



i-three analytics

## Guide to Key Analysis Techniques for Business Cases and Decision Making

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# The *i*-three analytics quick guide to better business cases and decision making

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## Business case decisions made by trusted experts in the field

That's you.

We won't write your business case. What we *will* do is turbo charge your decision making and options appraisal using the best analysis techniques as trusted by HM Treasury and world class organisations in the public and private sector.


We have spent many years developing expertise in powerful approaches that give robustness and confidence to difficult, often subtle and complex decisions. The result is that your business case can be developed more quickly, implemented at pace and be enthusiastically supported by those involved. This leaves you to spend your time on the strategic, long term issues that matter, and not on agonising between options.

## Our relevant expertise

Our project leads are always experienced senior managers who know what it is to develop sound, well supported business cases because we've been there. We know what it takes to make the case whether it's the political subtleties or 'just' winning over hearts and minds.

We combine this experience with our expertise in world class analysis to underline your next decision.

We also work with trusted expert partners who are leaders in their fields to extend the reach of approaches available including leaders such as CIPFA, Shared Service Architects and Xantrua.



With the right decision support tools and data, the decision becomes clear.

You and your teams can progress with confident support, and focus on delivering the outcomes.

## Introducing our quick start guide to the most popular Analysis Techniques

Our most popular approaches are outlined in the table. Talk to us to help select the one most important to you, or combine several for the most important decisions and business cases.

Most of these approaches use templates so that development costs are low or non-existent. If we do develop something new with you, there are options to gain income if other organisations benefit from your investment.

Approach	Overview	Ideal for	Typical Scale	Example Applications
<b>Simulation Modelling</b>	<p>The 'ultimate tool' for finding the best way to deliver processes efficiently and effectively.</p> <p>Simulations allow options to be developed and tested 'in the lab' before risking deployment in the real world.</p>	<ul style="list-style-type: none"> <li>✓ Process design and improvement</li> <li>✓ Logistics</li> <li>✓ Options development and testing</li> <li>✓ Involving stakeholders in design of solutions</li> <li>✓ Scenario planning</li> </ul>	<p>Typical projects: 2-3 months with an investment of £20-40k depending on the issue.</p> <p>Includes a full analysis of all existing data</p>	<p>Local authority Planning Services (Development Control) as part of centrally funded national project.</p> <p>Police Response functions.</p> <p>Multi-agency approaches to Troubled Families.</p>
<b>Project Prioritisation</b>	<p>Identify the best mix and sequence of projects from a portfolio using tried and tested algorithms that guarantee to find the best possible solution.</p>	<ul style="list-style-type: none"> <li>✓ Prioritisation of programmes of work</li> <li>✓ Selecting projects for capital programmes</li> <li>✓ Selection and sequencing of projects from a long list or wish list of potential ideas</li> </ul>	<p>Varied</p>	<p>£1.8B programme of infrastructure investment for a government agency.</p> <p>Selection of improvement projects from a portfolio of 30 potential projects across 15 NHS agencies.</p>
<b>Data Analysis</b>	<p>Expert analysis and presentation of the subtle, hidden stories in the data. The current 'Big Thing' in many business environments to uncover, visualise and understand what is really going on.</p>	<ul style="list-style-type: none"> <li>✓ Any service or decision that is complex, data rich but not recently subjected to expert analysis or requires looking at anew.</li> </ul>	<p>3 days to 3 months</p>	<p>Patterns of Domestic Violence</p> <p>Underlying cost drivers in local authority Development Control services (Planning applications).</p>

Approach	Overview	Ideal for	Typical Scale	Example Applications
<b>Business Case Modelling</b>	Fully explore uncertainty, risk and which assumptions are key.	<ul style="list-style-type: none"> <li>✓ Risk analysis to Green Book standards</li> <li>✓ Isolating which assumptions are most critical</li> <li>✓ 'Stress testing' decisions and scenario planning</li> </ul>	3-8 days depending on scale	<p>Local authority investment appraisal of major infrastructure project.</p> <p>Childrens Services exploring Early Intervention strategy.</p>
<b>'Soft' Decision Making</b>	Usually termed 'Multi Criteria Analysis' (MCA). The Green Book go-to tool when there are subtle, qualitative considerations that should be considered and balanced as part of options appraisal.	<ul style="list-style-type: none"> <li>✓ Options appraisal</li> <li>✓ Stakeholder involvement</li> <li>✓ Broad decision making involving many perspectives</li> <li>✓ Usually applied as part of Outline Business Cases</li> </ul>	2-3 days for facilitator input	<p>Prioritisation of options for a Childrens Services department facing major pressures.</p> <p>Shared Services Decisions.</p>
<b>Business Case Development and Authoring</b>	<p>Critical friend challenge. Often combined with Business Case Modelling or other techniques.</p> <p>Training in Business Cases via our partners at CIPFA.</p>	<ul style="list-style-type: none"> <li>✓ Organisations seeking to improve their business case development or with major business cases to develop</li> </ul>	<p>3 -15 days depending on needs</p> <p>Standard CIPFA Business Case training is 2 days (includes exam).</p>	<p>Local authority investment appraisals for major infrastructure project.</p> <p>Major training programmes for local authorities and government agencies.</p>

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Contact: [arobertson@i-three.co.uk](mailto:arobertson@i-three.co.uk) for details of all of our services to support your business case and decision making