## OVERVIEW

At Trace3, we often encounter customers who have years of data collected across multiple systems. They know that the data is valuable and want to understand how to put their data to work. To better help this situation, we've adopted 10Q, a data discovery framework.

This methodology allows Trace3 to work with data stakeholders to understand the data and formulate recommendations for transformative capabilities.



Contact us at **data.analytics@trace3.com** for more details.

## ANALYTICS

Develop a customized roadmap to best leverage data across various sources and systems and get started on the right path toward digital transformation.

What is my data telling me?
How can I make data-driven decisions?
Where should I be investing in my data?
How can I create reports that drive actions?

## AUTOMATION

Understand how automation technology can vastly reduce or remove the number of human resources spent on standardized and repeatable processes.

Which of my processes can be automated?
What parts of my process will still require human intervention?
What could we do to better prepare for an automation solution?

## AI

The final compliment to the digital transformation, AI/ML models can add a significant amount of value to an organization when used in the right way.

Do I need AI?
Where can AI be useful?
Where do I have enough data?
What can I do now to prepare for the AI models of the future?

### Inventory

**INFORMATION GATHERING**

Collect and engineer data, interviews/ workshops with the team to understand the problem.

### Analysis

10Q
THIS WEEK'S QUESTIONS

ANALYSIS TO ANSWER

IDENTIFY NEXT QUESTIONS

REVIEW & FEEDBACK

### Delivery

**PRESENTATION OF BOLD FINDINGS**
Actionable insights and suggestions presented.

**BOOK OF ANSWERS**
A white paper summarizing the analyses completed.

## WHY 10Q?

When doing undirected research, an approach that doesn't incorporate feedback at every step of the analysis will typically end up falling flat. Without the intrinsic insights brought by the folks that collect and use this data day to day, the right questions are often overlooked. For this reason, Trace3 adopted 10Q. We want to ensure that every data discovery project provides the most possible value for the organization from the C-suite to those on the ground.

## HOW LONG DOES 10Q TAKE?

The timeline for a 10Q analysis is dependent on the amount and types of data available and the schedules of those involved. A typical 10Q can range from two to four months.

### Inventory

**INFORMATION GATHERING**

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### Analysis

10Q — THIS WEEK'S QUESTIONS | ANALYSIS TO ANSWER | IDENTIFY NEXT QUESTIONS | REVIEW & FEEDBACK

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Every 10Q exercise starts with an **inventory**. This involves pulling data from various sources and compiling the data into one cohesive structure. Equally as important as the data gathering is the gathering tribal knowledge. Through workshops and interviews, Trace3 learns from all levels of the organization to understand how the data is collected and used today, what processes are in place, and what areas of friction exist around data utilization. Often these interviews reveal sources of data that would not have been found otherwise. By incorporating this information, analysis, and solutions are tailored to build on the strengths of the organization and solve real problems.

Once the data is collected, we go into the 10Q **Analysis** phase. During this phase, we start each week with a series of questions to answer using the data (typically, we'll start with 10 questions, and filter as questions become more complex).

Our data analysis team will work during the week to answer the questions and create a set of follow-up questions for the next week.

At the end of the week, we meet with our client's stakeholders for a review and to discuss the next set of questions. As the next week begins, the next set of questions is answered.

After this iterative analysis, 10Q wraps up with a presentation of the most interesting findings, focusing on actionable insights and recommendations.

We additionally deliver a **Book of Answers** – a white paper containing answers to all the questions that were discussed and detailed recommendations.

The Book of Answers also contains visual and descriptive summaries of all workshops.