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Intelligent Opportunity Realisation

Introduction

Successfully realising the benefits of intelligent technologies requires an intelligent approach to delivery and operation. Assuming a suitable opportunity definition exists (see Intelligent Opportunity Definition) there should be clarity on what the organisation wants to achieve, a business case will have been agreed and expectations will have been set in relation to benefits, costs, change and timescale.

Realisation is the phase that takes the opportunity through to successful realisation of the expected business benefits. This will include the following stages:

- **Create** – Creating an intelligent solution either by extending the use of existing technologies and/or the introduction of new technologies.
- **Deliver** – Transitioning an intelligent solution into operational use including managing technology, operational and people change.
- **Operate** – Ensuring the intelligent solution is robust and delivers the expected benefits.
- **Optimise** – Enabling the solution to evolve to maintain and enhance the benefits it delivers.

Combined Intelligence

Combined Intelligence can either take a leadership role in this phase or provide assistance to our clients as they lead in realisation (see Team Optimisation). Where Combined Intelligence have been requested to take the lead, we work based on the following principals:

- **Our Values** - Our values of Trust, Honesty, Respect, Innovation, Value and Exploration (THRIVE) are reflected in everything we do. We combine intelligence to THRIVE together.
- **Collaboration** – We work collaboratively and openly with our clients to maximise our effectiveness and optimise how we work together.
- **Skills** – We utilise our own resource combined with specialist associates and trusted partners to construct an optimal realisation team (see Skills and Knowledge).
- **Process** – We recognise, for example, that the process to effectively and efficiently deliver a machine learning based solution is different to an automation solution which in turn is different to a software-based solution. We therefore follow processes that are optimal for the technology but also tailored to the specific needs of a client (see Process and Change).
- **Technology** – We guide technology and partner selection by understanding a client's vision and strategy as well as individual opportunities (see Technology and Partners), ensuring the solution is fit for the client's long-term needs.
- **Service** – We tailor our offering to the needs of the client, providing the ability to deliver the solution on-premise, in the client's private cloud or through an 'as a service' model.

Approach

In addition to our principals our approach is based on:

- **Outcome Driven** – We're driven to achieve outcomes and will continuously monitor, review and adjust what we're doing to maximise the potential to achieve these outcomes quickly.
- **Design First** – We believe in the Design Thinking approach; creating well-thought through designs that enable us to efficiently achieve the desired outcomes.
- **Agile Working** – We follow an agile methodology with regular client deliverables and opportunities to review and optimise our approach and deliverables.