

QUANTITATIVE VALUE WORKSHEET



Field Notes: Consider the following steps and points regarding Quantitative Value to plan ways to quantify the value of your group's work

1) Establish your goals for measurement of your group's value:

- a. Improve upward management and group positioning (financial, operational measurements – against budgets and plans)
- b. Establish competitive value vs. external providers during work acquisition (financial measurements)
- c. Achieve more efficient deployment and operations (operational/benefits realized measurements)

2) Determine appropriate measurement levels and criteria of measurement (e.g., time, money, people) to meet goals:

- a. Individual level
 - Examples: consultant day rates, earned value, utilization rate
- b. Project level
 - Examples: carrying rates, progress vs. plan, time/budget
- c. Team level
 - OE loaded team rates, development of offerings, quality of services
- d. Organizational level
 - Examples: business client measurements, improved performance, decreased time to competency? cheaper implementation? fewer people? more people?
- e. Corporate/company level
 - Examples: organization measurements towards corporate goals, such as “improved effectiveness of client sales team 300% increase in X region”
- f. Market/industry level
 - Examples: performance of the company within the industry and markets

3) Establish measurement and reporting processes:

- a. Link to engagement methodology (i.e., six sigma)
- b. Gathering, calculation (when, how, sign-off)
- c. Reporting (when, how, to whom)