



The First 100 Days

**Helping Chief Data & Analytics Officers
Navigate Their Journey to Success**

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Sr. Director
X by 2 Canada

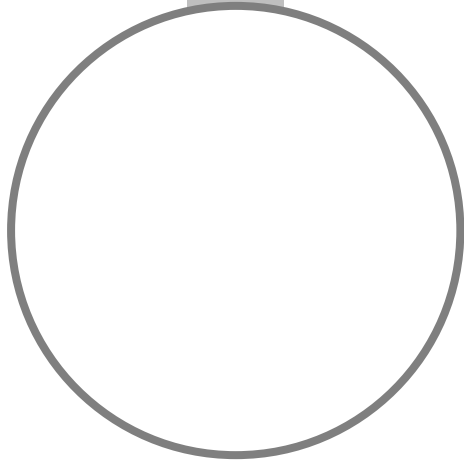
FIRST 100 DAYS

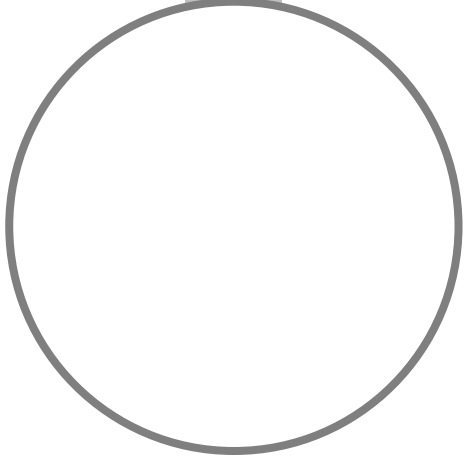


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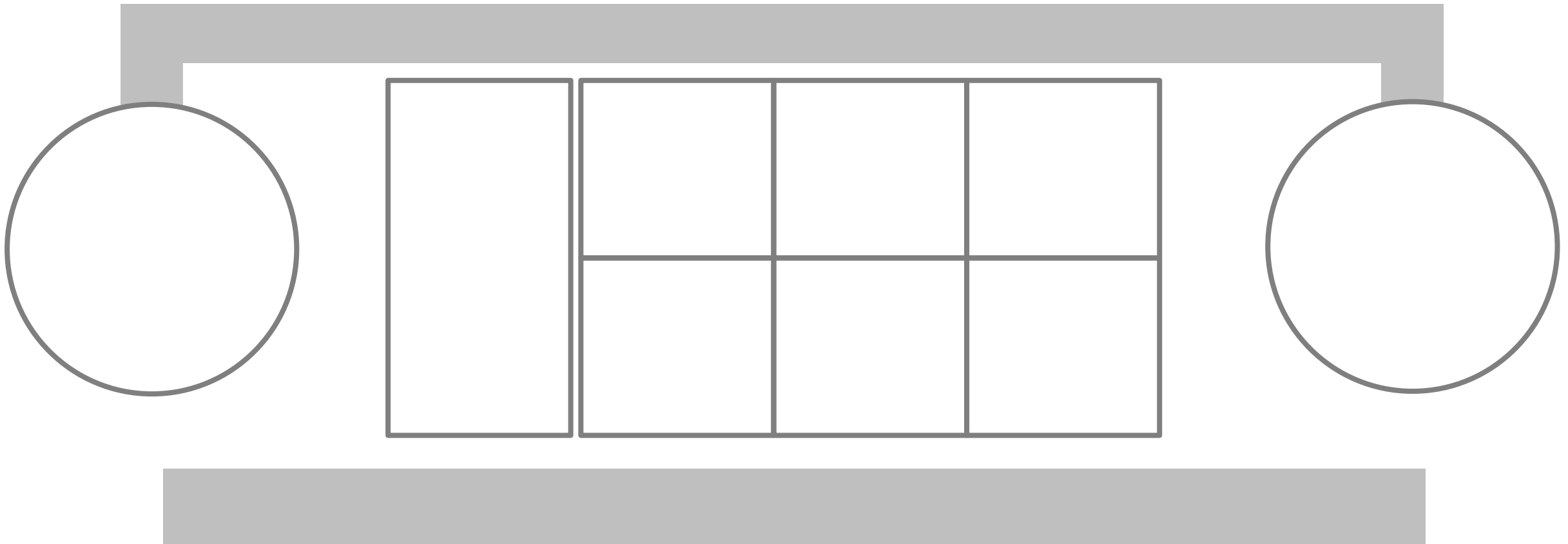
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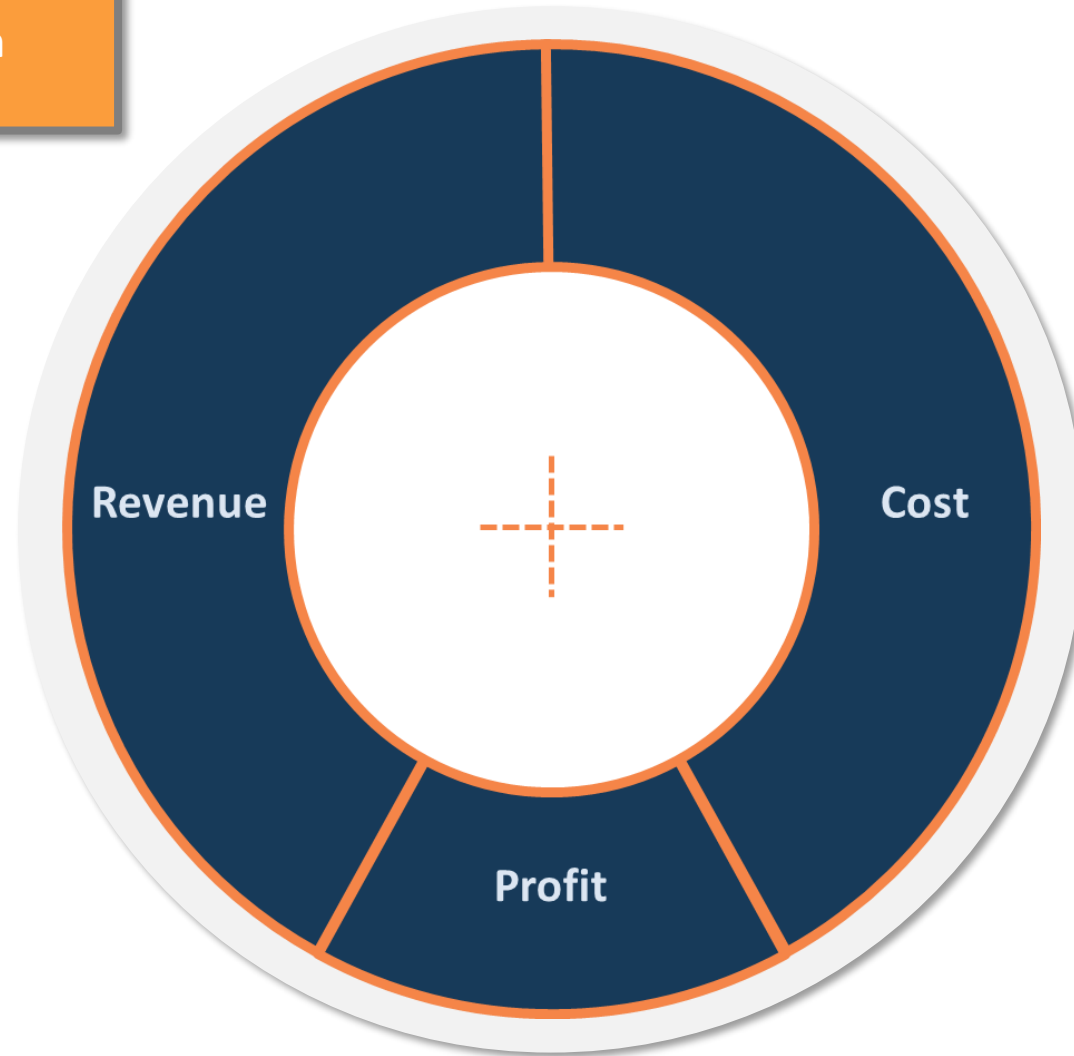


**Business Outcome
Orientation**





**Business Outcome
Orientation**



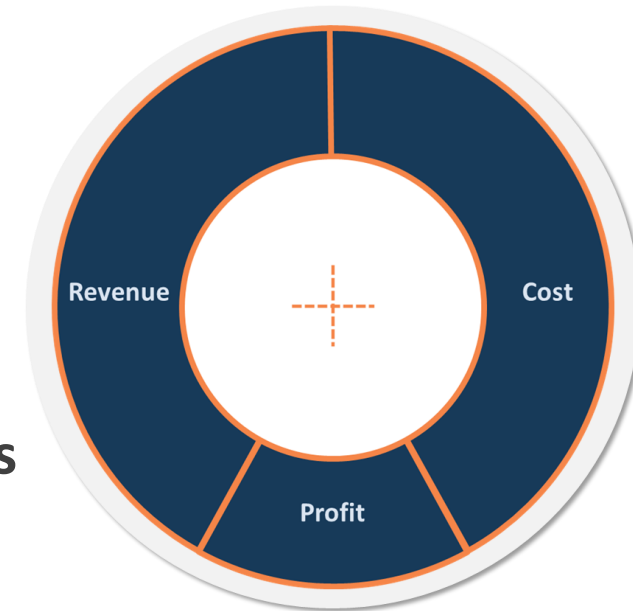


Business Outcome Orientation

We can reduce fix cost by 20%, that can be used for new projects

Moving analytics to the cloud will contribute 20 cents EPS in two years

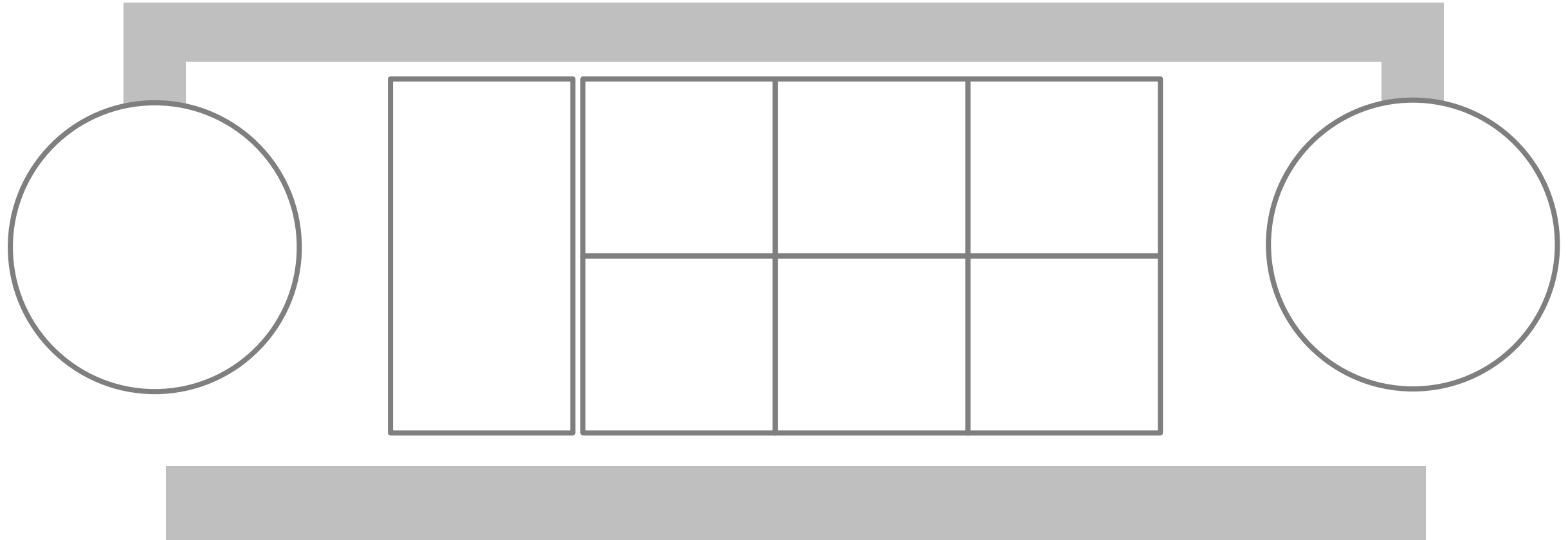
Transition to managed services will generate \$30M in new shareholder value





**Business Outcome
Orientation**

Positioning





Positioning

Data Integrator

Data Acquisition
Data Quality
Basic Reporting
Data Protection

Operational Efficiency

Agile Delivery
Cost Optimization
Cloud Efficiencies

Innovator

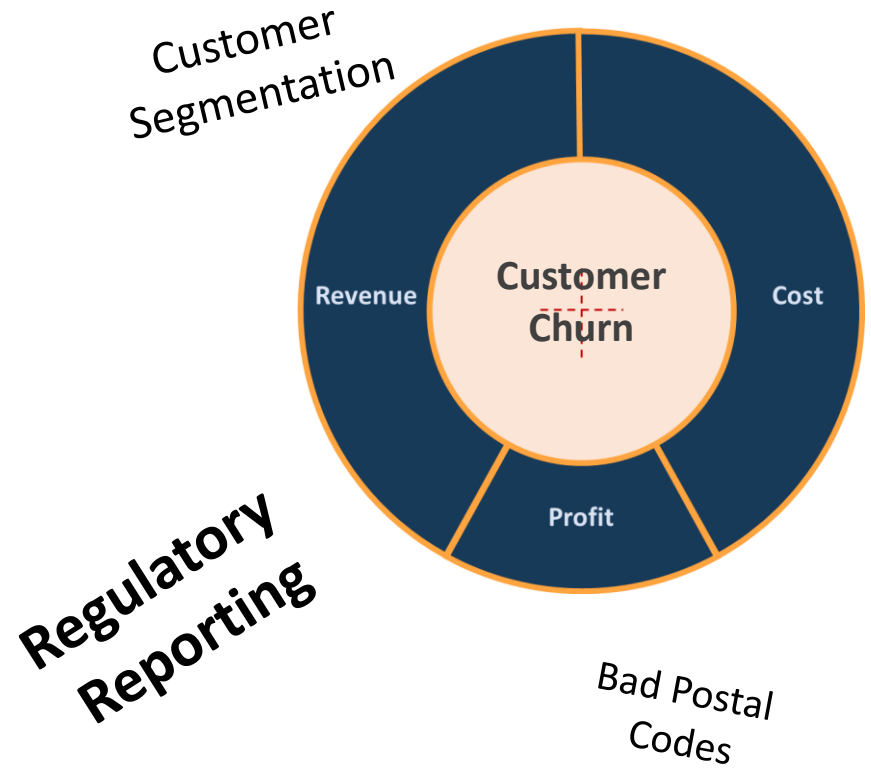
Product Development
Customer Experience
Monetization

Internal
Efficiency

Business
Partner
Efficiency



Positioning

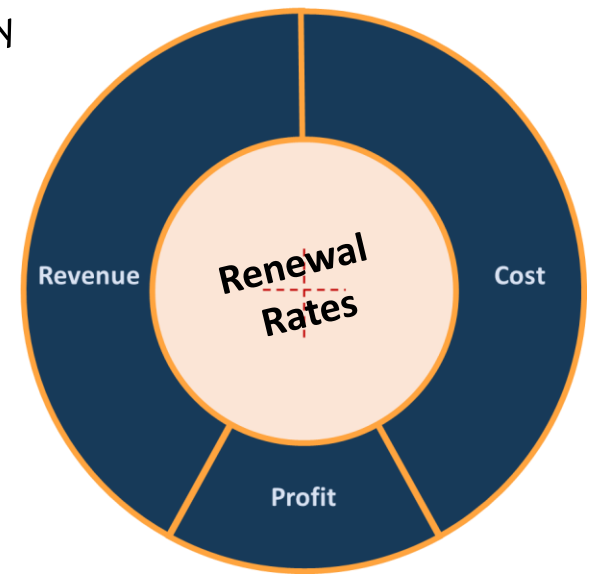


Broker Commissions

Adjustor Efficiency

Customer 360

Quote Efficiency

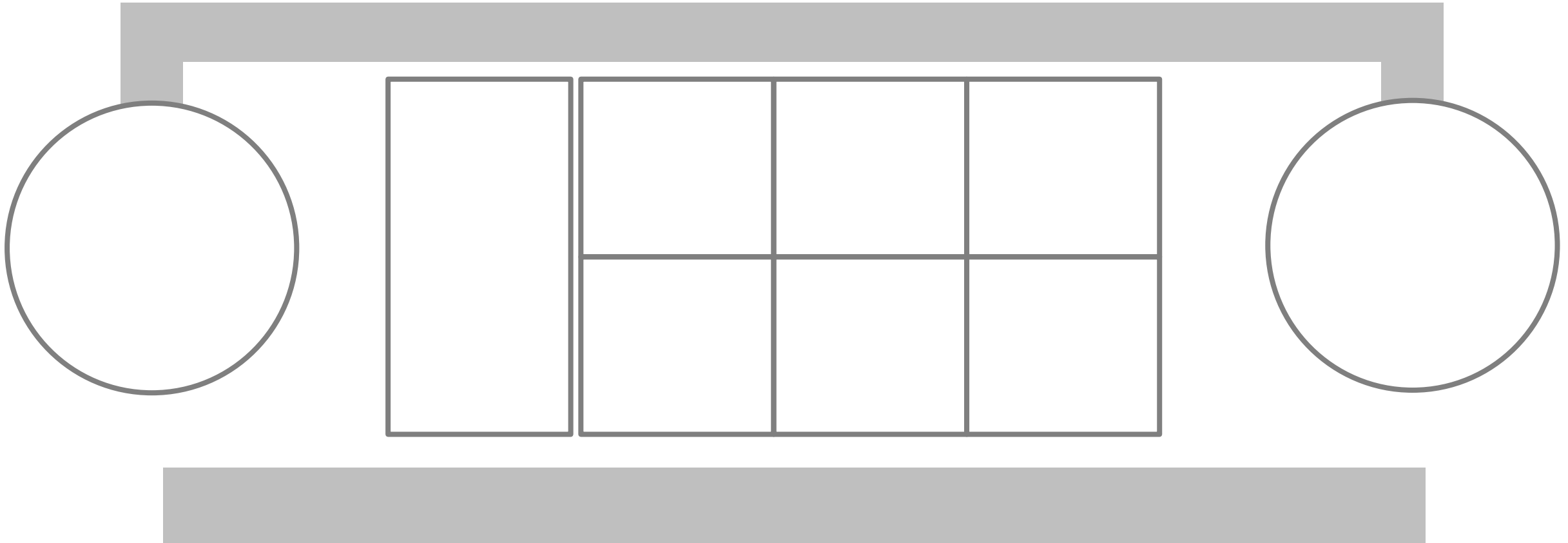




**Business Outcome
Orientation**

Positioning

**Internal & External
Partnerships**





**Internal & External
Partnerships**

Business Partnerships

Sr. Leadership Team
CIO, CISO
Business Customers

Industry Partnerships

Professional Services Firms (Domain)
Technology Vendors
Analysts, Staffing

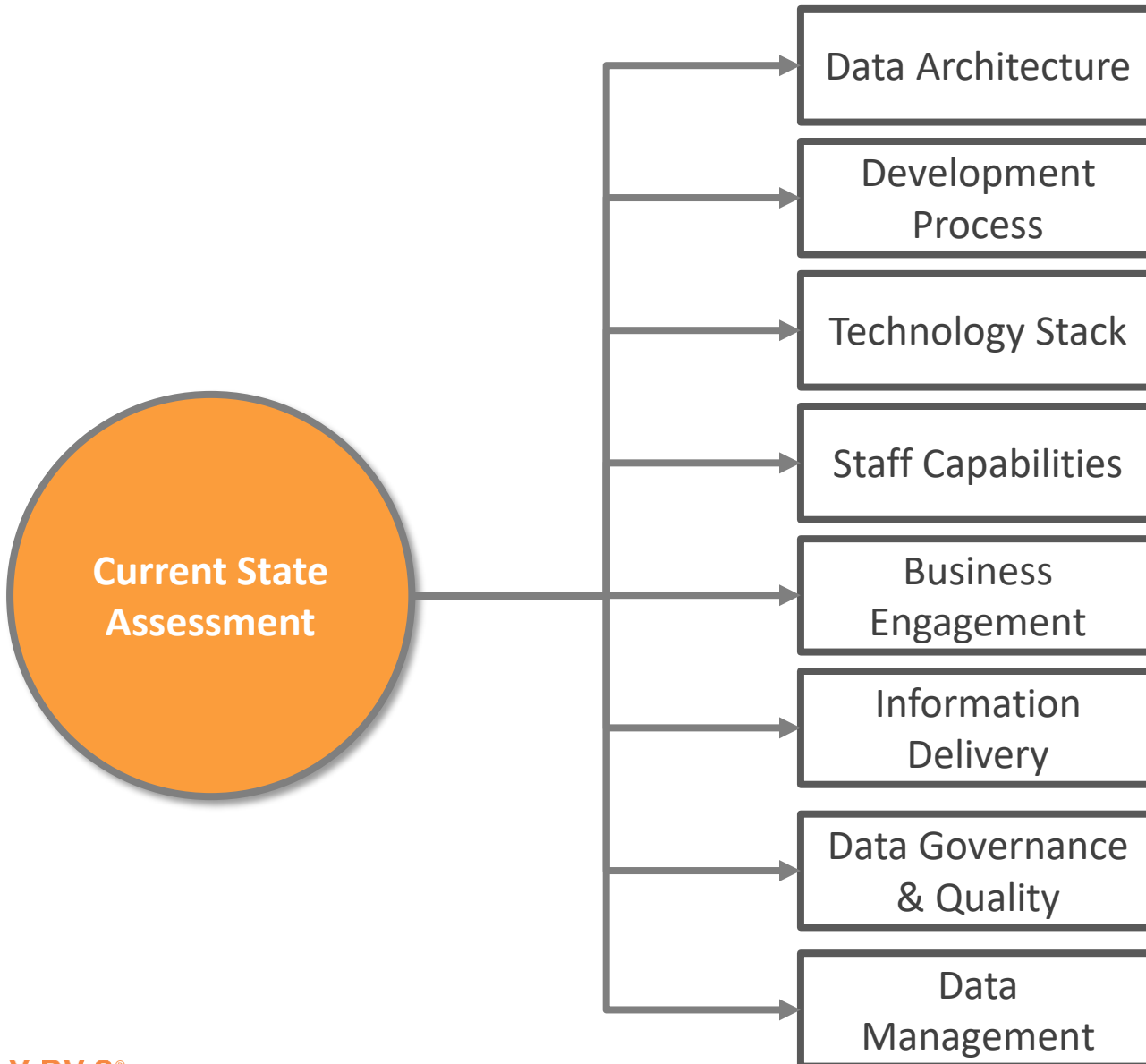


**Business Outcome
Orientation**

Positioning

**Internal & External
Partnerships**

**Current State
Assessment**





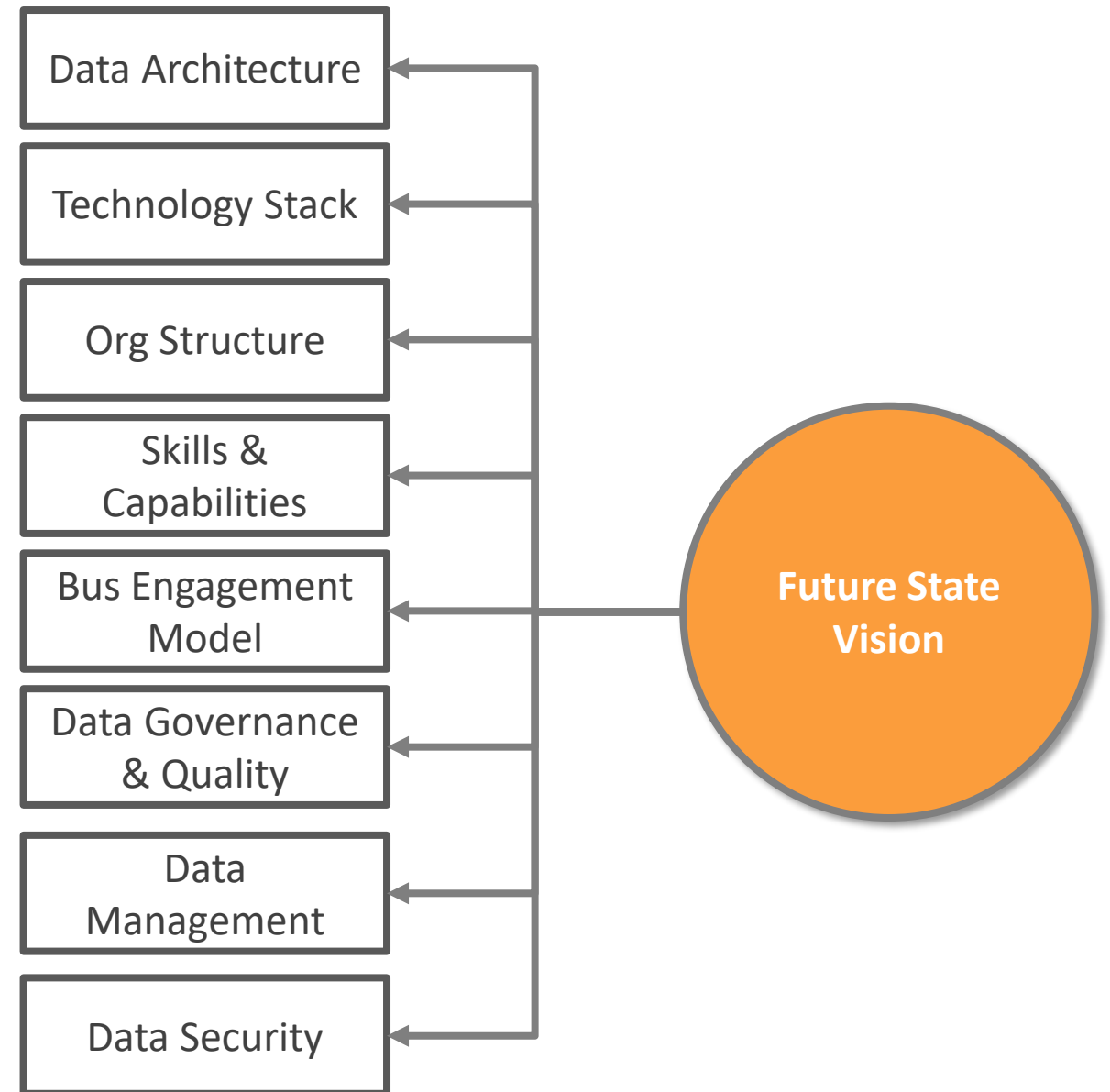
**Business Outcome
Orientation**

Positioning

**Internal & External
Partnerships**

**Current State
Assessment**

**Future State
Vision**





**Business Outcome
Orientation**

Positioning

**Business Alliances &
Partnerships**

Strategy & Roadmap

**Current State
Assessment**

**Future State
Vision**



Strategy & Roadmap

Business-IT-
Data
Alignment

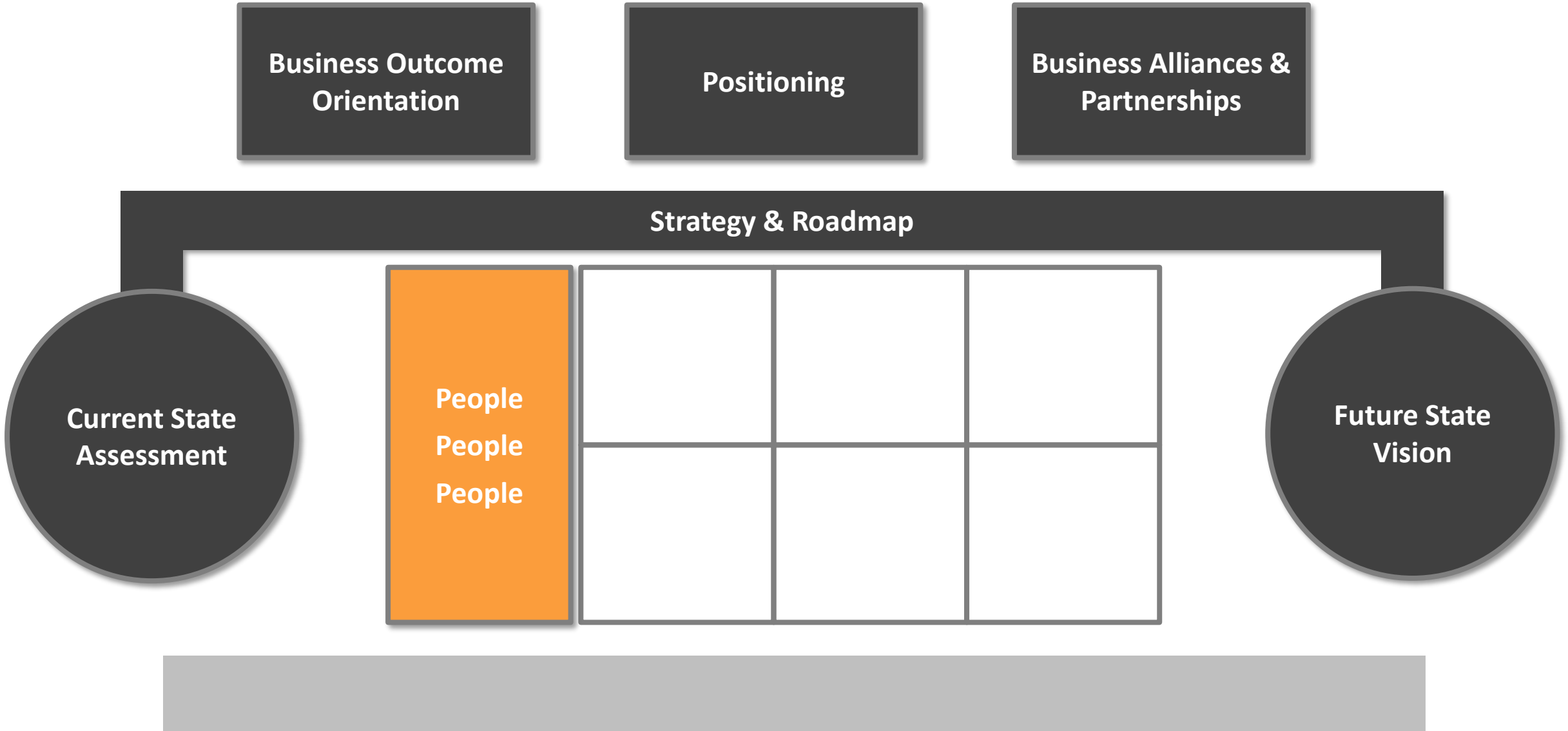
Data
Governance

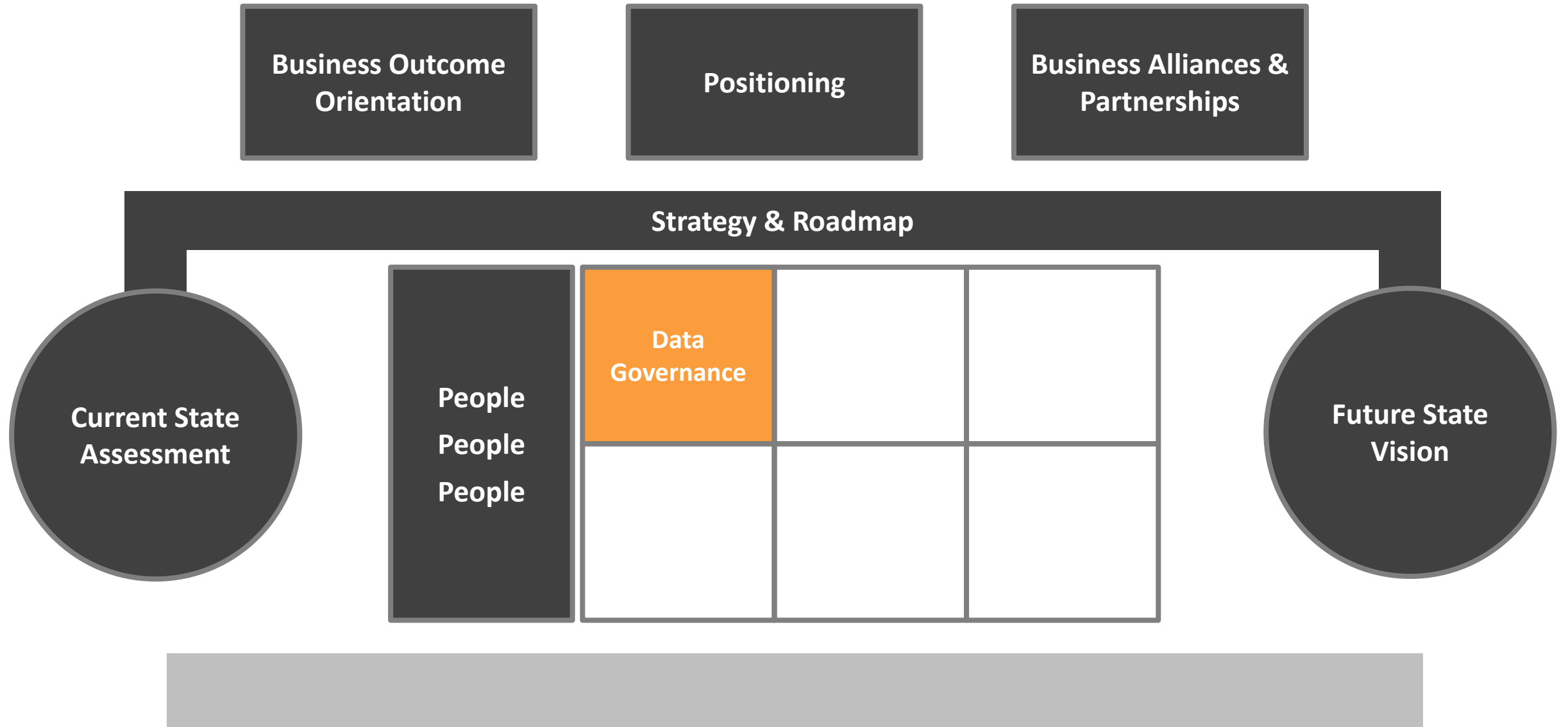
Skills &
Staffing Gap

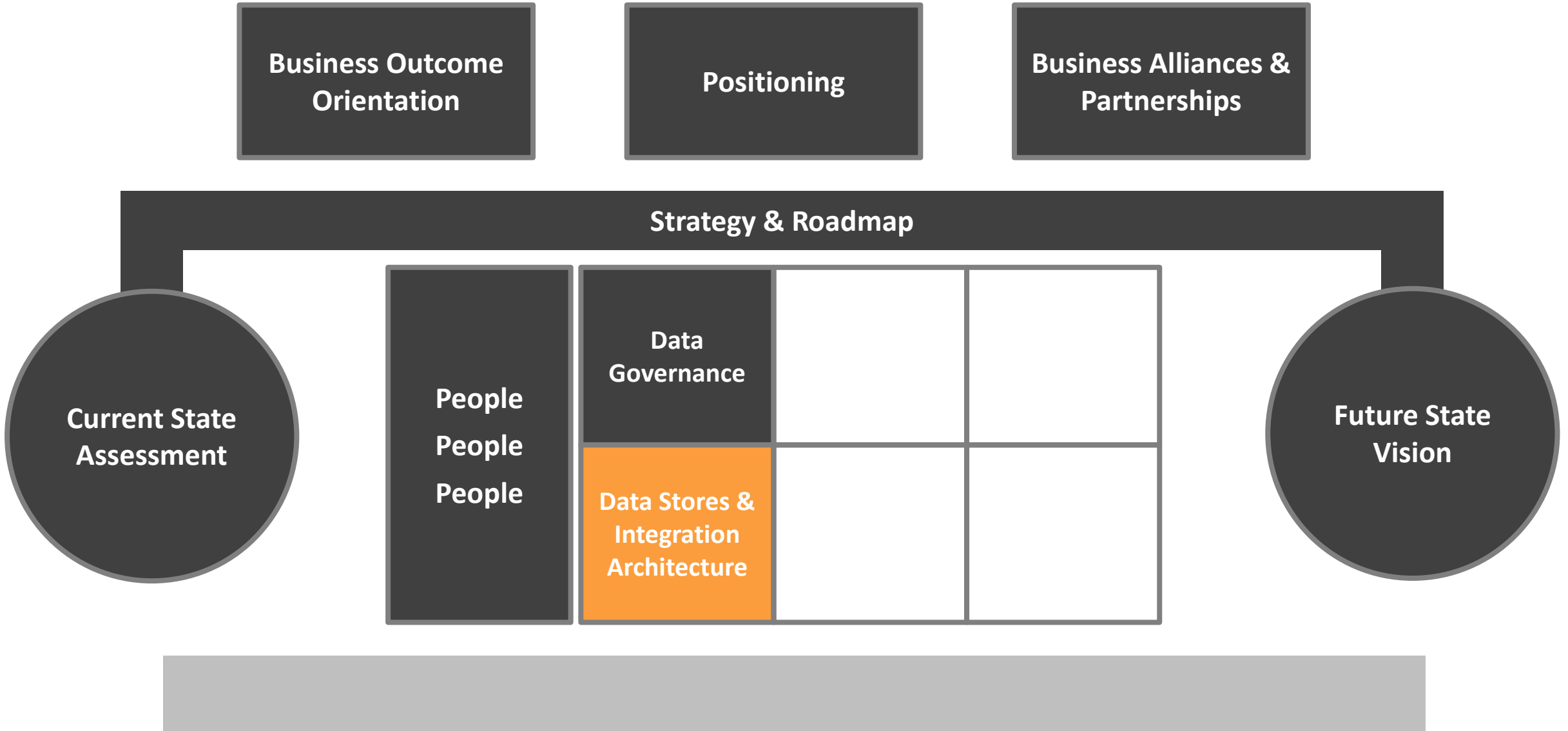
Technology
Gap

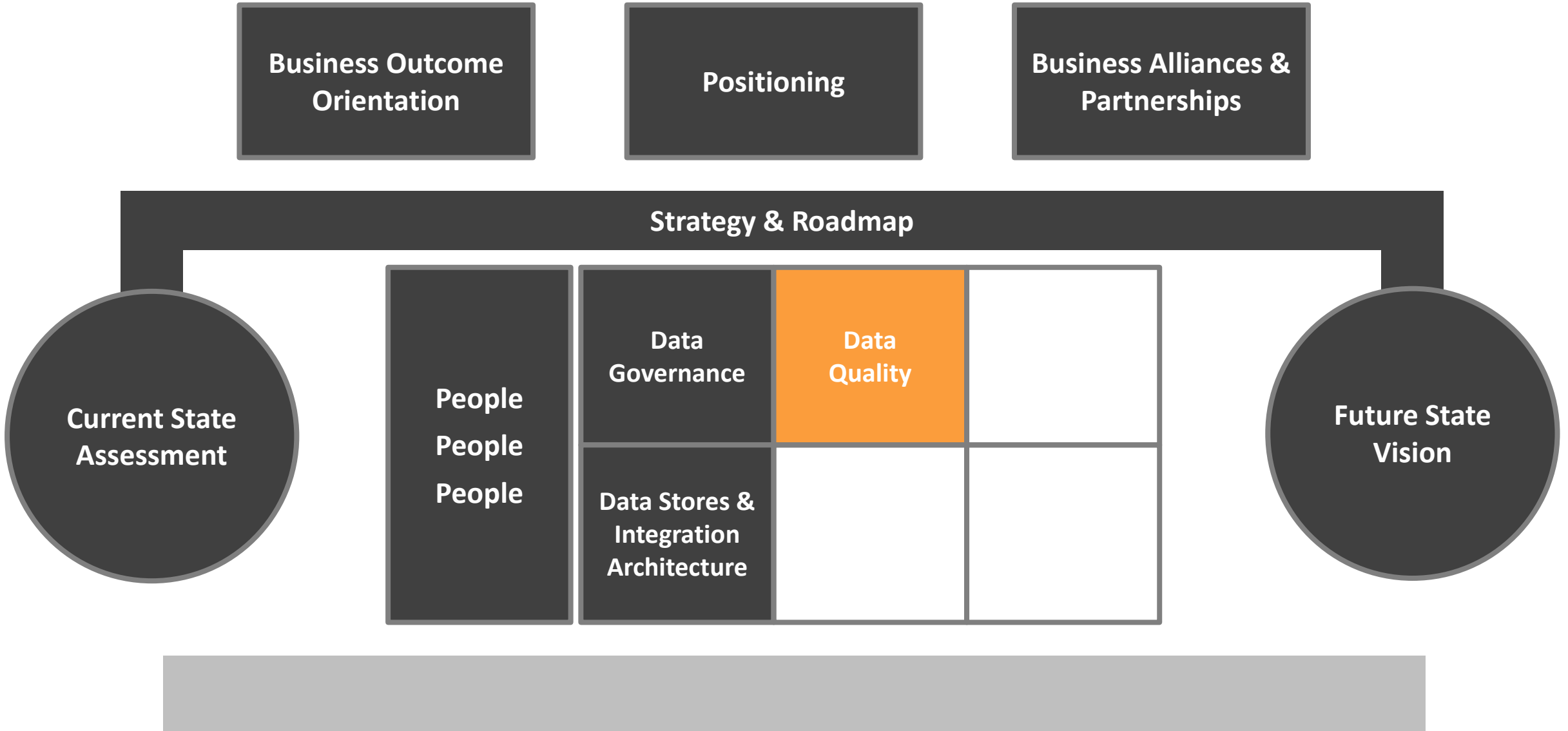
Budgets &
ROI

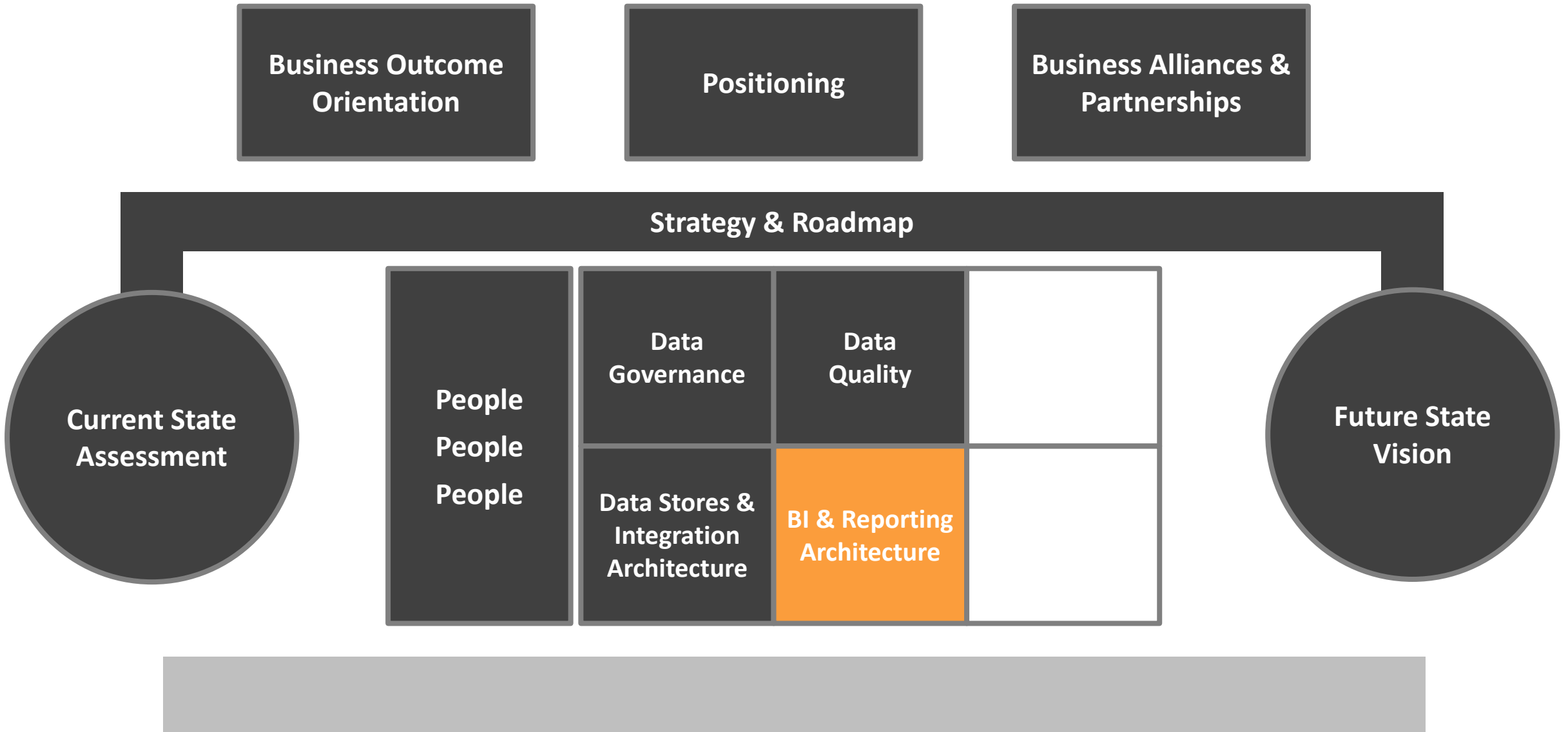
Roadmap

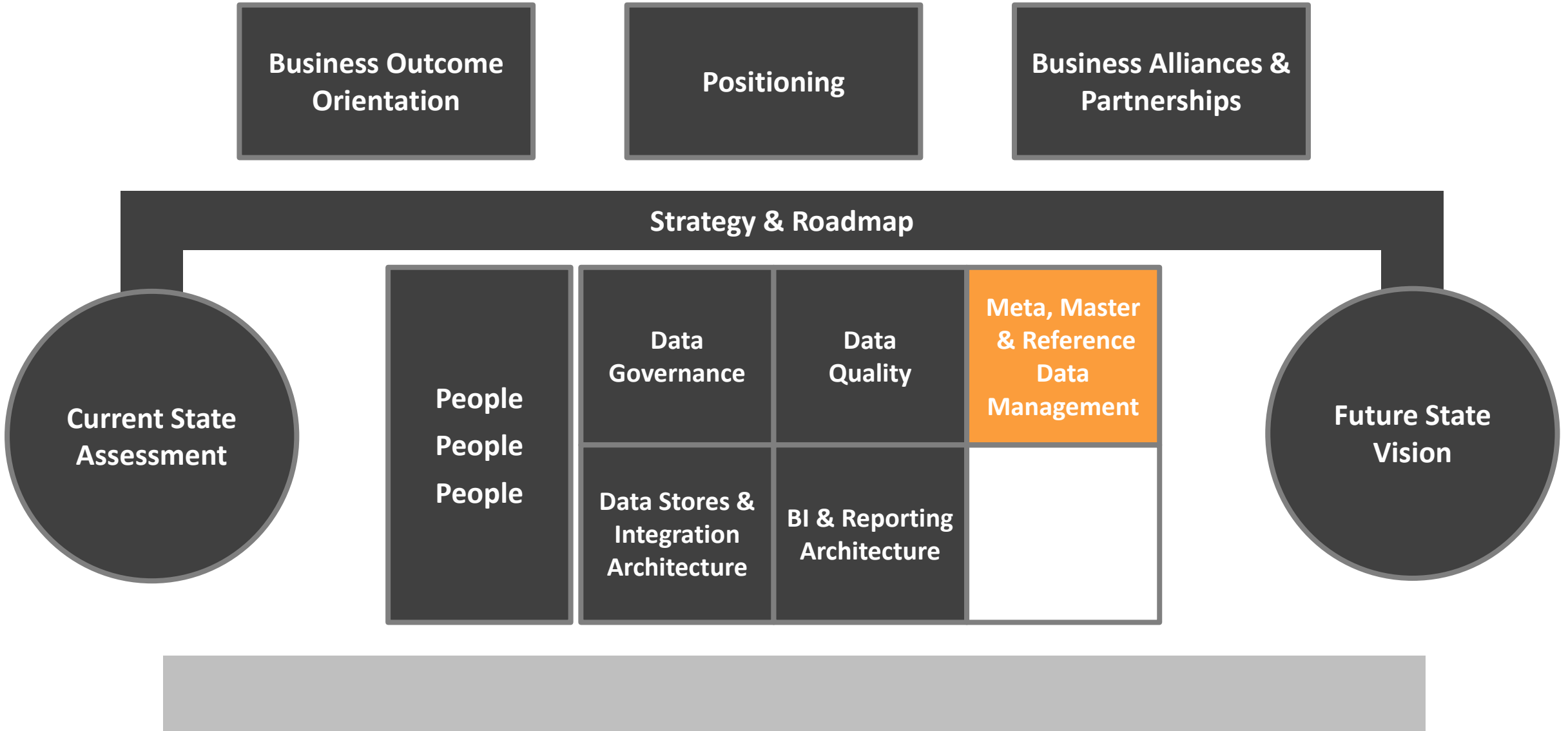


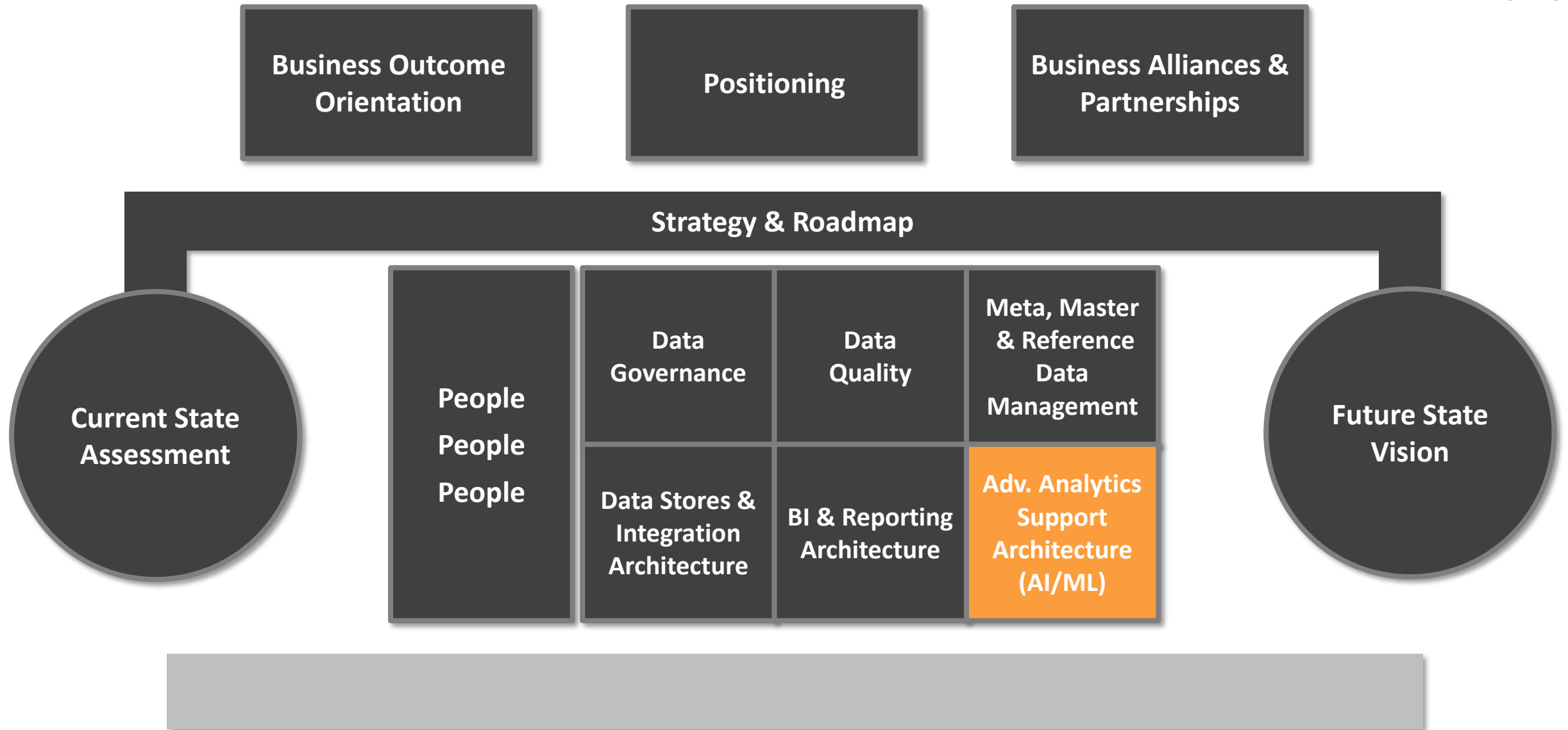


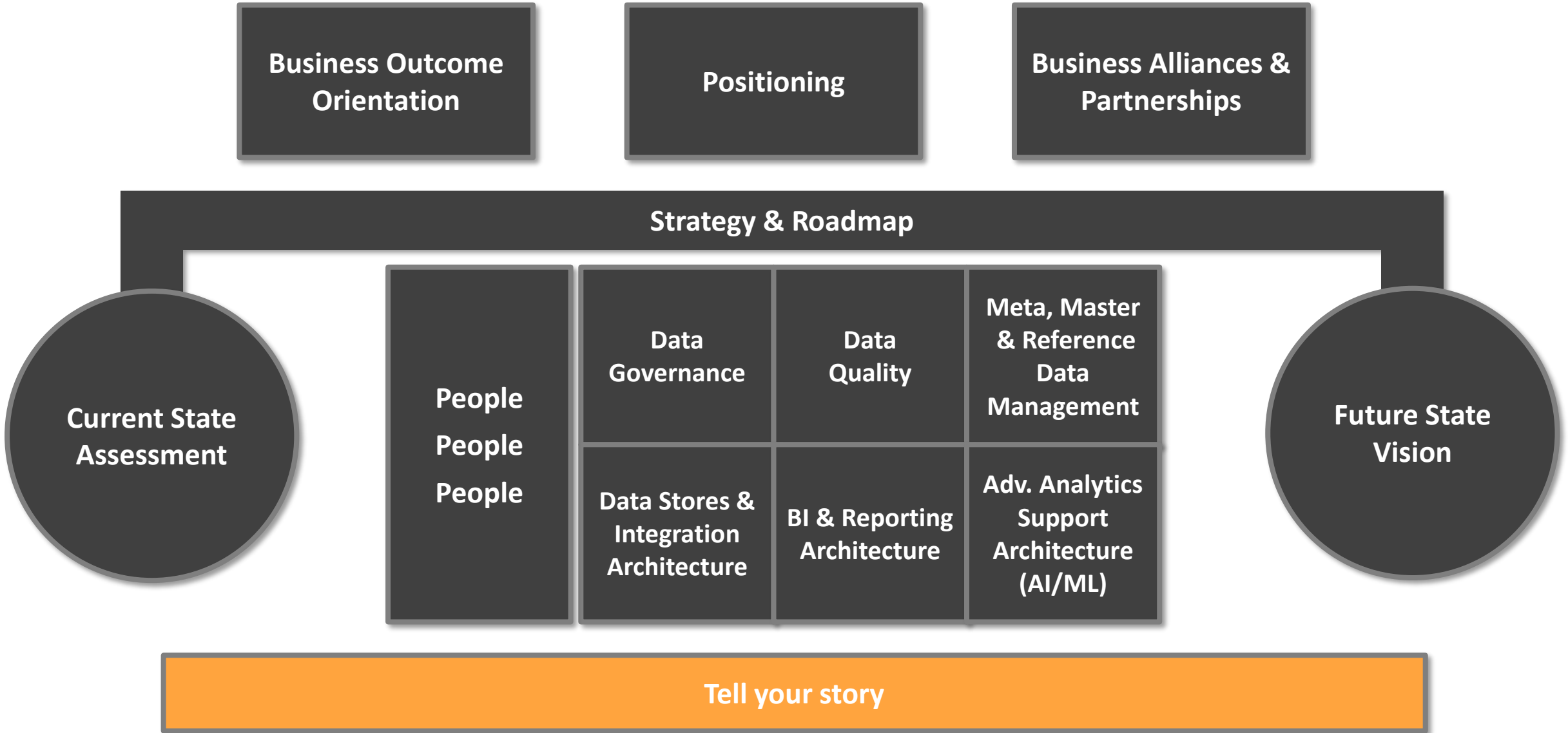










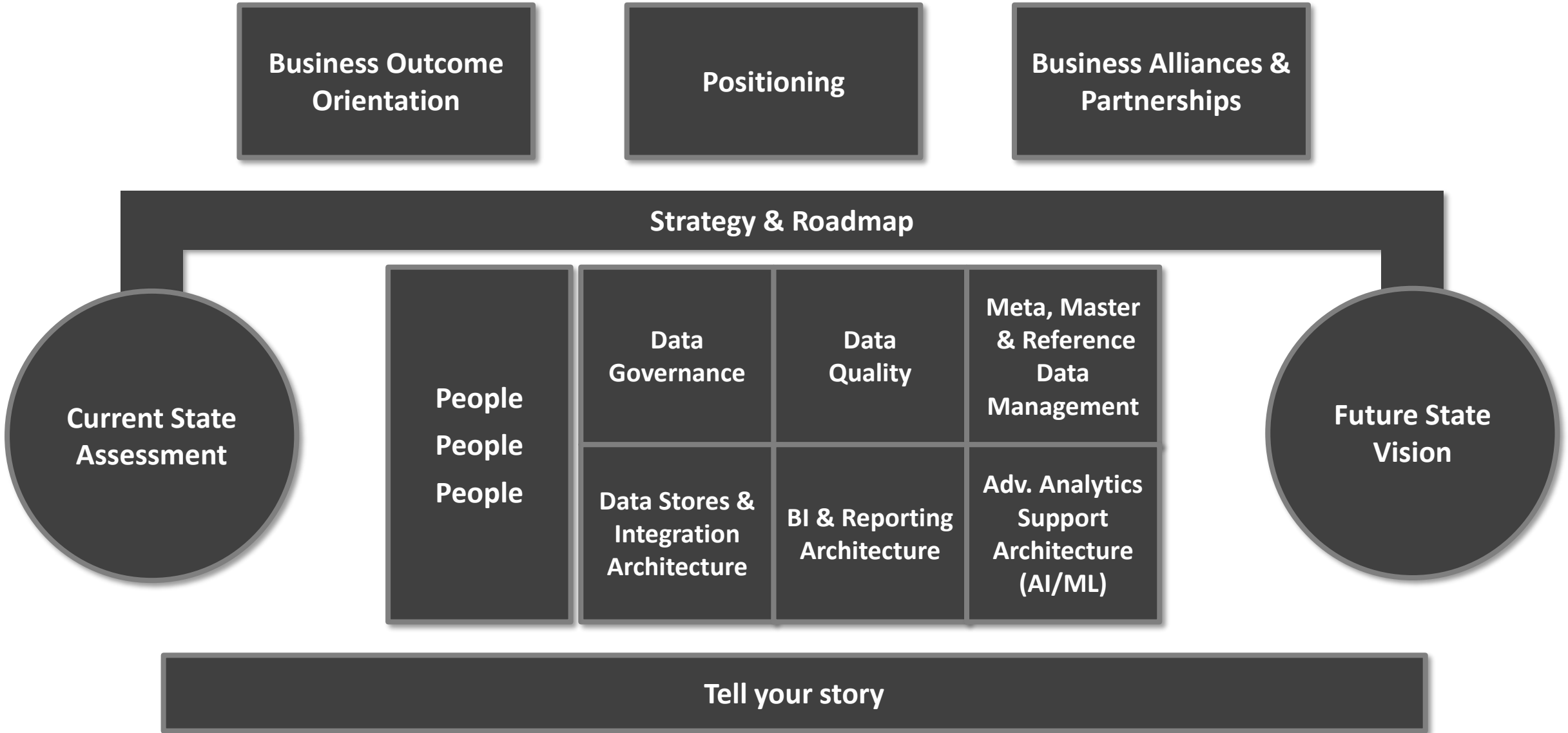


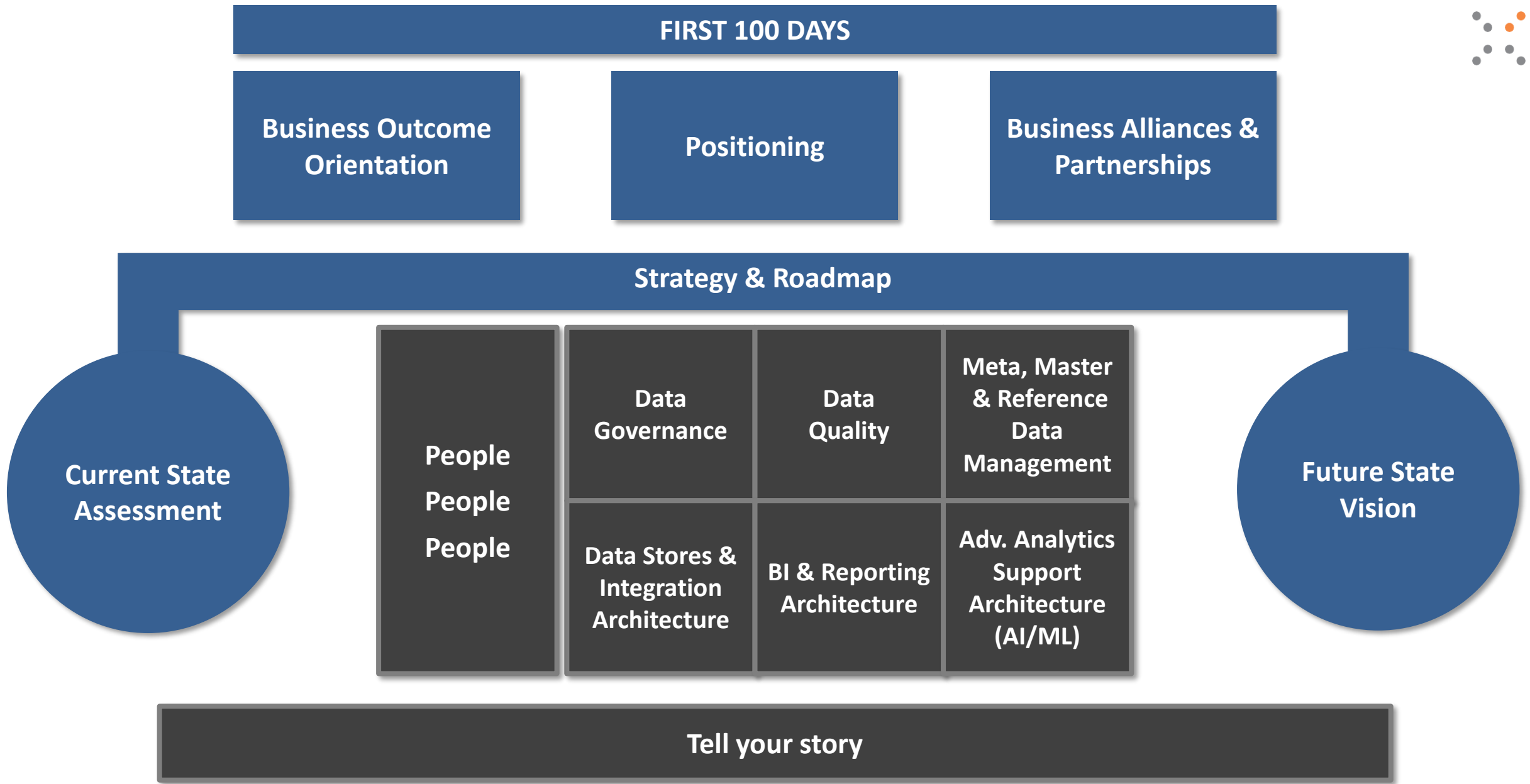


**Toot your own
horn**

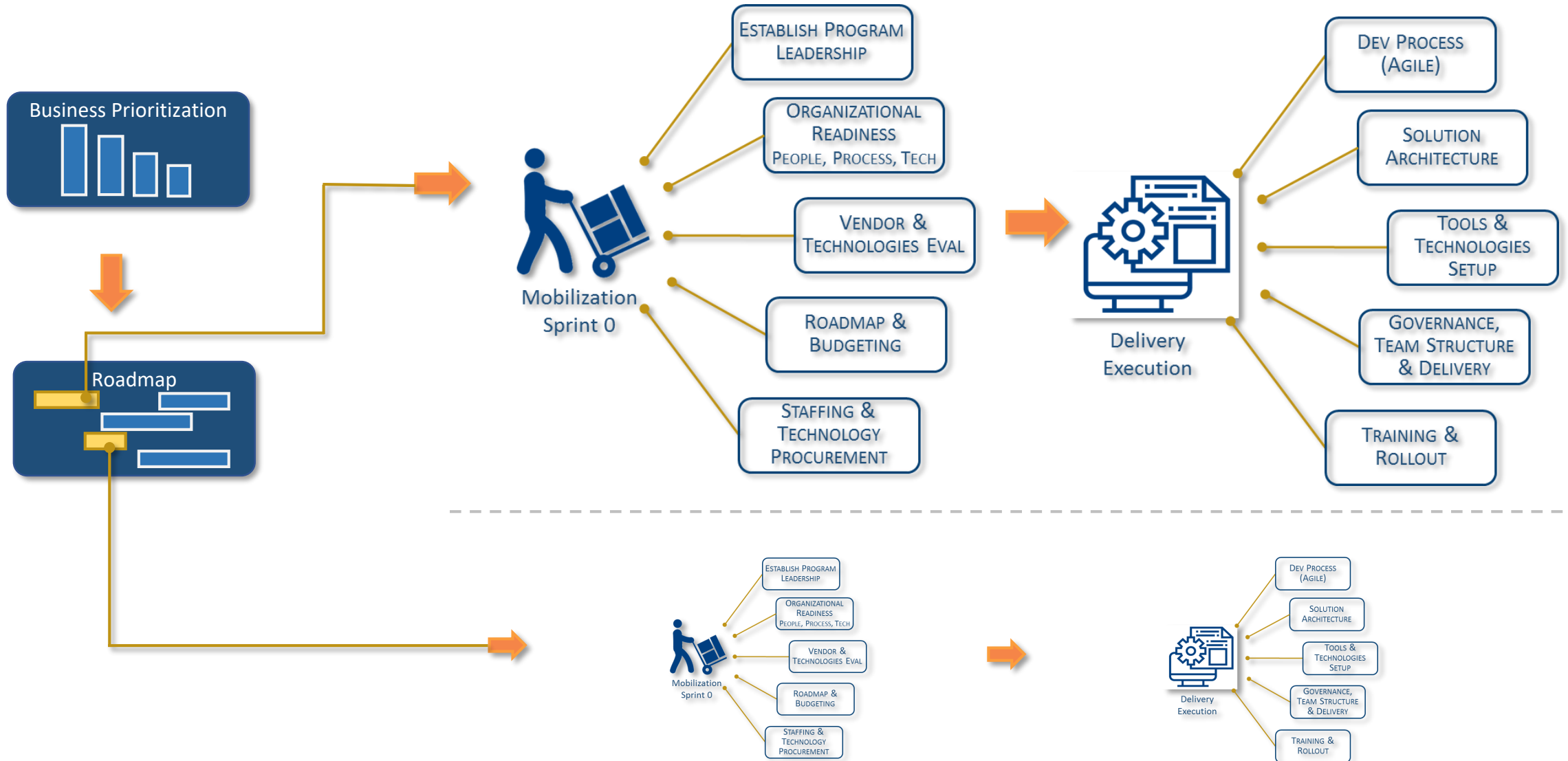
**Get others to
mention your
achievements**

Tell your story





Prepare for Delivery





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