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
- Increase revenue
- Drive operating efficiency
- Improve CX

Business outcomes
- Increase # units sold
- New service offerings
- Decrease in issue resolution time
- Decreased inventory costs
- Increase in (CSAT)
- Improved order fulfilment performance

KPIs
- Total # units sold
- % revenue increase
- Total issue resolution time
- Inventory turnover %
- CSAT % increase
- Perfect order rate %