VALUE TOOLBOX

A VALUE-FOCUSED TRAINING POWERED BY DXG

VALUE TOOLBOX

HOW WE CAN BENEFIT FROM THIS

With the goal to support ambitious digital transformation growth targets, Value Toolbox aims to promote value-focused development and enhance customer relationships with 360° tools.

The Training Program Information includes **Learning Syllabus** (6 modules consisting of 15 individual lessons), **Course Documents & Activities** (worksheets, real-world case studies, quizzes, etc.), and **Assessment** (final workshop).

The value-focused training program is designed to support both business and technical-minded employees. In this course, the employees are going to learn about:

- Value-Focused Consulting 101
- Problem discovery, Scoping & solving
- MVP ramp-up, Roadmaps & ROI
- MVP use case development
- Successful MVP delivery
- MVP wrap up & Continual Improvement

After the course, Participants will be able to plan & execute real-life cases, deliver & evaluate MVP projects and finally, predict & prepare for continual development.

Digital Transformation is a Business Discipline, not a project
Value Toolbox - Growth maker from value-focused engagement

VALUE CASE APPROACH

FPT takes the following approach to understanding and building the value case for your MVP project, which enables a comprehensive understanding of the key business value driver levers used to measure and forecast project success.

Deep dive Workshops

We take a deep dive into the specific strategic business value drivers for your MVP

Value levers and KPI alignment

We then determine metrics for success to monitor MVP progress and success

Business case development

We develop a comprehensive business case to support MVP development

Executive Summary report

An executive summary of findings is developed to clearly document findings and support post-MVP development

VALUE DRIVER FRAMEWORK

The value driver framework details the strategic drivers, business outcomes and KPI measurements that will be used to measure MVP performance.

Strategic drivers	Business outcomes	KPIs
Increase revenue	Increase # units sold	Total # units sold
	New service offerings	% revenue increase
Drive operating efficiency	Decrease in issue resolution time	Total issue resolution time
	Decreased inventory costs	Inventory turnover %
Improve CX	Increase in (CSAT)	CSAT % increase
	Improved order fulfilment performance	Perfect order rate %