

Mythbusters Episode #2:

## Dashboards will save your business



#### Meet the Speakers



Tonya Ehlmann



Jimmy Moore





- Top 9 uncensored learnings!
  - $\circ$  Dashboards  $\rightarrow$  the trick to shifting cognitive load from human to machine
  - Stories from several real use cases

## New Value Always



The world is changing very fast.

Big will not beat small anymore. It
will be the fast beating the slow.

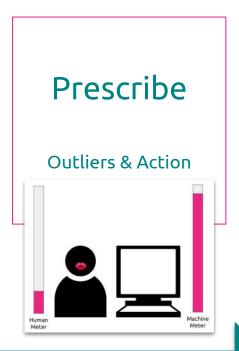
## Predictive Insight Is the Future — Lean In





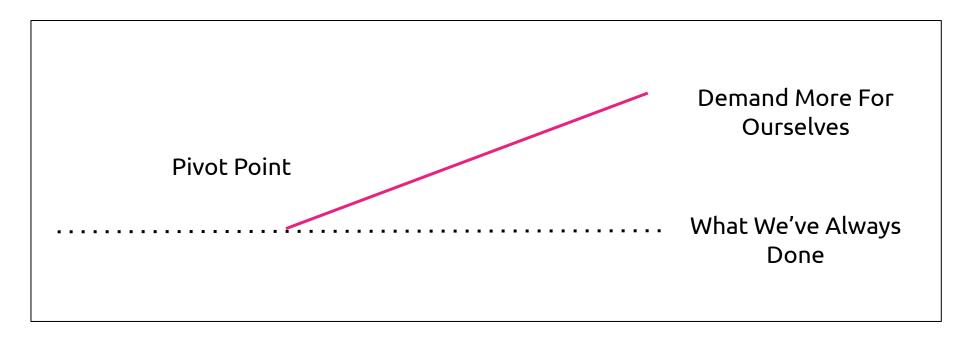






Cognitive load shift from human to machine







## Uncensored Learnings



## Show me everything and I'll figure out what to do... yeah right

Reduce human mental fatigue by getting hyper focused on your metric

Expose your outliers and actions to resolve... let the machine do the rest





#### **Situation**

- One of the largest & most sophisticated fintech companies
- Network and infrastructure issues response 100% reactive
- Time to resolution seen as an opportunity

#### Data

- Massive data ... +100sM records per day
- Multiple sources....many, many, many dashboards

#### Solution

- AI/ML model predicts & alerts ongoing issues
- Implemented playbooks that accelerated actions
- Even for a Fortune 500 fintech company AI/ML models & digital twins exposed major improvements in efficiency & effectiveness

### From seeing everything.... & searching for problems after they occur





### To seeing only the networks predicted to fail for proactive resolution



0.05



# of devices at risk out of total

**3**80/219 (37%)



You may be looking at the wrong thing... sometimes the most relevant data isn't that recommended by the experts

Getting to the specific data **predictive of the outcome** is key





#### **Situation**

- Keeping trains operating safely is super important
- All emergency stops need to be reported
- Root cause assessment was a laborious, manual task

#### **Data**

- Data provided from a range of sources
  - $\rightarrow$  logs, Excel, remote devices
  - → many, many, many dashboards

#### Solution

- AI/ML automation improved classification of root causes
  - $\rightarrow$  simple, intuitive, fully automated, fast
- Key data source originally identified as the most relevant is no longer used
  - $\rightarrow$  model demonstrated it was not important

### From seeing everything ... including the irrelevant data





### To seeing only the braking events & the exact root causes of why they happened

#### Root cause descriptions for each event

Crew Error. PTC gave a sync error and crew did not acknowledge the prompt. Crew failed to acknowledge prompt for disengaged state.

Loco went out of Sync and crew did not acknowledge warning.

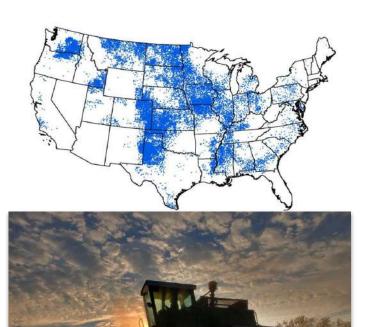
Train was overspeed, going 30 MPH train was approaching 25 MPH.



## Insights will not just fall out even if you have enough data

Center on the outcome & the most meaningful metric





#### **Situation**

- Collecting on-farm data into a central platform
- Pay per acre business model for premium services
- QC assessment was a laborious task

#### **Data**

- Data provided from IoT on equipment devices
  - $\rightarrow$  many, many dashboards

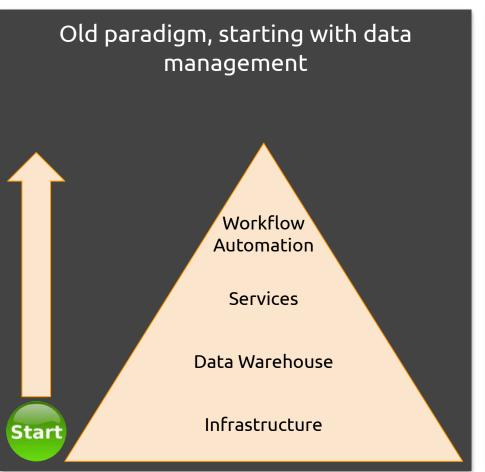
#### Solution

- Simple model & automation improved classification of grower operation 'readiness' for premium services
  - $\rightarrow$  simple, intuitive, fully automated, fast
- Pinpointed actions to drive resolution, and increase grower readiness & data in action

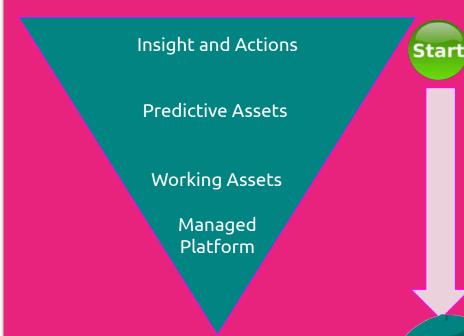
## IT can stifle or accelerate innovation

Business focus first....enabling tech that delivers the outcome





## New breakthrough approach is to start at the finish line



# Proclaim the highest order metric... & drive to eliminate what's in the way

Get real.... expose and only look at the outliers





#### Situation

- Global field testing program 100Ks plots, \$Ms
- Commercial product pipeline with launch timelines
- Timelines were often missed, planting late

#### **Data**

- Data provided from many enterprise systems & local tools
  - $\rightarrow$  many teams, many handoffs and dependencies

#### Solution

- Establish the highest order metric
  - $\rightarrow$  baseline today, set a cut-off
- Make organizational goal that everyone knows, cares about, and can repeat

# Metric needs to be punchy, memorable, and contain a number





## Don't be late for week 48



# Almost always multiple challenges to solve... not just data



## Alignment of teams

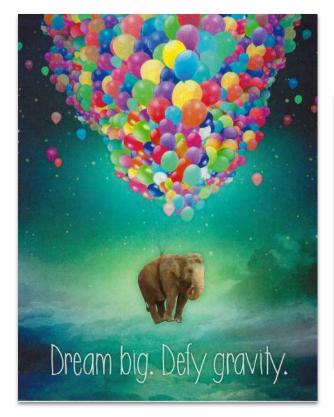


Workflow processes



# Empower each team responsible to figure out how to solve their own area





Dream **BIG** → personal unique contribution



Goals are unique to the team & individual and fits with the

**BIG** outcome

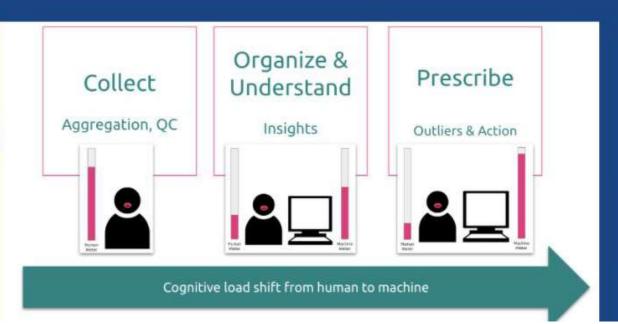


# A dashboard is an intermediate step... stopping there says you lack ambition

Center on your metric Focus then on the outliers & actions to resolve



### next Big thing







## Thank You



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