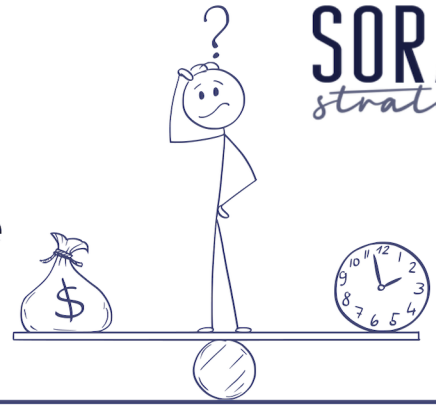


Portfolio Optimisation:

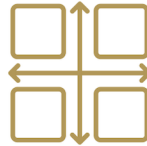
Do the right work at the right time



Balanced Scorecard

What is the Balanced Scorecard?

A prioritisation tool where work is scored on a variety of perspectives to objectively assess allocation of time, funding and people during the planning process.



Why use it?

Ensure focus on the highest priority work to be done.



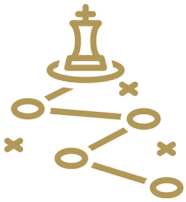
How do you use it?

During your planning sessions look at all the initiatives and score them to determine the most important work to be done.

1

Ensure you have a clear strategic plan

Everyone needs to understand the strategic drivers for the organisation. There needs to be a clear and well understood "why" for everyone to refer to.



2

Define the Scorecard Criteria & Weighting

Agree with key stakeholders on the specific scorecard criteria and weighting that will be used to prioritise initiatives. Common scorecard categories include financial impact, customer impact, operational efficiency, and innovation/learning. Assign appropriate weights to each category to align with the strategic priorities.



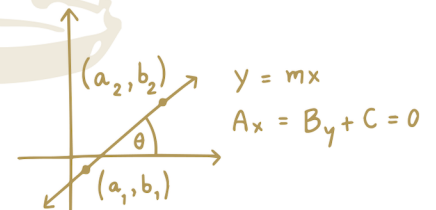
3

Identify every Initiative

4

Score every Initiative

Assign a score (1-100) across the different scorecard categories based on the expected impact.



5

Do the Maths

Calculate the total priority score for each initiative by multiplying the scores in each category by the corresponding weights, then summing the results.



Keep Going!

Every time a new initiative is identified, assess it through the Balanced Scorecard then work on it as indicated.



Pro Tips:

Use this technique to create alignment with all senior Stakeholders. This addresses the Ego and Empire Building issues that can drive your Delivery Portfolio in the wrong direction