



Cloud-based Data Tools Selection & Procurement Services for G-Cloud 14

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About Data to Value

Data to Value is a privately owned Data Management Consultancy founded in 2013. We provide highly specialised, unbiased and independent advice and practical support to organisations aiming to increase their data capability maturity.

We have a track record of helping blue-chip organisations to maximise the value of their data assets across departmental, enterprise, big or connected data.

We do this by combining proven industry experience with cutting edge tools & techniques.

Our Data Tools Procurement services

Choosing the best-fit cloud-based data tools and technology for your specific needs today and for the future is not simple. Mistakes can be time-consuming, risky and very costly.

We will help you mitigate these risks and avoid costly mistakes by using our extensive knowledge and deep experience of data tools procurement, so that your tools investment will enable rather than hinder your data capability journey.

Our expertise supports cloud- based **data tools procurement** at each major stage:

- **Tools Market**
- **Tools Selection**
- **Tools Purchase**
- **Tools Exploitation**

To inform your initial thinking, we also maintain a free Data Tools news and information blog at:

<https://datatovalue.co.uk/product-news/>

Other related consultancy services we can provide

Your tool selection requirements should fit and align to your organisation's goals and circumstances. Our project portfolio covers all aspects of the data lifecycle and where needed to support your tools procurement we can also provide support in these related areas:

- **Data Strategy**
- **Data Governance**
- **Data Architecture**
- **Data Modelling**
- **Data Quality Management**
- **Data Insight consultancy**

Data Tools Procurement at a Glance

Our methodology has benefits at each major procurement stage, applied either as discrete services or across the end to end process



A typical lifecycle will include identifying your requirements, making the business case, surveying the market, refining a short-list, bench-marking and selecting, negotiating the best deal, installing the tooling and making best use of it post-implementation.

If you are already part-way through a similar process, and finding it tough going, then get in touch to discuss how we could add value to the work still remaining.

Tools Market

Don't waste time and money exploring dead-ends in the maze of technology & data tools available. Our **Tools Market** service focuses on your specific data pains, drawing on real-world experience and in-depth research to help you quickly shortlist the best-fit tools for your specific needs.

Tools Select

Data tools may be one of the most significant purchases you make on your journey to become data centric and data enabled. Our **Tools Select** service benchmarks each of your short-listed data tools to ensure an objective, unbiased and appropriate choice for your organisation

Tools Purchase

When it's time to buy your data tools it's important to ensure the right contractual arrangements for your needs and to negotiate a competitive price. Our **Tools Purchase** service uses vendor & product knowledge plus a deep understanding of how to get the best deal, ensuring you get what you expect from the product and any on-going support.

Tools Exploit

Having bought your data tooling, you need to embed and exploit it within your data landscape. Our **Tools Exploit** service applies a wealth of data management experience to develop your exploitation roadmap. We take you through the steps needed to extract value from your tools investment and to increase the maturity of your data capability.

Our Method in More Detail

While a hasty tools purchase has its merits in some circumstances, more often it results in time and money wasted on tools which ultimately fail to allow the exploitation of opportunities and the extraction of value from your data that you originally expected.

Equally, taking too long to decide (and then act), also has a cost where valuable opportunities are time-sensitive or where people's time is either expensive or in short supply.

Our method allows for decisions to be made at speed, with the quality necessary to instil confidence. At each stage, there is a chance to take stock before moving to the next stage.

Tools Market

The data tools market can be bewildering. At this initial stage, our service will match your most urgent needs and longer-term opportunities to a shortlist of the most suitable data tools available. Depending on the breadth and complexity of your needs, this might be a relatively quick process, sometimes requiring only 5-10 consulting days**.

Stage may typically include*:

- Near-term needs assessment
- Information handling constraints
- Longer-term opportunities summary
- Current capability & landscape summary
- Budgetary and timeline goals
- Marketplace scan, research scan, partner scan
- Data tools initial scoring and shortlisting
- Rationale for progress to "Tools Select"

Assuming only one category of Data Tool is needed the shortlist would usually have 3-6 candidates to progress to the next stage "Tools Select"

Tools Select

This is a capability competition. The ideal is to get down to 2 or 3 preferred options that meet your technical and functional needs well enough to be progressed to the "Tools Purchase" stage. Depending on the type of Data Tool this can be quite involved, and we have the flexibility to engage specialists to assist and expedite this if needed.

For a straightforward selection of one tool, this might require around 10-20 consulting days**.

Stage may typically include*:

- Investment business case
- Near-term needs detail
- Strategic goals for your data
- Engagement with shortlisted Data Tool suppliers
- Data Tool product demonstrations
- Hands-on assessment or Proof of Concept in a sandbox environment
- Benchmark comparisons, ideally with realistic test data volumes

At this point, the speed of progress to "Tools Purchase" will need to align with your organisation's own procurement policies and procedures.

Tools Purchase

This is a financial competition. It's possible your organisation will have its own procedures for how commercial licenses and other purchasing must be done, but getting the best deal is not only about procedures and approvals.

Specialised tools often have specialised factors which affect pricing options, support, data protection and others areas. Depending on the number of tool users, the amount and sensitivity of your data and the number of competing suppliers, this might require around 10-20 consulting days**.

Stage may typically include*:

- Request for Proposal (RFP)
- Cost of ownership comparison
- Requirements for tool support & administration
- Requirements for data management & archiving
- Supplier negotiations & internal procurement support
- Initial deployment plans

If your organisation does not have its own commercial/procurement team, then this stage would require additional effort. Get in touch to discuss further.

Tools Exploit

Your roadmap from “Data” to “Value”.

Your new Data Tool is now licensed and ready to use, and while your “near-term needs” may take priority, achieving longer term opportunities needs careful consideration and expert planning.

The actions needed to embed a new capability and leverage the tool to best effect will vary significantly based on each organisation's size, circumstances and current maturity level. Nevertheless, having a firm foundation and a well thought out roadmap is essential to grow capability and unlock value from both the tool and the data,

Depending on the tools landscape and number of stakeholders involved, this kind of roadmap development might require around 20-50 consulting days**.

Stage may typically include*:

- Deployment planning for short-term results
- Current Data Strategy & Governance baseline
- Data architecture maturity baseline
- Suitable stakeholder engagements
- Tools setup and initial user mobilisation
- Roadmap of key steps to maximising value from your Data Tool

Your capability and tool exploitation roadmap allows you to move forward with high confidence that your chosen tool and the related investment of time and money was well spent.

* For illustration only, details will vary depending on your situation

**Offered as helpful guidance only. Not elapsed time. Effort required depends on complexity.

Our Experience and Case Examples

A selection of our experience is provided below. See more detail on these and other case studies at:

<https://datatovalue.co.uk/projects/>

M&G Metadata

Tools Market & Tools Select - Data to Value were engaged by M&G, a leading European Asset Manager to provide advice and practical support in selecting an enterprise metadata management toolset. This involved defining drivers, prioritising requirements and shortlisting leading Metadata Management tools providers. The client required a metadata toolset in order to reduce redocumentation costs, remove key man risk and better support a company wide Data Strategy through a better understanding of its Data landscape.

Key capabilities which Data to Value provided practical advice on included Data Definition Management, Data Quality Metrics, Data lineage and Data Model integration.

Gambling Commission

Tools Purchase - "We have engaged Data To Value a number of times. They have helped us set-up and build a new data management function and procure data quality tooling. Nigel and the team have demonstrated great flexibility to work around our changing schedule and consistently delivered high quality output. Their expert advice will have long lasting benefits for our organisation."

James Green - Gambling Commission

Aquila Capital

Tools Exploit - Aquila Capital engaged Data to Value for strategic advice and support in leveraging best practice tools and techniques within its Real Assets capability. This included enhancements to data sourcing, maintenance, analysis and reporting using new operational databases, analytical tools and Data Warehousing technologies. Key benefits realised included enhanced client experience, reporting and analysis capabilities and other efficiencies

"Data to Value really helped us understand and leverage the opportunities available from a mix of emerging and proven data techniques and technologies"

Lars Meisinger, Chief Investor Relations Officer

Get in Touch

Data to Value Ltd. is a specialised data consultancy based in London, United Kingdom.

Following the COVID-19 pandemic we have fully adopted remote working practices and no longer maintain a fixed office location.

Contact us on-line below, or call **+44 (0)20 8715 4382**

www.linkedin.com/company/data-to-value-ltd/

<https://datatovalue.co.uk/contact-us/>