Trillium Consulting
Data Governance Business Value Assessment Overview

Professionals in the data management and technology space know first hand about the need to have a data governance program to support strategic business initiatives as well as administer a number of data related activities and technologies. Unfortunately the business value for such a program does not always resonate with executives and business leaders.

Without question the most fundamental yet most overlooked challenge around data governance is for organizations to build a compelling business case in support of the program. Companies that are successful with data governance can point to a strong business case. Those that don't normally find themselves struggling to get started or the program fizzles out entirely within a short period of time.

> "The strength and staying power of your data governance program is directly proportional to the strength of your business case and your ability to communicate it."

Trillium Consulting helps companies identify, quantify, and articulate the business case for data governance in terms of gain realized and loss avoidance. Our Business Value Assessment service leverages our many years of experience with businesses, data management, and technology to help companies uncover a number of financial, operational, risk, and cultural incentives that businesses don't typically consider. In addition we document and present the assessment findings in terms your CFO will understand.

Business Value Assessment Scope

The scope of the business value assessment varies from one company to the next and depends primarily on the industry, company size, organizational complexity, and project focus. Regardless, in most cases a compelling mid-high level business case can be completed in a relatively short period of time, enough to demonstrate to business leaders the overarching and material impact data governance has on their business.

Trillium Consultants focus on analyzing and measuring the tangible and intangible impact data governance brings to the financial, operational, risk, and cultural aspects of the business. This is conducted by focusing the assessment on the following areas that commonly generate the greatest business value for the company in terms of revenue generation, cost reduction, and risk mitigation.

- Sales
- Marketing
- Customer Care/Customer Service (Internal and/or external)
- Compliance & Risk Management
- Quote/Order to Cash
- Supply Chain
- Information Technology
- Decision Support
- Mail & Transport
- Data Merger/Acquisition
- Goodwill
- Cost of Doing Nothing

Collectively the results are documented and presented to business leaders in terms they understand and which support a strong case for return on investment (ROI).

Deliverables from Trillium Consulting Data Governance Business Value Assessment

Final deliverables consist of both a written document and a presentation to executives, business leaders, and stakeholders. The content of which includes but is not limited to the following:

- Executive summary
- Engagement overview
- Financial opportunities
- Operational opportunities
- Risk mitigation opportunities
- Cultural considerations for driving future business opportunities
- Data governance strategic considerations

Benefits from Trillium Consulting Data Governance Business Value Assessment

- Demonstrates the overarching and material impact data governance has on the business
- Elevates data governance awareness among executives, business leaders, and stakeholders
- Provides a more comprehensive business case which increases support and funding
- Uncovers hidden opportunities for increasing revenue, reducing and controlling cost, and mitigating risk
- Delivers critical content for calculating and accelerating ROI
- Delivers critical content for calculating and decelerating loss or risk
- Demonstrates how cultural change will drive future business opportunities
- Provides a strong, mission-critical foundation for data governance to thrive within the organization
- Supplies the 3rd party influence and expertise that is often necessary to effectively get the attention and support of business leaders

**To learn more about Trillium Consulting
Data Governance Solutions**

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