# Roelto Ltd – Visual Collaboration Services and Solutions

*Enabling people and data to work in harmony*
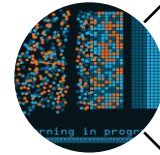
Why *enable people and data to work in harmony*

About Roelto

What we do

What we offer

Our clients and projects

Collaborating together

# Why enable people and data to work in Harmony

## Future of Collaboration

Integrate your Physical, Data and Digital Collaborations to co-create a Visual Collaboration Approach

# The future of collaborative working

*"The future of collaboration is an exciting prospect with greater use of technology and collaboration with more diverse partners to address new challenges in new ways. Our skills will change, our systems will develop and our leadership techniques will improve, and we will see more and better tools to facilitate collaboration and build trust"*

Institute for Collaborative Working, "Future of collaborative working" Feb 2021

# How we work has changed – have you?

### Remote working patterns

**36%** of respondents say they are more productive working from home, compared to **27%** who say they are less so.

Over half (**59%**) say they've had to change their working hours as a result of working from home.

The most common change to people's working hours is to start earlier and finish later, with more time off during the day (**31%**).

### Advantages of remote working

The single biggest perceived benefit of remote working is the reduction in commuting time, seen as an advantage by nearly all respondents (**95%**).

Linked to this is an improved balance between work and personal life, which more than four-fifths said was an advantage (**86%**).

Getting away from the distractions of the office and being more focused were seen as advantages by over **two-thirds** of people.

### Disadvantages and difficulties

The biggest problem faced in remote working is reduced communication with colleagues, a major disadvantage for **72%** of respondents.

Linked to this, the feeling of isolation was the most significant challenge to respondents' physical or mental health, cited by **75%**.

Remote Working Report | Londonresearch.com 2020

# The benefits of enabling "*people and data to work in harmony*" *is* so that it improves

ROELTO
*Visualise & Collaborate*

## PRODUCTIVITY

For a 100-employee strong company with a 1:1 ratio of knowledge workers and frontline workers with hourly salaries of $60 and $40 respectively, using collaboration tools can help reach up to $247, 500 in productivity benefits. (Forrester, 2020)

Employees could save 5-10% of their time, around two to four hours in a 40-hour week. (Forrester, 2020)

When workers collaborate, 73% do better work, 60% are more innovative, 56% feel more satisfied, and 15% work faster. (Deloitte)

86% of business owners and staff attribute workplace problems to inadequate or poor communication tools. (Stone, 2019)

Collaborations can drive 10% productivity improvements. (Forrester, 2020)

Communication tools (74%), remote work tools (74%), and collaboration tools (67%) are the most likely to be cited as important prerequisites for employees to be efficient. (Harvard Business Review, 2020)

## CULTURE & WORK LIFE

It was found that of collaboration software users, 85% are more likely to identify as being happy (Wrike, 2019)

Most companies need their behaviors, attitudes, and perceptions regarding the use of company-wide collaboration tools improved. Around 75% of executives state that their business functions compete instead of collaborating on their digital projects. As a result, 64% are not seeing a boost in their revenue growth from their digital investments. (Help Net Security, 2020)

In fact, more than 75% of Millennials believe that a work-from-anywhere setup or remote work is an important company policy.(Klaxoon, 2020)

91% of Gen Zers state that technical sophistication affects their interest in working in a company (McKinsey)

Promoting effective team building and collaboration is the highest-ranked aspect of a great workplace. It was chosen by 43% of respondents in a survey. The next ranked aspect is health and well-being support at 36%. (Gensler, 2019)

To *enable people and data t work in harmony*, you need to integrate your Physical, Digital and Data Collaborations to co-create a Visual Collaboration Approach.
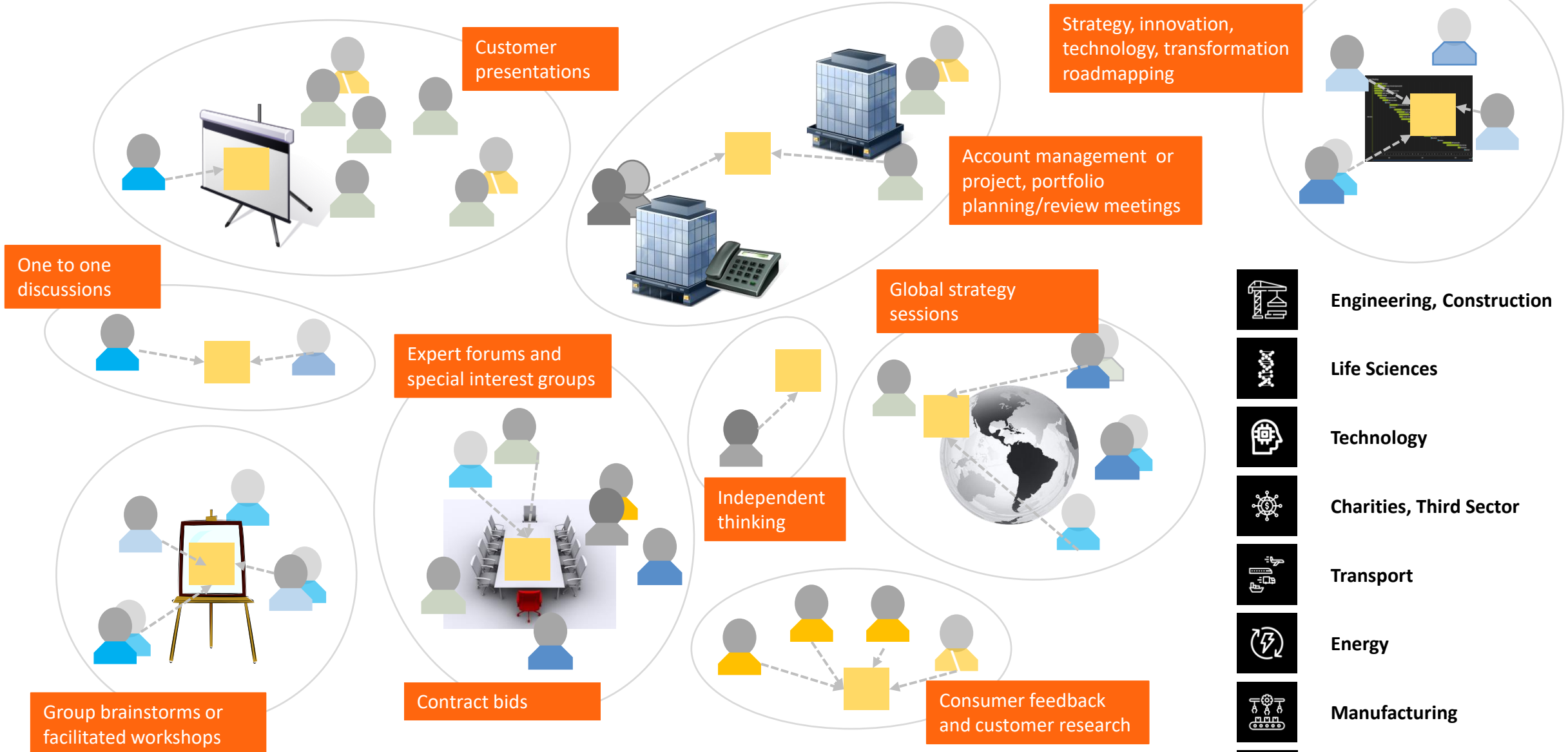
Most importantly this is about TRUST!

A visual, collaborative "hybrid" business needs:

## Adopting a Visual Collaboration Approach

1. **Organisational** leadership that supports collaboration, to help foster a culture of teamwork, transparency and *trust,* so that it can operate in an agile, aligned and high performing environment.

2. **People** who have the necessary behaviours, skills, values and knowledge to develop *trusting* relationships

3. Efficient and effective business **processes**, (operations, customer, innovation, regulatory and social management) to co-create *trustworthy* and joint ways-of-working

4. **Systems** that incorporate digital and data collaboration with accurate, quality and timely data, that helps uncover insights , simplify complex decision making, which helps build *trust* across the "business network".

# Visual Collaboration enables you to communicate visually and engage collaboratively with other people and organisations, in multiple scenarios and sectors

Customer presentations

Strategy, innovation, technology, transformation roadmapping

Account management or project, portfolio planning/review meetings

One to one discussions

Global strategy sessions

Expert forums and special interest groups

Independent thinking

Group brainstorms or facilitated workshops

Contract bids

Consumer feedback and customer research

**Engineering, Construction**

**Life Sciences**

**Technology**

**Charities, Third Sector**

**Transport**

**Energy**

**Manufacturing**

**Consulting, Services**

# About Roelto

Our aim is to help you deliver your strategic outcomes successfully, by integrating your business/project collaborations and data visualisation where appropriate, ensuring it is sufficiently aligned to your business or project vision, mission and objectives.

# About Roelto



"Enabling People and Data To Work in Harmony"



Roelto is a London based organisation founded in 2009 by Jason Hier, providing integrated collaboration and data visualisation advice, solutions and services called R-VCSS (Roelto – Visual Collaboration Solutions and Services), to both public and private sectors, with specific domain knowledge and experience in **AEC, Life Sciences, Third Sector, Consulting and Technology.**

**RVCSS includes:**

- **Business "Hybrid" Collaboration** - based on ISO 44001 framework

- **Data Visualisation and Collaboration** - powered by SharpCloud

**Jason Hier** – Founder and Director of Roelto Ltd

Member for the Institute of Collaborative Working (MICW)



SharpCloud Expert, Business Partner and Reseller

# Our Visual Collaboration Approach

**Identify, develop and integrate the three pillars of Visual Collaboration:**

- **Physical Collaboration**: Creating collaborative business relationships
- **Data Collaboration**: Connecting, integrating, sharing and visualising data
- **Digital Collaboration**: Facilitating hybrid working
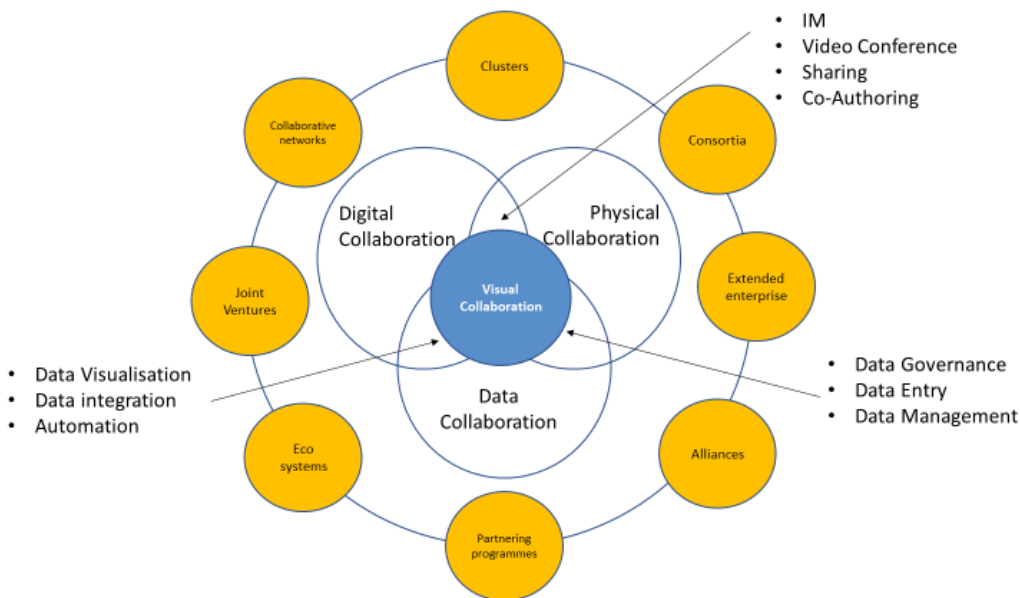
**Align your Collaborations with your Strategic Objectives and Outcomes**

- **Organisation** – leadership, culture, alignment, teamwork
- **People** – behaviours, skills, training, knowledge
- **Processes** – operations, customers, innovation, regulatory and social
- **Information** – systems, databases, networks
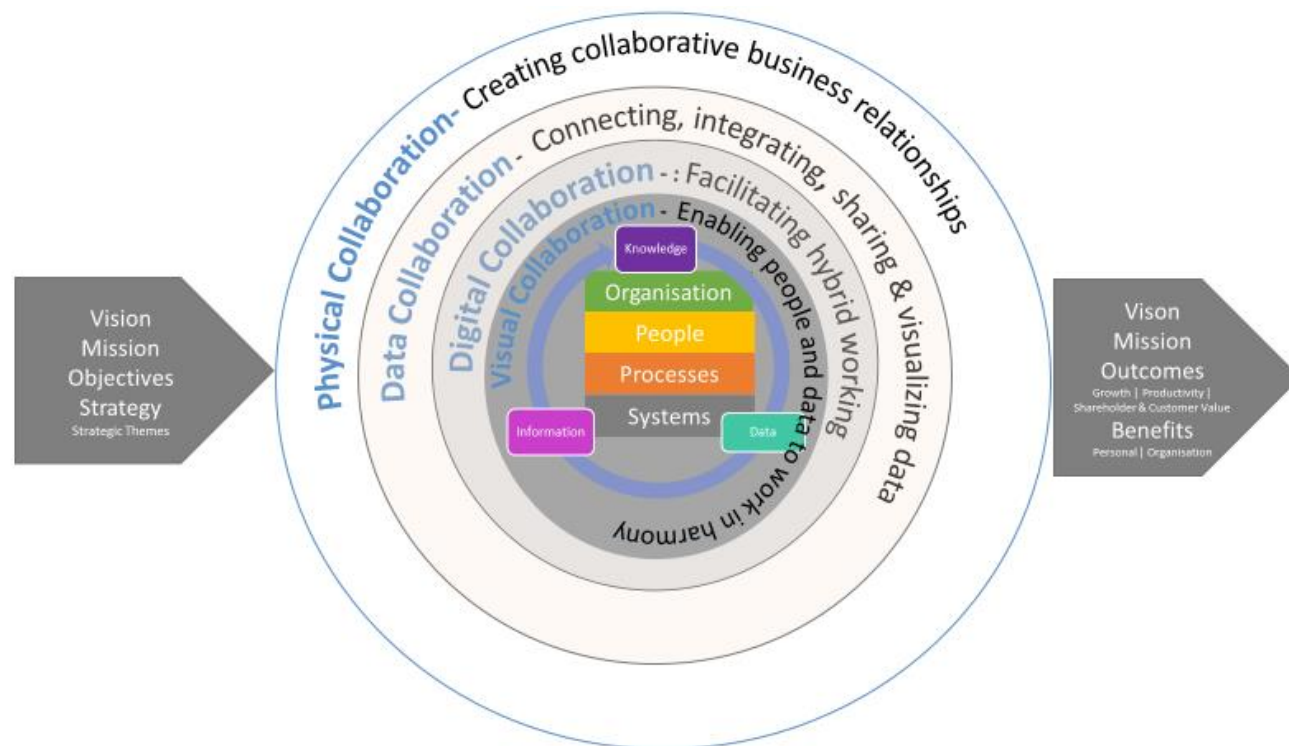
# Our Visual Collaboration Approach

A 3 stage, 8 step process that integrates your Physical, Digital and Data collaborations to develop value creating business relationships internally and externally, which are aligned with your strategic objectives and outcomes

**Physical** → Strategic → Engagement → Management

**Digital** → Define → Develop → Deploy

**Data** → Collate → Organise → Govern

**1**
1. Awareness
2. Knowledge
3. Internal Assessment

**2**
4. Engagement
5. Working together
6. Value creation

**3**
7. Staying together
8. Exit strategy
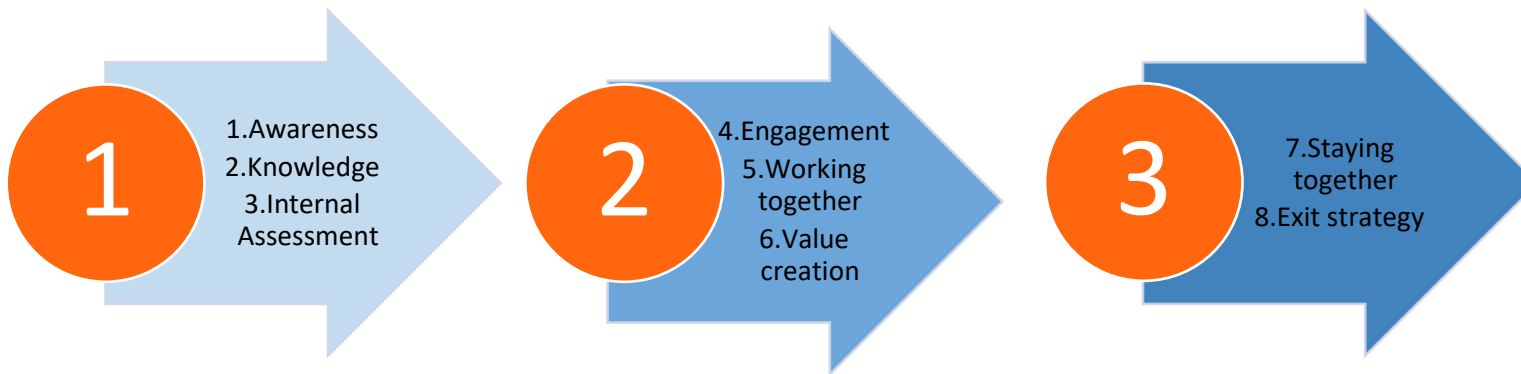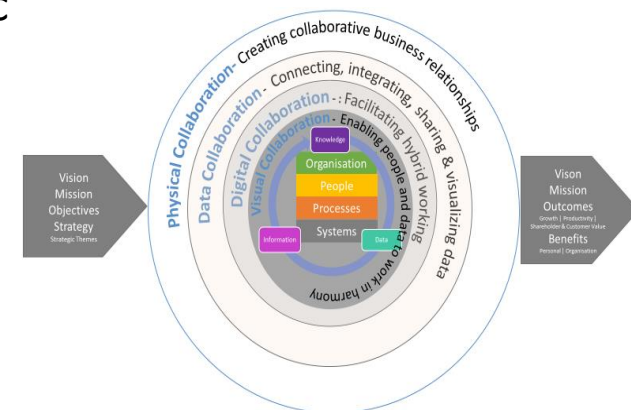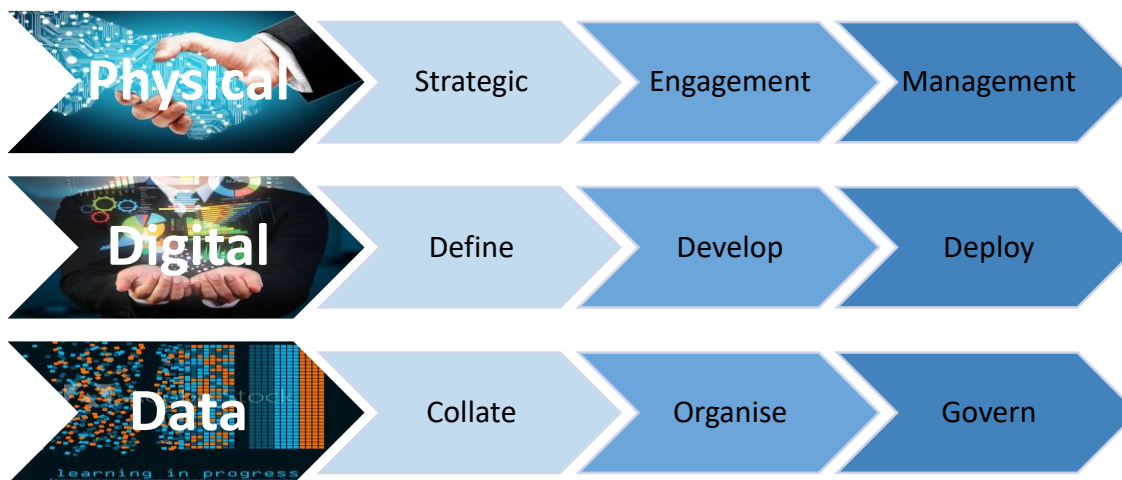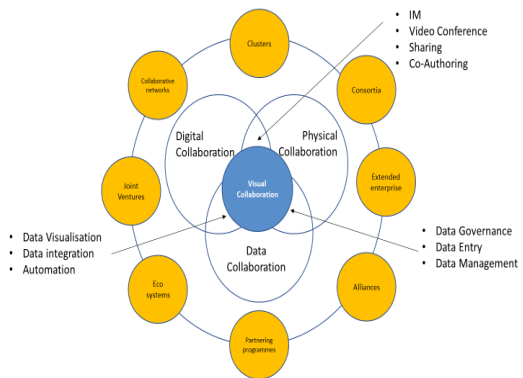
What we do

# What we do. By delivering Collaboration and/or Data Visualisation, we...

## Deliver mutual value and beneficial outcomes

Using the **ISO 44001 collaboration standard and framework** we identify the gaps and opportunities in your business "hybrid" collaborations", to help develop collaborative relationships that delivers mutual value and beneficial outcomes for all stakeholders.

## Uncover insights and simplify complex decision making

We help you to visualise your business/project data and digital content quickly and improve your hybrid collaborations using **SharpCloud**, a visual collaboration platform to uncover insights and simplify complex decision making.

What we offer

learning in progress

# Roelto –Visual Collaboration Services (R-VCS$_V$)

By combining Collaborative Working (ISO 44001) with SharpCloud Visual Collaboration Solutions (R-VCS$_L$), we provide a complete **Visual Collaboration Service** to help you deliver your strategic outcomes successfully. You will be able to:

- Work collaboratively helping you to increase performance, productivity, competitiveness and reduce risk
- Generate ideas and opportunities to innovate, create and deliver new value
- Develop people and improve their collaborative behaviours, trust and openness
- Create collaborative relationships to facilitate better engagement, continuous improvement and productivity
- Improve and simplify business processes through new insights and knowledge sharing
- Enable organisations, people, processes and data to be continuously connected and visible
- Reduce data silos and provide data transparency enabling you to simplify complex decisions
- Use preconfigured R-VCSL and tools to save over 50% in time and cost to implement your visual collaboration solutions
- Visualise and combine key data from your existing LoBS and business partners, to create data driven views and dashboards, all in one place across multiple devices
- Update data automatically and share information, digital content and insights with other people securely, so that everyone can see the complete picture
- Integrate with Office 365 and other business solutions



**ISO 44001 Collaboration Framework** - enables organisations, people, processes, and systems to deliver integrated physical, digital and data collaborations, so you can work together to deliver mutually agreed outcomes and increased performance and productivity that creates new value.

**+**



**SharpCloud Professional Services** - visualise your data and facilitate data and digital collaboration across organisations by creating Apps that connect organisations, people, processes, and systems, helping to eliminate "data silos" and simplify complex decision making.

**=**



**Visual Collaboration Services** – integrating ISO 44001 and SharpCloud combines your *physical*, *data* and *digital* collaborations into a *Visual Collaboration Approach,* that enables "*business hybrid collaborations*" with your colleagues and business partners.

# What the Visual Collaboration Services (R-VCS$_V$) Provides



**ISO 44001 and Collaboration Support Services**

- ISO 44001 introduction and Overview
- ISO 44001 Collaboration Gap Analysis
- Collaboration Roadmap
- Corporate Relationship Management Plan (cRMP)
- Project Relationship Management Plan
- Collaboration Advice, Support and Workshops
- Collaboration Technology

**SharpCloud Professional Support Services**

- SharpCloud Introduction and Overview
- SharpCloud Training
- Business Process and Data Analysis
- SharpCloud Solution Development and Deployment
- R-VCSL Deployment Support
- SharpCloud Advice, Support and Workshops

# Roelto –Visual Collaboration Solutions (R-VCS$_L$), powered by SharpCloud



Our pre-configured Visual Collaboration Solutions (R-VCS$_L$), powered by SharpCloud delivers various Apps to help you visualise your data and collaborate successfully. You will be able to:

- Visualise and combine key "siloed data" from your spreadsheets, existing LoBS's and business partners, create data driven views and dashboards, all in one place
- Use the R-VCS$_L$ templates and preconfigured solutions to deliver simplified decision making quickly and successfully
- Update data automatically and share information, digital content and insight with other people securely, so that everyone can see the complete picture, either internally or externally with citizens and businesses
- Enhance your hybrid working by connecting organisations, people, processes and systems
- Simplify complex business processes and decision making
- Work collaboratively with colleagues and other organisations
- Integrate with Office 365 and other solutions
- Maximise your SharpCloud subscription investment by putting SharpCloud to work almost immediately, ensuring value for money

## R-VCS Apps include:

- R-PPM: Project Portfolio Management
- R-DBR: Dashboard Reporting
- R-CaaS: Collaboration-as-a-Service (ISO 44001)
- R-WaaS: Workshop-as-a-Service
- R-IMP: Innovation Management Platform
- R-SCRUM: Agile Working
- R-SRM: Strategic Roadmap
- R-TRM: Technology Roadmap

# Roelto –Visual Collaboration Solutions (R-VCS Apps), benefits and outcomes
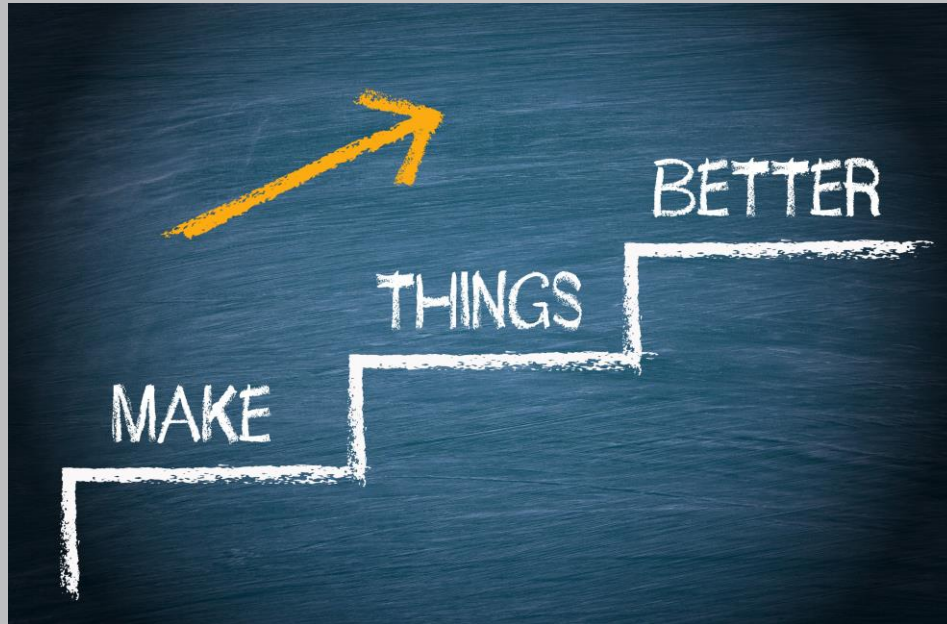


- Save time, effort, and costs by using the pre-configured R-VCS$_L$ (and not having to create your own visual collaboration solutions from an empty SharpCloud Story or customise another Line of Business System (LoBS -  that does not meet your needs).

- Deploy quickly and create value instantly in a managed, agile, and incremental way from a local to enterprise-wide implementations, including external partners where necessary.

- Increase engagement of people in a very collaborative and visual way across several common business processes that span multiple users and various audiences, both internally and externally.

- Improve your data integrity by aligning your data model, so everyone can see the same information and compare "apples for apples" bringing clarity, common understanding and the ability to simplify complex decision making.

- Create a "One Place" for people to view, share information, dynamically interact, and make near to real-time decisions.

- Repurpose and integrate existing data, solutions and content, removing duplication and storage of multiple files, thereby increasing performance and productivity.

- Gain insight to facilitate proactive decision making, minimising risk and take full advantage of opportunities.

- Maximise your SharpCloud investment through rapid deployment and implementation of proven SharpCloud solutions/Apps.

- View and combine your data instantly using the multiple views and filters to help you gain insight, simplify complex decision making and support continuous improvement

Our clients and customer stories

# Our Clients

## Portfolio Dashboard and Technology Roadmap

### Project Overview

ActionAid Financial Transformation Program identified the need for an enterprise financial system that could meet the future needs of the federation, reduce costs, enhance security and compliance, provide transparent reporting and be deployed across the 46 countries, with minimal local country IT support.

Aligned to the IT strategy; a cloud first based approach with a core data and system model, resulted in the selection of Infor SunSystems 6.

Several key breakthroughs have been achieved.
- Harmonised data model
- Established and streamlined procurement process
- Reporting capability enhanced and accelerated
- Training and support is being standardised for the first time
- Collaborative deployment of GFS

## Transformation Programme and Portfolio

### Project Overview

Babcock International is an international aerospace, defence and security company. They have a leading naval business, and provide value add-services across the UK, France, Canada, Australasia and South Africa. They also operate in, and export to, additional markets.

As part of Babcock's strategic and collaborative relationship with the UK Governments Ministry of Defense a transformation programme has been initiated focusing on continuous performance, productivity and cost savings. This required the ability to quickly visualise key project, programme and portfolio transformation data to uncover insights, simplify complex decision making and deliver the agreed benefits and outcomes successfully.

Using Roelto R-PPM solution, powered by SharpCloud the FMSP Project Portfolio solution was successfully delivered in less than 6 months and is now a key tool to deliver Babcock's transformation programme.



Roelto and ActionAid Story

ActionAid Global Financial System Project

Delivering an Enterprise Financial Management System to 46 countries by taking a visual collaborative approach



Customer Story

Babcock International Project Portfolio Management System

Delivering a portfolio of transformation programmes across the UK Navy Nuclear sector by taking a visual collaborative approach

# Customer Stories: Click on the Heading links for more details

## Collaborative Contracting – BP GPO

### Project Overview

Global Projects Organisation (GPO) vision is to be the best projects organisation in the industry.  This requires GPO to work differently with their supply chain so have developed and published their project collaboration principles that codify and guide the way GPO work to create transparent relationships with their targeted suppliers.

As part of this vision a collaboration transformation project was established as part of the Modernise and Transform programme.  This was based on the 8 Project Collaboration Principles and involved integrating these principles into the Major Project Common Processes (MPcp) by co-creating a GPO Collaboration Guide, supported by various collaboration development and training workshops, processes, tools and systems.
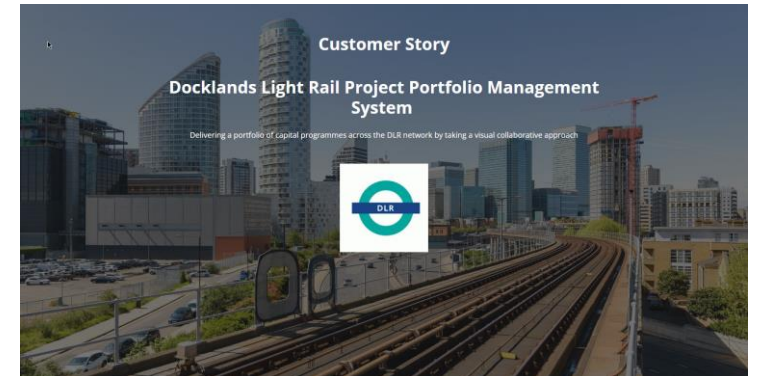
## DLR Project Portfolio Management

### Project Overview

The Docklands Light Railway (DLR) is an automated light metro system opened in 1987 to serve the redeveloped Docklands area of East London, England.

DLR has an ongoing programme of capital projects and extensions to the network.  This programme of work is managed by DLR project management and supported by supply chain partners in collaboration with DLR operator Keolis Amey Docklands.

The aim was to eliminate non added value time project managers had to spend on reporting and move to management by exception..



Collaborative Contracting
BP Global Projects Organisation
Changing mindsets for capital project delivery



Customer Story
Docklands Light Rail Project Portfolio Management System

Collaborating together

# Collaborating together

- Lets schedule a call to see how we can work together – click on this link and select a "Meeting with Jason"

- Connect on LinkedIn – Jason Hier

- Complete a Collaboration Gap Analysis workshop

- Claim a free a SharpCloud subscription

- Book a complimentary Discovery Workshop and 14 Day Trial to start your SharpCloud | R-VCS user journey

- Keep up to date on collaboration, data visualisation and SharpCloud with tips, hints and insights from Jason's Blog