

# Presentation of new tool



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Background

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## Background to implementation

Start by explaining the background to implementation of the system/the tool:

- Which problem or challenge is solved by the tool?
- Have you identified a new opportunity that is not currently being exploited?
- Have you gained new insight which you think is worth investigating through the introduction of a new system or tool?



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Insight

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## Key insights

Present three key insights as background for your reasons for wanting to carry out the implementation. Here are a few tips:

Preferably use a variety of tools when presenting your insights:

- Quotes from employees and/or customers
- Images that visualise the insight
- Statistics or other types of external or internal data



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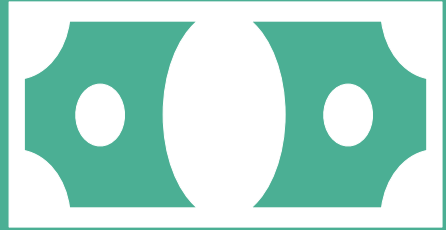
Hypotheses

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## Hypotheses for value creation

Present suppositions on why the project will contribute to value creation. Here are a few tips:

- What can you save by introducing the new tool? Time? Money?
- What value will the tool be able to deliver? Employee/customer satisfaction? Efficiency?



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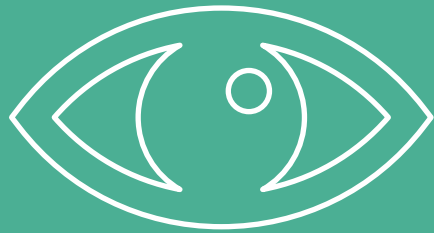
Project costs

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## Finance

Present the costs for the new tool.

Remember to reiterate investments tied to added value: saving yourself time or improving satisfaction is perhaps more valuable than the cost of the tool in itself.



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What is the way forward?

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## Continued planning

Produce a general description of the key activities that have to be performed if the tool is to be implemented successfully. Here are a few general tips on things to consider:

### **Roles**

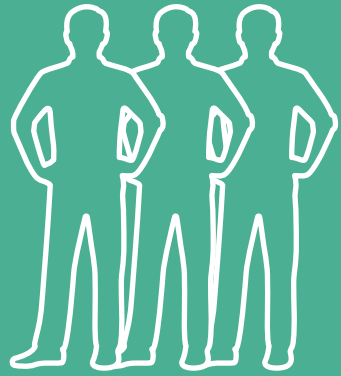
Who participates in the implementation?

### **Timeline**

When does the project begin, what are the various phases, and when it is reasonable to assume that the system has been implemented, put to use and is delivering results?

### **Results**

Expected result, and how this is to be measured



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Resources for continued work

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## Resources

Present the types of skills and experience you would like to see used in the project. Here are a few tips:

- Multidisciplinary project group – A range of skills and a variety of experience leads to more and better discussions. It might therefore be important to put together a multidisciplinary project group that will ensure a good process
- Time – Don't underestimate the value of good preparation and make sure that the project group is given enough time to do its work
- Superuser – Work out early on who in the project group will be a superuser/expert in use of the tool. This can provide both motivation and a greater sense of responsibility.