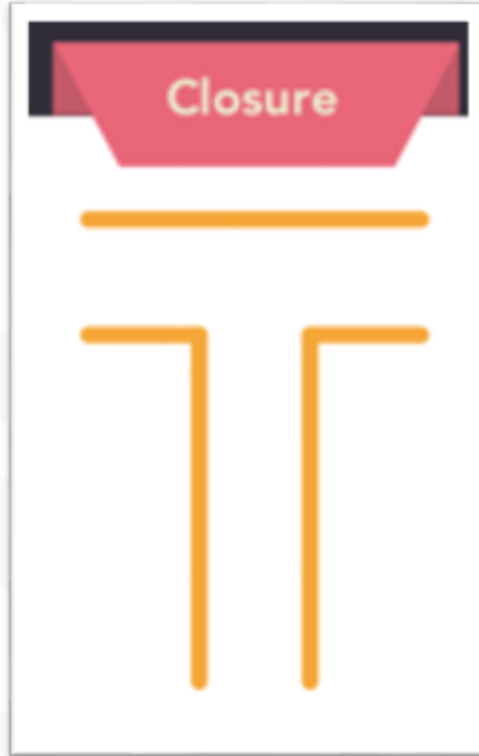


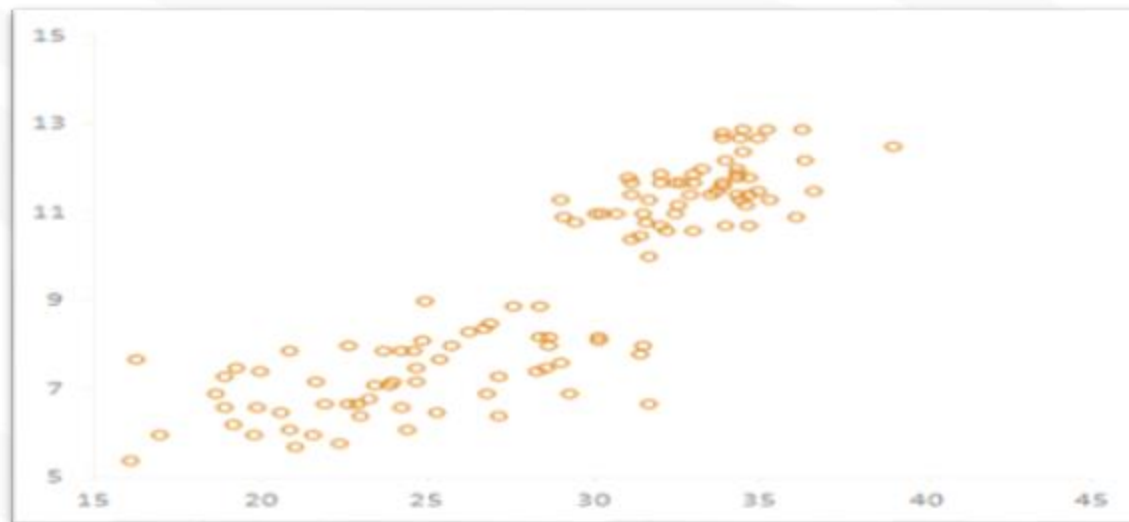
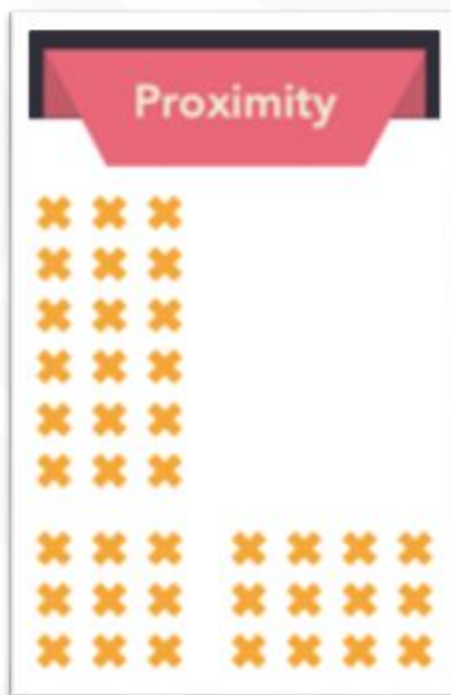
Pre-attentive attributes





2 Examples

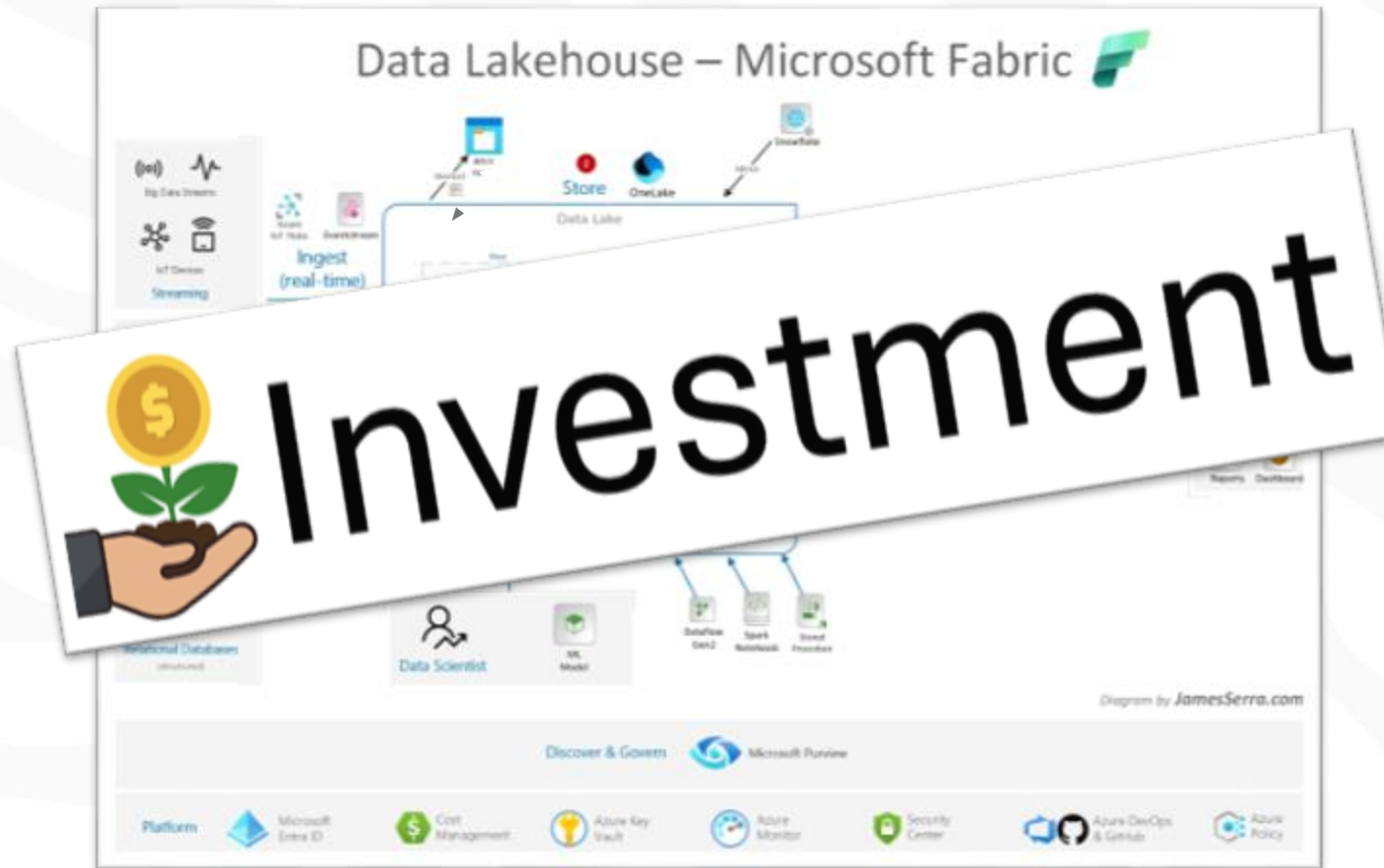




Actionable



Promote Action



Insight?



Insight



Action



Provide an answer to this:

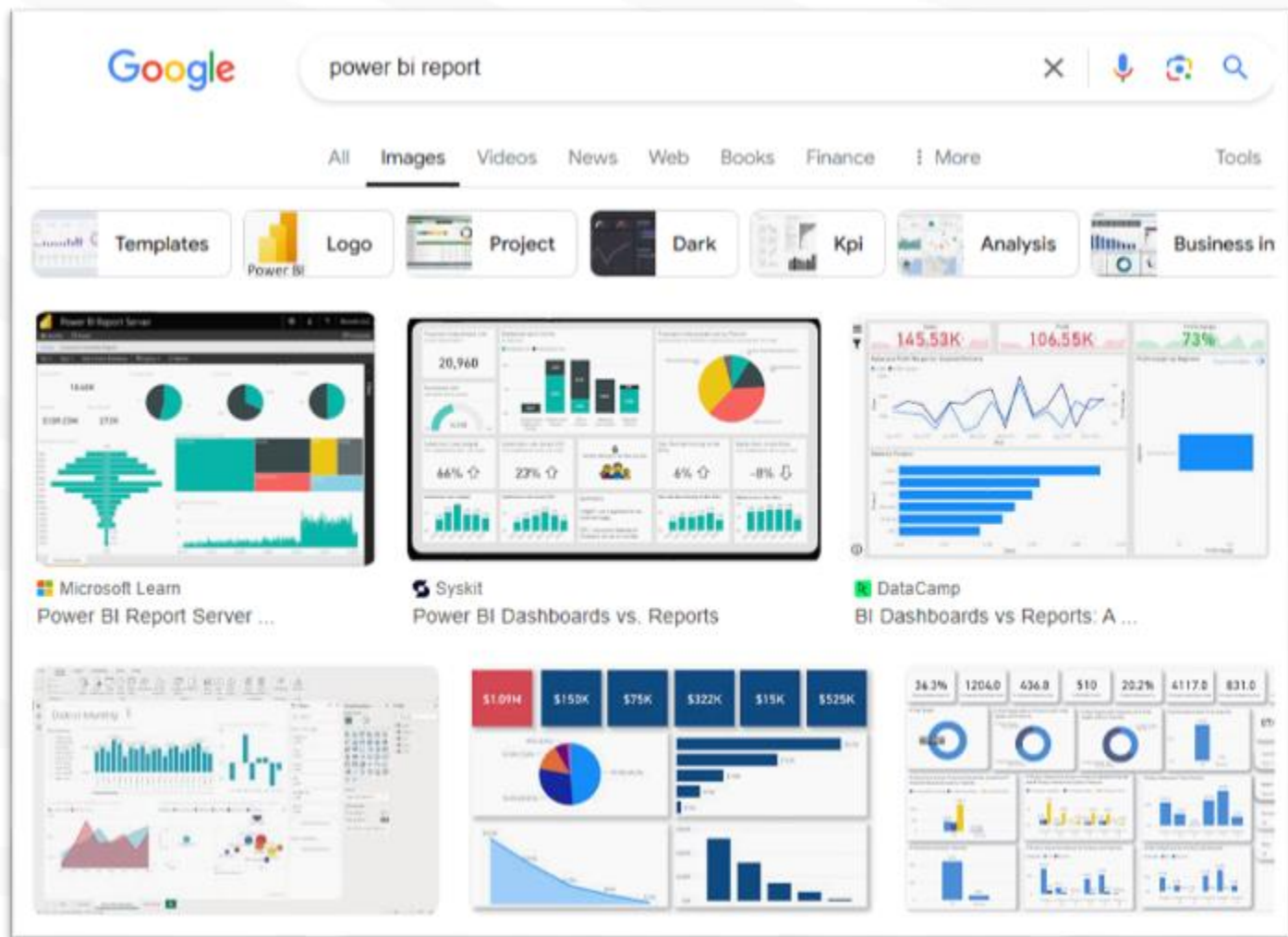


1. Is my performance good or bad?

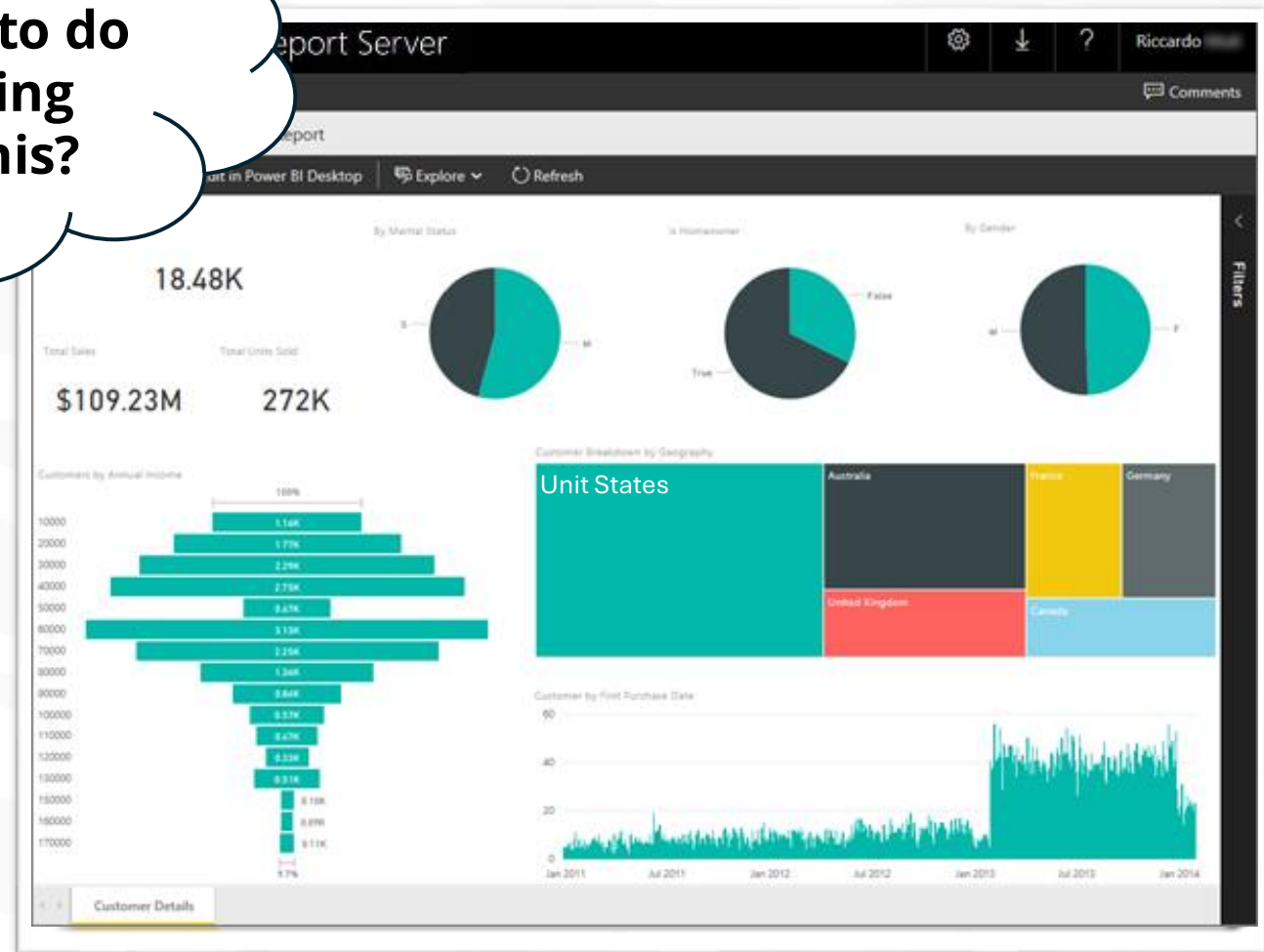
2. To what extent?

3. Why?

4. What are we going to do about it?



Do I have to do something about this?

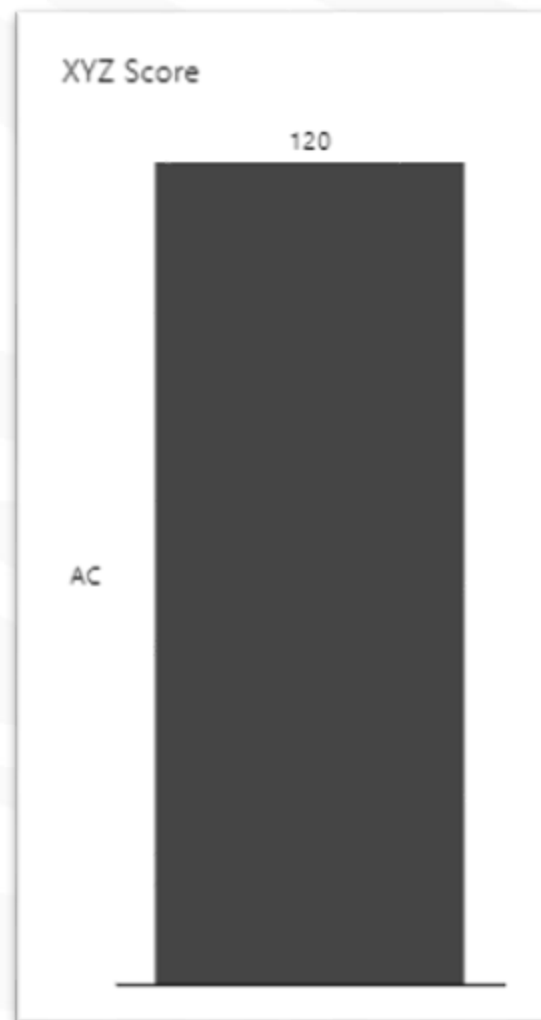


Context





**Your XYZ
score is
120**

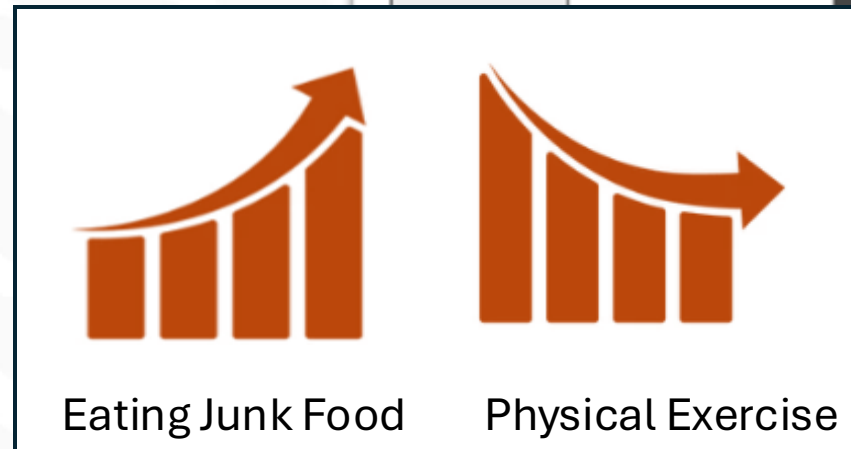
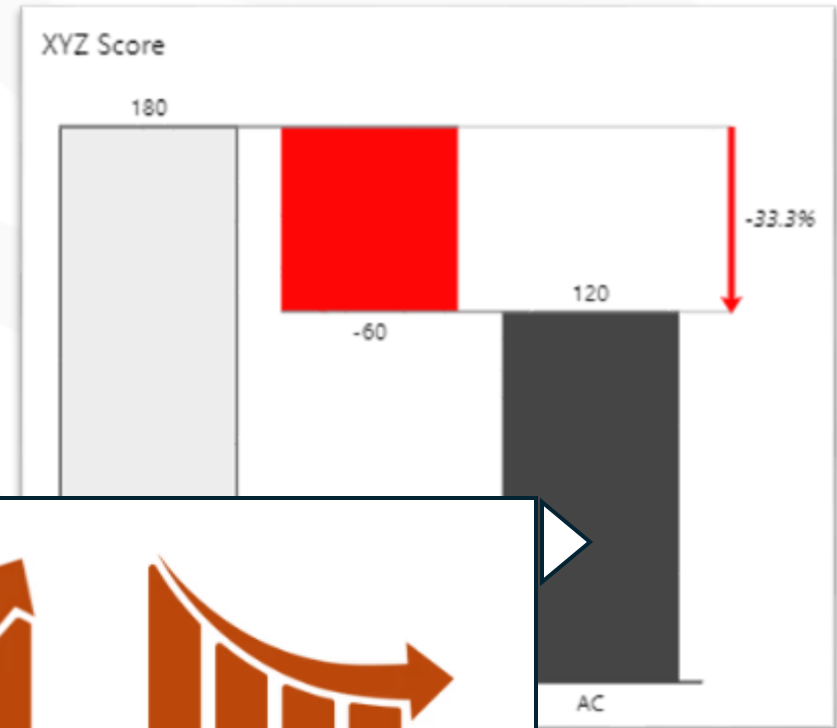




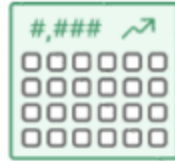
**Last year
your score
was 180**

Focus on variance

1. Is my performance good or bad?
2. To what extent?
3. Why?
4. What are we going to do about it?



3 – 30 – 300 seconds



3 seconds:

Users should get an overview of the most important questions and areas.



30 seconds:

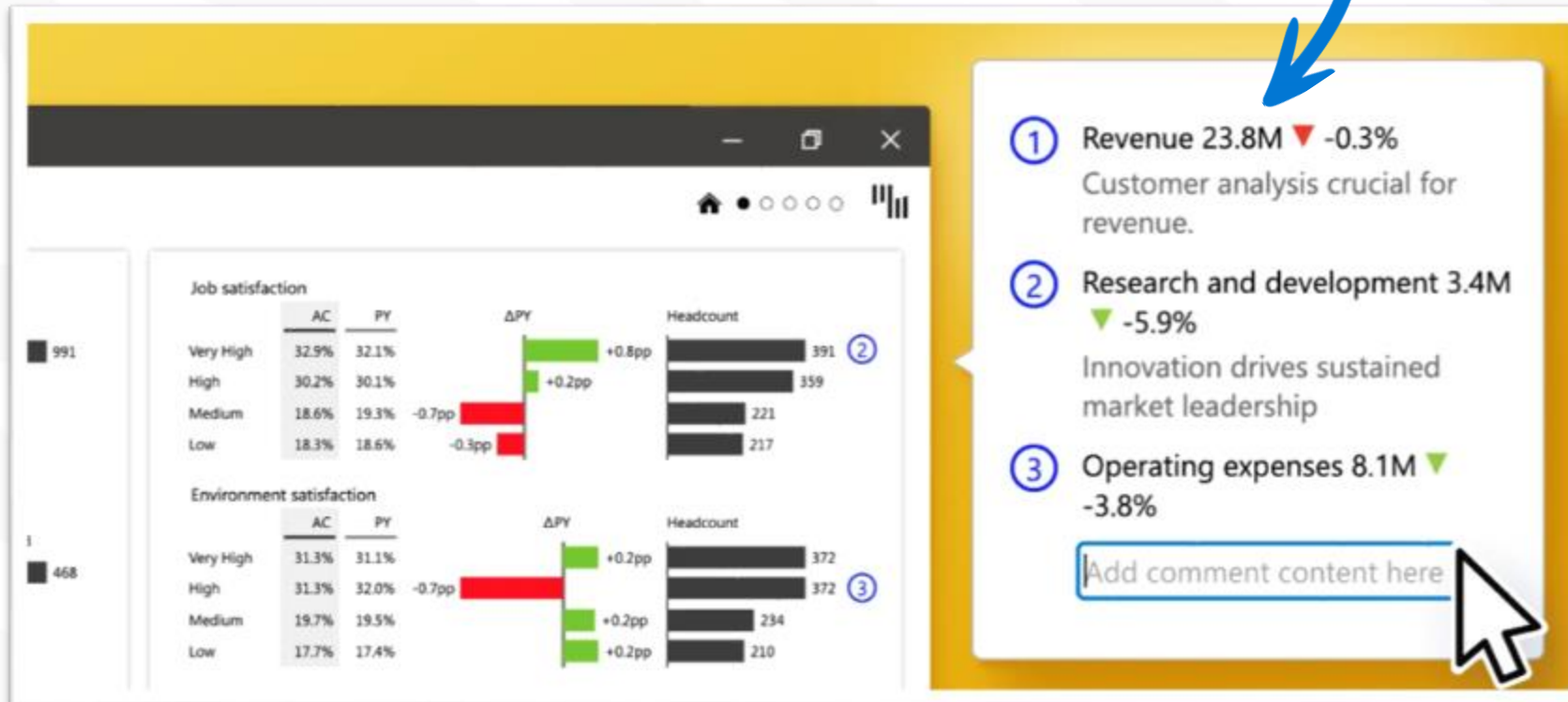
Users should filter and zoom to identify periods and categories to focus on.



300 seconds:

Users should get details-on-demand to inform their decisions and actions.

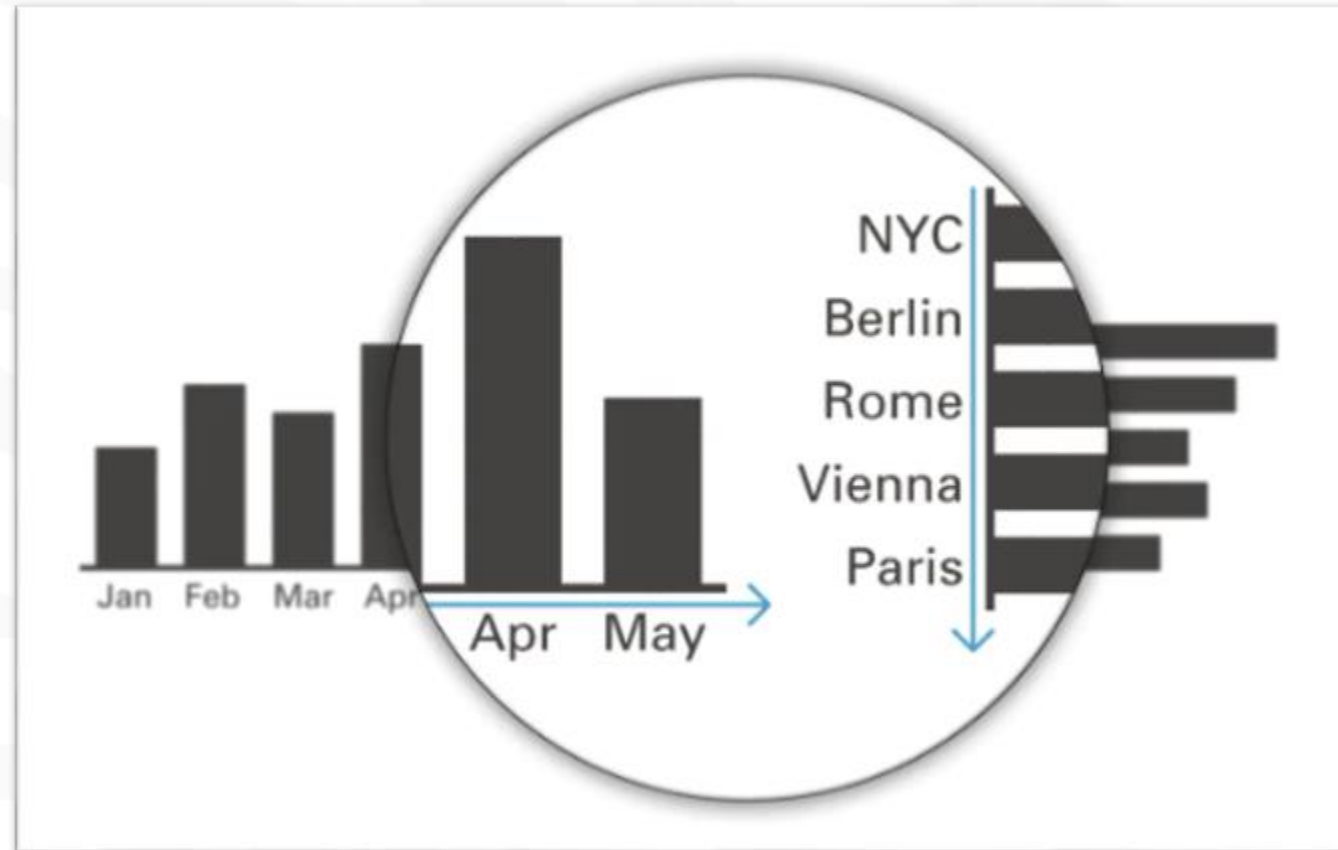
Explain variances



IBCS Key recommendations



Time horizontal, Structure vertical



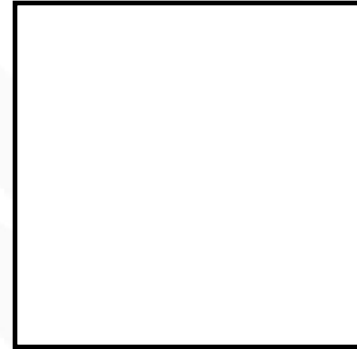
Fill patterns



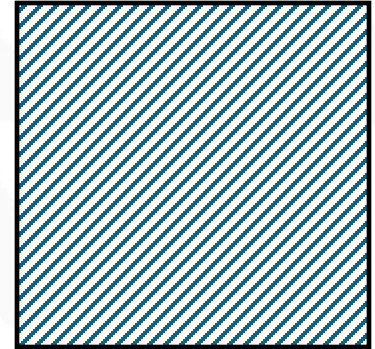
Past
Light



Present
Dark

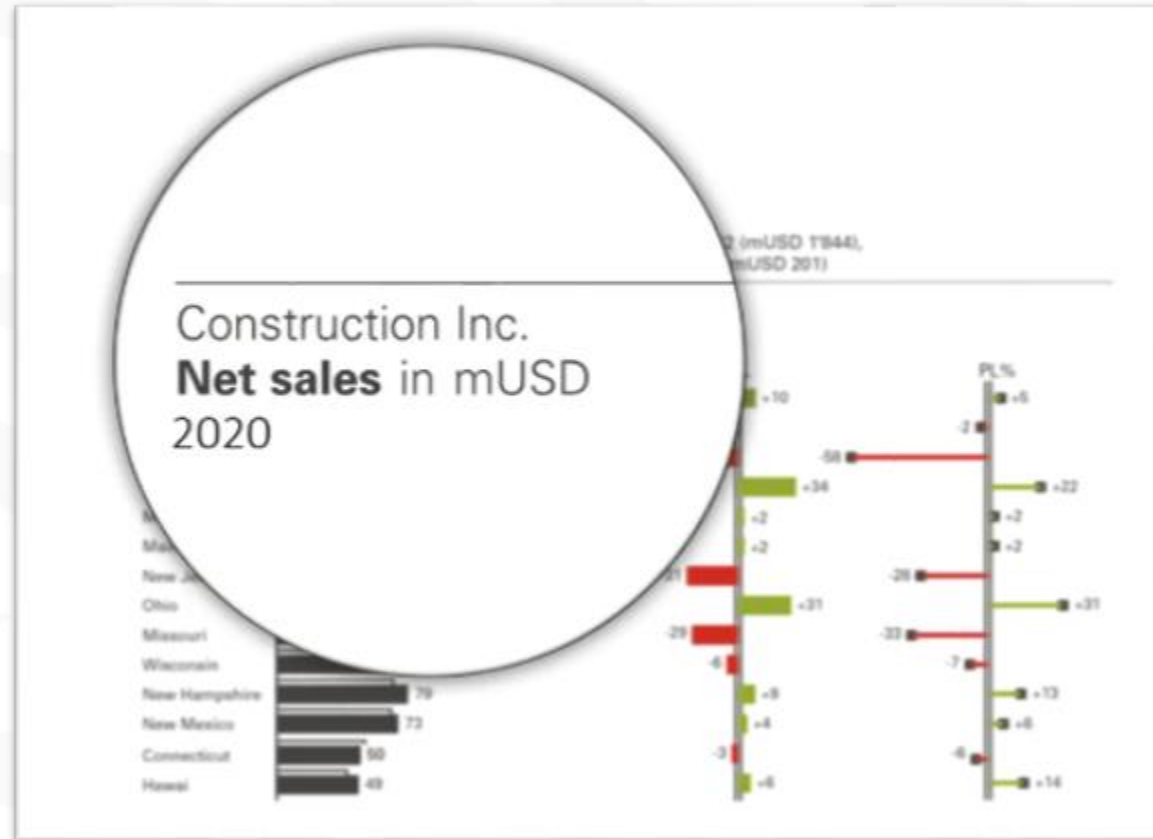


Planned
Outlined

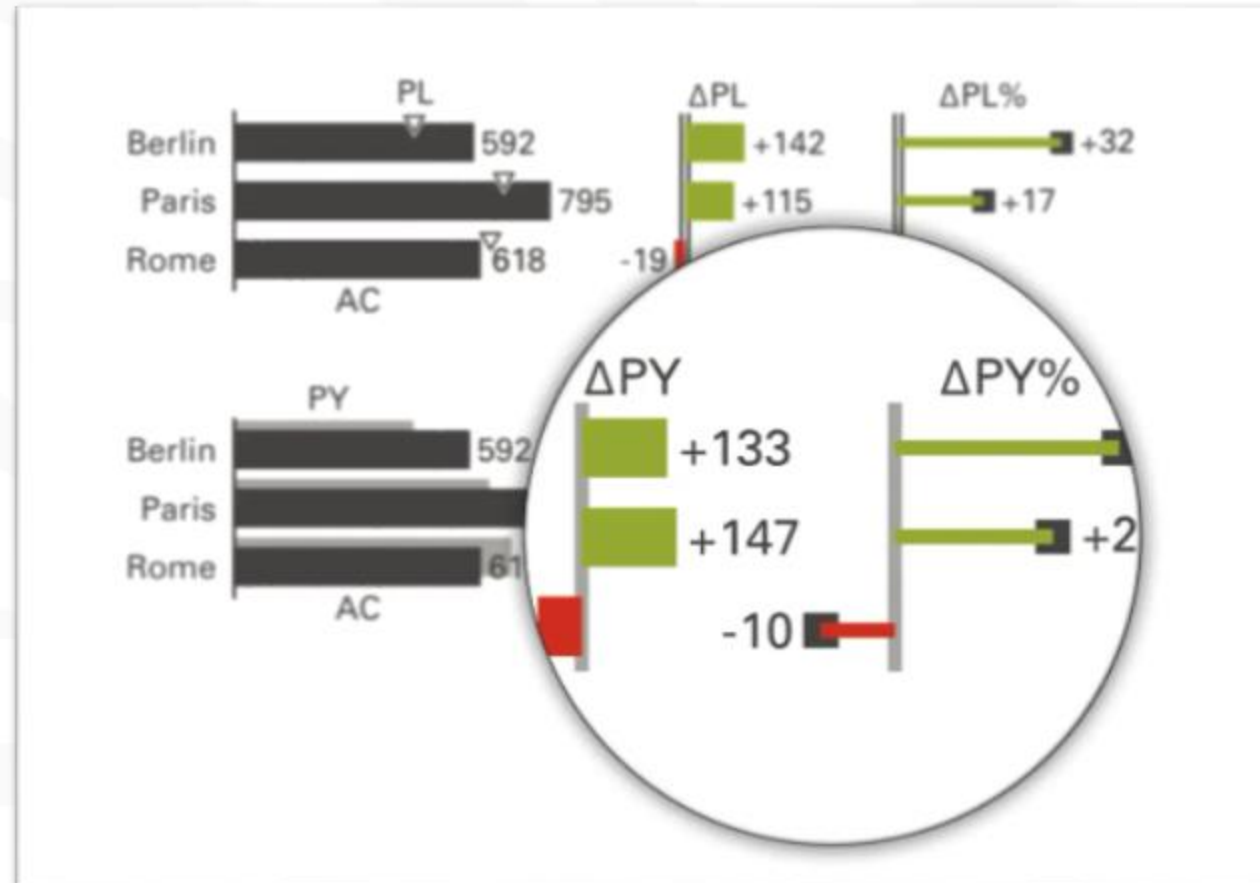


Forecast
Hatched

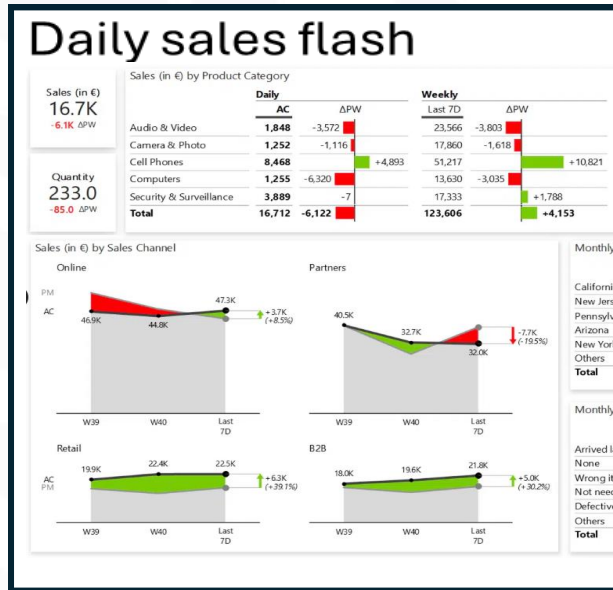
Unify all titles



Highlight variances red and green



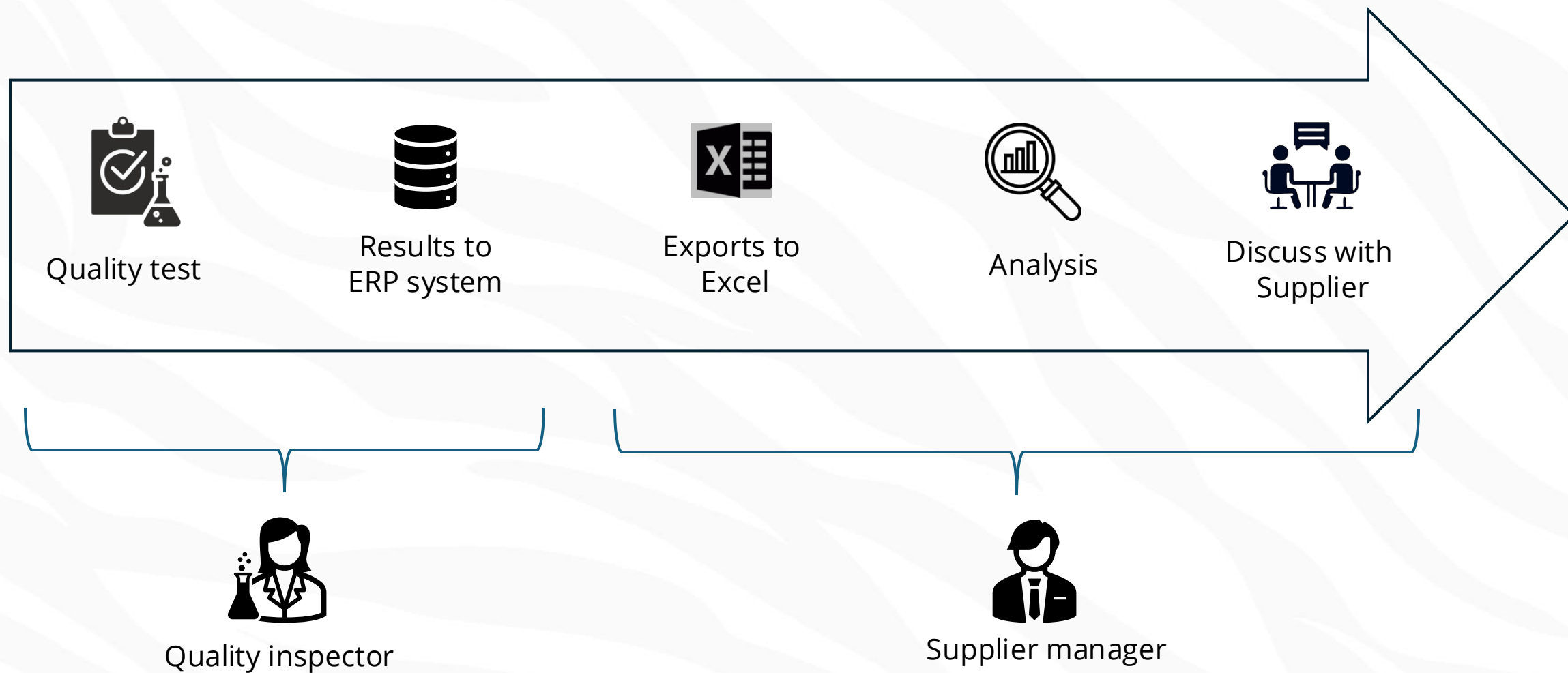
Consistency



Business case

Supplier performance at a Global
Production Company

Supplier quality process: before



Why this fails



Lack of standardization

Same supplier analyzed by two managers → different conclusions



Manual work

More time spent on exporting and preparing data than analyzing it



No starting point

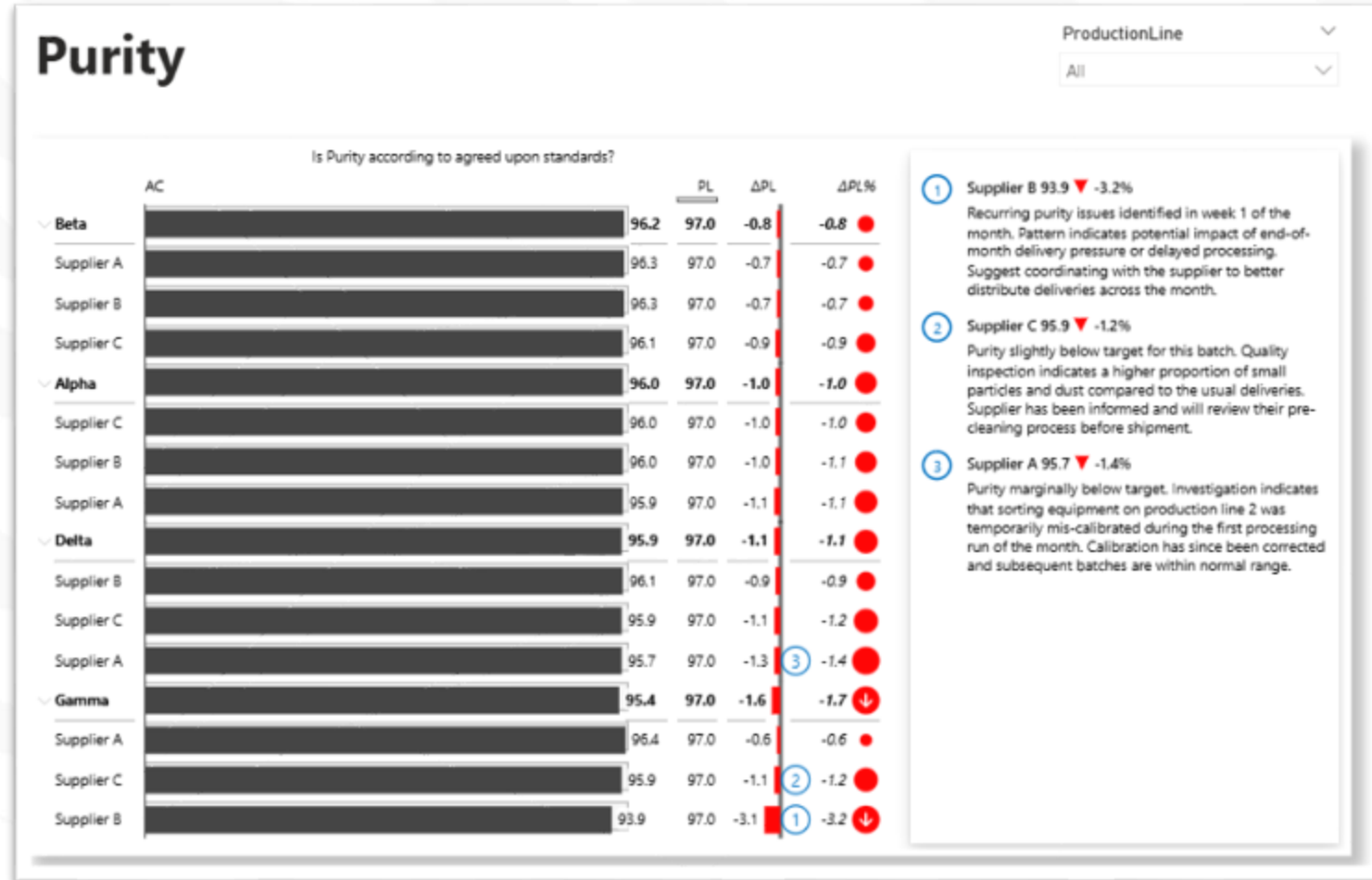
Managers had to analyze all data to find problems and actions

New Supplier Quality Report

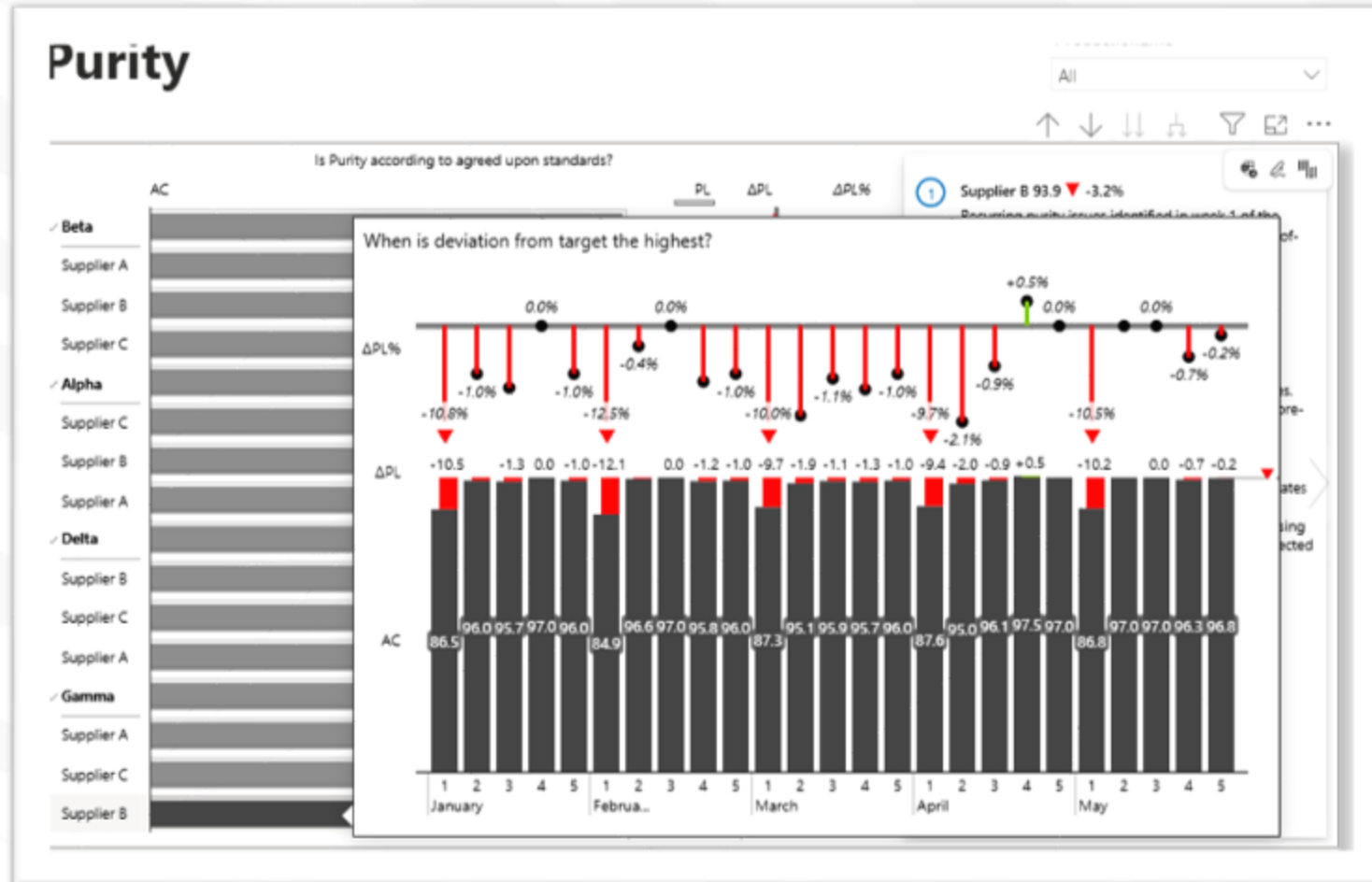
Good or bad? Where to focus attention?



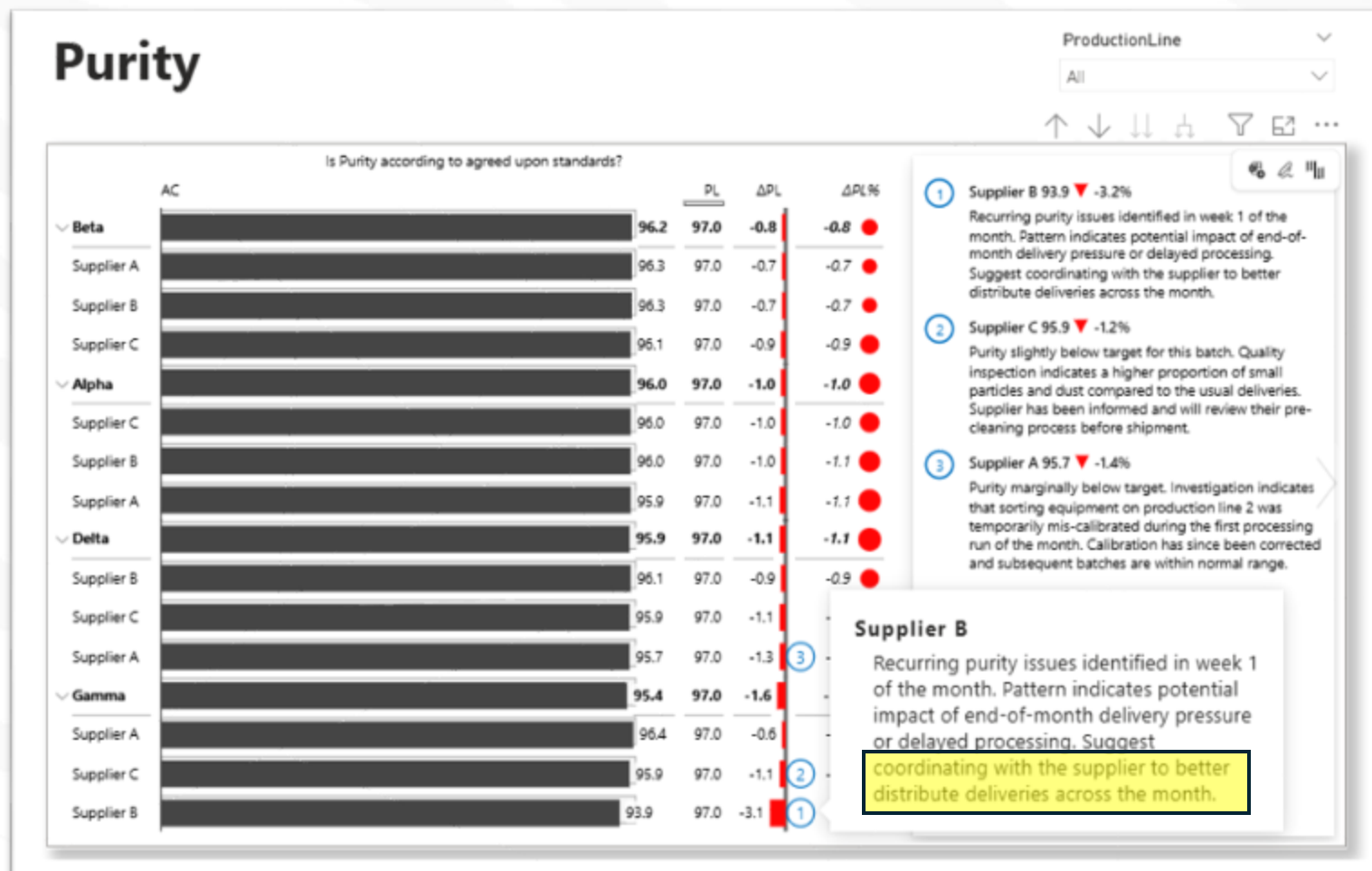
What is causing it?



Cause analysis



Action!



Result

Insight

Recurring deviation in first week of each month for this Product – Supplier combination

Root cause

Deliveries still based on previous month planning

Action & result

- Delivery schedule aligned with new month cycle
- Better purity performance for this Product – Supplier combination

It's Demo Time!