



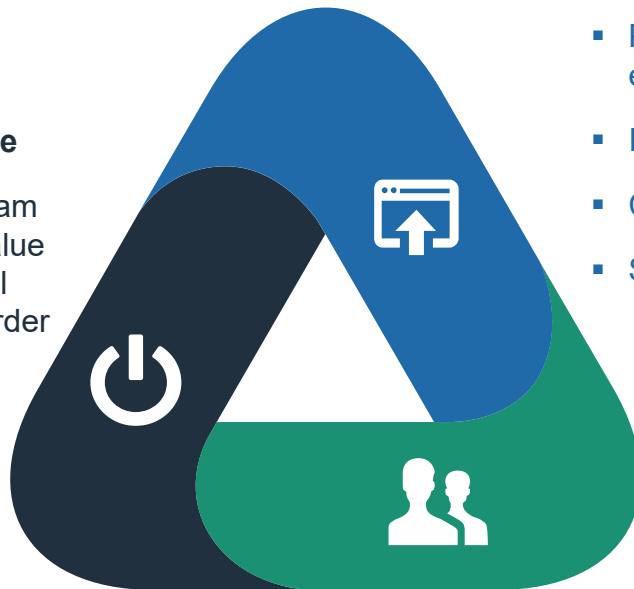
Service Offerings

- *Digital Blueprint Workshop*
- *Fast Track Business Case Validation*
- *Digital Blueprint services*



1) Identifying ROM Value

Corporate Management team
'away-day' reviewing the value
propositions in the Digital
Blueprint for ROM (rough order
of magnitude) value



2) Fast Track Validation

- Business case validation
- Programme plan based on early release of capacity
- IT enterprise arch alignment
- Change journey
- Support with procurement

3) Customer 'friend'

- Laser focus on risks
- Programme & change management
- Value dashboard monitoring

Take the mega leap – radical uptake of best practice

By matching your organisation to best practice principles, rather than vica versa, time-to-value is greatly accelerated

Mega leaps



Time to delivery: 3 months



- Execute with high-impact digital solutions selected with over 25 years of industry experience
- Increase outcomes for residents with best practice technology
- Derisk investment by avoiding lengthy discovery exercises which risk irrelevance before completion
- Begin delivery in 3 months, see bottom-line impact within 6 months depending on proposition

Big consultancy approach



Time to delivery: 9-12 months



Triple Value Impact will give you the confidence to make the leap, ensuring you land with certainty and confidence in the delivery of your digital outcomes

Business and technology leaders understand the potential of digital, but can struggle to cut through the marketing hype and veiled promises. Consistent themes we hear from customers are the need for an alternative approach: away from the traditional, overengineered delivery models which are consultancy heavy, fail to deliver the desired outcomes and lack real innovation.

We founded Triple Value Impact to provide a differentiated approach which is based on the principle of compressing the “time to value” for our customers.

We enable our customers to succeed through understanding and championing their interests and bridging the gap between their ambitions and the delivery of their outcomes.

We operate a one team philosophy, recognising that combining our respective talents provides the best results



Why work with Triple Value Impact (TVI)

Triple Value Impact (TVI) specialises in public sector transformation and delivery. We provide a differentiated approach based on the principle of compressing the “time to value” for our customers. We enable our customers to succeed through understanding and championing their interests, bridging the gap between their ambitions and delivery of their outcomes.



Efficiencies

Designing new approaches to service delivery that knock the user experience out the park, whether for your employers or customers, exceeding all their expectations.



Experience

Designing new approaches to service delivery that knock the user experience out the park, whether for your employers or customers, exceeding all their expectations.



Outcomes

Designing new approaches to service delivery that knock the user experience out the park, whether for your employers or customers, exceeding all their expectations.



A selection of our 50+ customers

 Walsall Council	 Northumberland County Council	 Dorset Council	 LONDON BOROUGH OF MERTON	 CYNGOR Sir Ddinbych Denbighshire COUNTY COUNCIL
 Brent	 LONDON BOROUGH OF MERTON	 Ealing www.ealing.gov.uk	 West Berkshire COUNCIL	 THE BRIGHTER BOROUGH Wandsworth
 SWINDON BOROUGH COUNCIL	 City of Westminster	 Kirklees COUNCIL	 ENFIELD Council	 The Highland Council Comhairle na Gàidhealtachd
 Sandwell Metropolitan Borough Council	 CORNWALL COUNCIL <i>one and all • oen hag all</i>	 BEDFORD BOROUGH COUNCIL	 CONWY CYNGOR BWRDEISTREF SIROL COUNTY BOROUGH COUNCIL	 Cheshire East Council



Service Definition – Digital Blueprint – Opportunity Evaluation

What is the Digital Blueprint?

The Digital Blueprint is a very practical fast-tracked approach to evaluate ~40 (technology enabled) opportunities across all your key spend areas. All come with an outline business case using your own data which typically equates to net efficiencies of circa 5% of your revenue budget (note these are largely savings on external spend).

Key Components of Digital Blueprint Workshop:

A 4-5 hour workshop broken into three sections:

Pt 1 – Introduction

- Scene setting
- Digital Blueprint introduction and workshop aims

Pt 2 – Value Prop validation

- Value Proposition overview including the business value
- Prioritisation of each proposition

Pt 3 - Making it real

- What needs to be true to validate the blueprint in 3 months?
- Introducing the Fast Track validation approach

The workshop is followed by 1-hour sessions the week after the workshop to answer more detailed questions on the opportunities and validate the prioritisation, culminating in playback session to the management team to agree on FTV priorities.

What can it do for you?

It provides an exceptionally quick and cost-effective method for the extended leadership team of any public sector organisation to evaluate the 'value' of 40 opportunities across all core service areas.

Benefits

- Brings extended leadership team together to think about the opportunities that a range of the latest Digital Technologies can offer
- Provides understanding of the estimated financial value (using your own data) of each opportunity, the impact on staff and the organisation, and the impact on the resident/business
- Saves many months of looking at the market to see which technologies are available that make a material difference



Service Definition - Digital Blueprint – Fast Track Validation

What is the Service?

The Fast Track Validation service is a rapid, time-boxed, templatised, but flexible method to validate each of the prioritised opportunities from the Digital Blueprint workshops, providing the details required to make a decision to proceed to implementation.

What can it do for you?

- **Service alignment:** working with operational staff to validate the opportunity and gain buy-in from the team to move forward with the opportunity.
- **Validate the financials:** a more detailed validation of the business case presented as part of the Digital Blueprint workshop.
- **Customer & operational impact:** a high-level mapping of the changes to officer and customer journeys.
- **Enterprise Architecture:** a high-level review of the key technical aspects of the technologies being assessed such as interfaces, security considerations, DPIA etc.
- **Plan:** a detailed implementation plan is created taking into account the technical deployment activities, as well as any service capacity challenges and dependencies
- **Procurement support:** preparation of the key data points required to input into any required procurement activity.

Components:

Run as a series of sprints, enabling opportunities to be validated or discarded as quickly as possible, and focusing only on the elements of analysis required by your authority:

Sprint 0 (2 weeks)	Sprint 1 (2 weeks)	Sprint 2 (2-4 weeks)	Sprint 3 (2-4 weeks)	Sprint 4 (2 weeks)
Plan/schedule	Initiate/mobilise	Develop	Synthesise	Report
Objectives • Agree and schedule governance • Agree approvals process for each opp • Identify key stakeholders for each opp • Schedule first half of the FTV process • Pre-meet sponsors • Communicate widely about FTV	Objectives • Initiate the workshop • Recap on the opportunity • Agree plan and outcomes • Initiate research and data collection • Agree team members (inc e.g. proc, finance, ICT etc) • Understand existing activities/conflicts	Objectives • Meet the vendor • Review technical solution and data requirements • Identify additional data requirements • Identify organisational and operating changes • For ASC complete cohort analysis • Build financial case and agree	Objectives • Resolve any outstanding financial case calculations • Create project plan with the service taking into account existing activities • Complete Enterprise Architecture evaluation and review with ICT • Prepare procurement support doc • Completion of the report • Review and agree with sponsor	Objectives • Resolve any outstanding questions and iterate as required • Gain agreement on the project • Take to sign-off board • Decision to proceed to implementation
Service activities • Sponsors to attend a Kick-off pre-meeting (w/c 24/2) • Sponsors identify key stakeholders for their opportunities • Programme team to support scheduling key opportunity meetings and governance meetings	Service activities • Attend kick off session (typically 1-2 hours) • Identify additional stakeholders and include in future sessions • If required run second mobilisation session with wider stakeholder group (1-2 hours) • Gather data required for the business case (from 1 hour to 1 day typically)	Service activities • Workshop with vendors (1-3 hours) • Gather outstanding data (1 hour to 1 day) • For ASC direct cohort analysis (this typically requires 2-3 sessions, typically 2-3 hours long)	Service activities • Review the business case including all assumptions (1 hour to 1 day depending on complexity) • Complete EIA (Council process) • Delivery plan workshop (1-2 hours) • ICT to review architecture (1 hour) • Procurement to review procurement support doc and input into internal procurement process (4 hours)	Service activities • ICT, Finance and Procurement leads to approve their sections • Sponsor to approve business case • Sponsor to take business case to the appropriate approval board (1-2 hours) • Sign off

Benefits

- **Speed:** the process is all about agility and speed, validating the elements that are required only, and getting to a conclusion as quickly as possible.
- **Buy-in:** the process is designed to work hand in glove with operational staff so that they are bought into the 'answer' and have an understanding of the positive impact on their service delivery models.
- **Efficiency:** a heavily templatised approach providing a very low cost mechanism to build the business case.

experience, outcomes, and efficiencies



Service Definition - Digital Blueprint – Customer ‘friend’

What is the Service?

The Customer ‘friend’ service provides programme and change management capacity to your organisation to support you to deliver the Digital Blueprint programme of change.

What can it do for you?

The approach provides a Digital Blueprint ‘context ready’ package of services which can be flexed up or down as required, acting as the ‘honest broker’ between your organisation and the suppliers to ensure delivery of business value.

Benefits

- **Value focus:** our approach is based on maximising the value potential of each Digital Blueprint opportunity, and by coming context ready with the understanding of the supplier and value potential provides a strong foundation to extract value.
- **Knowledge:** the approach is based on ‘knowledge’ – knowledge of you, your team and service, the supplier and what it takes to make the delivery a success.

Components:

- **Programme Management:** experience project and programme management team to deliver single opportunities through to a programme of work.
- **Change Management:** experienced sector change agents who will work with the services to maximise technology adoption and outcomes for the end users.
- **Risk Management:** the core risks that typically materialise on the delivery of each of these projects has been pre-synthesised into a risk management approach. TVI ensure that a laser focus is applied on these typical risks, to improve the chances of success.
- **Programme Planning:** professional dedicated planning capability to properly plan out the delivery taking into account dependencies.
- **Benefits Realisation:** the benefits case and outline benefits realisation strategy is defined during the Fast Track Validation stage, enabling a direct focus on the benefits, providing the greatest chance of success. These benefits are tracked via our Value Dashboard.





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