



Keep It Simple, Keep it Easy Making Daily Data Informed Decisions

Alan Gasvoda - Carrie Struss - Mark Lotspeich

TRADE SHOW EDUCATION

This session is eligible for 1 Contact Hour.

For these hours to appear on your certificate, you must:

- Have your badge scanned at the door
- Attend 90% of this presentation
- Fill out the online evaluation for this session



OUR TEAM



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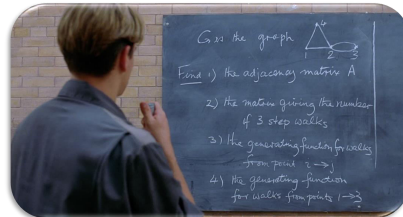


LEARNING OBJECTIVES

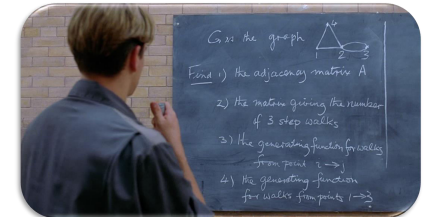
1. Data-driven vs data-informed
2. Data gathering techniques
3. Bringing data to life
4. Personal action plan

DATA DRIVEN VS DATA INFORMED

DATA DRIVEN vs DATA INFORMED



DATA DRIVEN vs DATA INFORMED



GUT FEELINGS
Driven by emotion

DATA INFORMED
Many inputs
Guided by experience

DATA DRIVEN
Limited inputs
Quality & timing of data



PRACTICAL DATA GATHERING TECHNIQUES



HAVE A PURPOSE

What do we want to do with this data?



ACTIVE OR PASSIVE



LEADING OR LAGGING





BRINGING DATA TO LIFE



SIMPLE AND EFFECTIVE TOOLS

Visual Data Management

No-Code / Low-Code Data Management

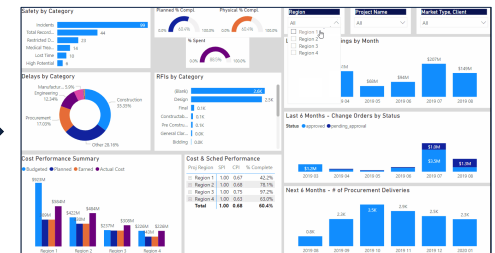
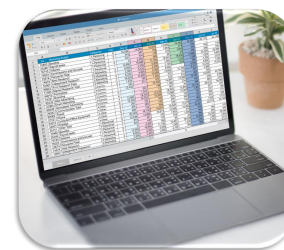
Reporting & Visualization



VISUAL DATA MANAGEMENT



NO-CODE / LOW-CODE to REPORTING & VISUALIZATION





PERSONAL ACTION PLAN

What will you do tomorrow?



“The way to get started is to quit talking and begin doing.”

Walt Disney



WRITE IT DOWN

DATA PLAN – KEEP IT SIMPLE

Data/Metric/KPI <i>What needs to be measured?</i>	
Purpose <i>Why does it need to be measured?</i> <i>(Consider desired trend – increase, decrease, stabilize)</i>	
Leading or Lagging <i>Is this a leading indicator or a lagging metric?</i> <i>If it's a lagging metric, is there an adequate leading indicator that could be evaluated instead?</i>	
Data Gathering Technique <i>How will the data be gathered?</i> <i>Who will gather it & how often?</i> <i>(Consider active vs passive techniques)</i>	
Visualization <i>How will the data be visualized?</i> <i>What tools will be used to easily share this with others?</i>	



WRITE IT DOWN

DATA PLAN – KEEP IT SIMPLE

Data/Metric/KPI <i>What needs to be measured?</i>	# hours over bid Actual Hours on job vs quoted hours on bid
Purpose <i>Why does it need to be measured?</i> <i>(Consider desired trend – increase, decrease, stabilize)</i>	To predict resource availability & job profitability Want to improve overall schedule attainment.
Leading or Lagging <i>Is this a leading indicator or a lagging metric?</i> <i>If it's a lagging metric, is there an adequate leading indicator that could be evaluated instead?</i>	Leading.
Data Gathering Technique <i>How will the data be gathered?</i> <i>Who will gather it & how often?</i> <i>(Consider active vs passive techniques)</i>	How: Run Time Sheet reports by job code. Run Bid report by job code Who: Lead How Often: Daily
Visualization <i>How will the data be visualized?</i> <i>What tools will be used to easily share this with others?</i>	Pull Time Sheet and bid report data to Power BI. Build Trend over time chart -by job & cumulative for all jobs. Create Pareto





SUMMARY

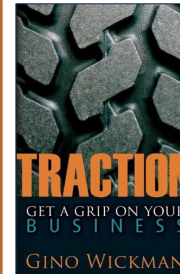
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RECOMMENDED READING

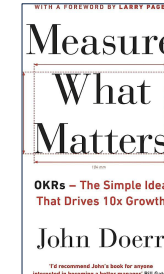
Traction

by Gino Wickman



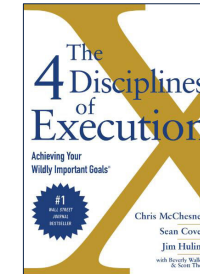
Measure What Matters

by John Doerr



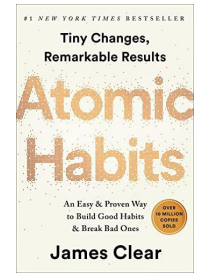
The 4 Disciplines of Execution

by Chris McChesney, Sean Covey, & Jim Huling



Atomic Habits

by James Clear



Complete the Online Evaluation

