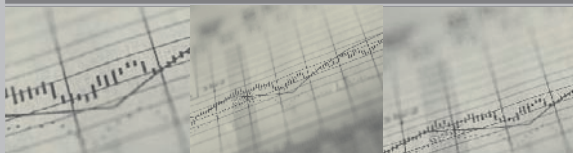




Raytheon Professional Services D³M EngagementSM



Benefits

- Helps organizations learn to turn reams of data into actionable information
- Enhances the data-analysis skills of employees at all levels
- Creates a culture in which employees question data and its interpretation constructively and meaningfully
- Encourages inquiry and fact-based decision-making that helps companies jump on great opportunities fast
- Provides fast, non-intrusive implementation, with visible results quickly
- Initiates the kind of lasting change that continues to produce value in the long run

In business today, data can either overwhelm you, or it can be the wave that you ride to new heights of fast, informed decision-making. The key is to avoid getting bogged down in reams and reams of unmanageable data, and instead, to turn it into meaningful, actionable information. That's where the D³M Engagement comes in.

The D³M Engagement is a proven methodology that helps organizations leverage data far more effectively, and quickly gain tangible results. Leaders and employees are trained in powerful ways to turn data into information by assessing the most critical issues constraining the organization, examining value from the view point of customers and stakeholders, determining the best type of data to employ and the most effective analysis methods to gain relevant information.

Groups then learn how to convert new information into effective action that accelerates the organization toward its goals. They learn how to use data to evaluate proposals, identify risks, and reach a consensus more quickly. The result is an organization that can identify opportunities, raise legitimate concerns, and make smart decisions. All at the speed of business.

Raytheon

Turning data into information. Turning information into action.

The Process

D³M uses a proven methodology that helps organizations make smarter decisions faster and move quickly on the right opportunities. Leaders and practitioners across an organization gain powerful data analysis skills by utilizing the D³M approach.

1) Identify Targets and Objectives

Through a consultative process, RPS works with key leaders to identify the opportunities, and agree on the vision and objectives.

2) Decision Making Under Uncertainty

RPS experts conduct an interactive two day event with the leaders and analysts to discuss the principles of turning data into information and plan the overall effort.

3) The Power of Value Mining

RPS experts conduct a two day event with the analysts learning how to perform value mining and organize the diagnostic teams.

4) Analyze Relevant Data Sources

Analysts begin to query relevant data sources to uncover important nuggets of information. RPS experts mentor and advise the teams real-time.

5) Conduct an Improvement Workshop

The leaders and analysts meet and discuss the new information gained. The team identifies possible improvement efforts. The impact of each is estimated and validated.

6) Charter Projects and Review Progress

The Leadership Team charts and funds the highest priority efforts. Raytheon Six Sigma™ processes are used to track and accomplish the projects.

About Raytheon Professional Services

For seven decades, Raytheon Professional Services has delivered award-winning, value-driven learning solutions to organizations in a multitude of settings. A global leader in learning services and outsourcing, we design and execute learning solutions that help clients meet commitments to customers, employees and partners.

To learn more about how D³M and other RPS Performance Consulting solutions can help your organization compete more effectively in today's fast-moving world, please visit www.rps.com.

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Customer Success Is Our Mission