PRAXIS CASE
BOOSTING A FAST-GROWING SME IN THEIR JOURNEY TOWARDS WORLD-CLASS INSIGHTS

ORGANISATION PROFILE: CONSTRUCTION, HOMES BUILDING INDUSTRY

CONTEXT, STRATEGIC GOALS AND EXPECTATIONS:
Assisted and advised executive directors and key stakeholders in shaping and delivering foundations of a Corporate insights and performance management capability across all LOBs.

PRAXIS FIELDS MOBILISED TO ACHIEVE BUSINESS EXCELLENCE

Vision and Strategy - Design and Delivery - Challenges

This fast-growing SME decided a strategic plan to embed into a culture of great people working well together, a culture of more quality fed by high-level reporting to satisfy always better existing and future customers, as well as NHBC standards.

Challenges: Data quality. Culture of Excel worksheets needing shifting to the next level. Data silos. Various legacy systems that needed to progressively work together. Lots of undocumented devs/SQL coding and consultancies chaotic leftovers. Learning curve pace, with its strengths and weaknesses.

Coaching and Advisory on Corporate Analytics & Governance

Once the strategy was shaped and validated, its operationability was ensured by providing specialised meetings, support, ad hoc training or quick-wins suggestions to SMT stakeholders, Managers, PMO & IT to pull up the learning curve on Strategy delivery monitoring and its continuous improvement, also on how this all would benefit everyone at their levels.

Performance and Outcomes Management | Making the invisible, visible

After mitigating initial Corporate IT technical constraints with appropriate shifting-solutions, aligning existing data silos as well as embedding a data-quality improvement programme, the next phase was to design and coordinate the delivery of a suite of high-level LOBs performance metrics, high-level dashboards and operational Insights for areas like: homes construction, billing/invoicing, finances, customers satisfaction and NHBC surveys analysis, executive dashboards.

OUTCOMES
What was initially a one-week coaching project ended up with a Praxis shaping the whole Insights capability foundations within 9 months, completed 3 months before deadline, under budget and above expectations. All went well and led to massive £m financial savings and productivity shift for the client.