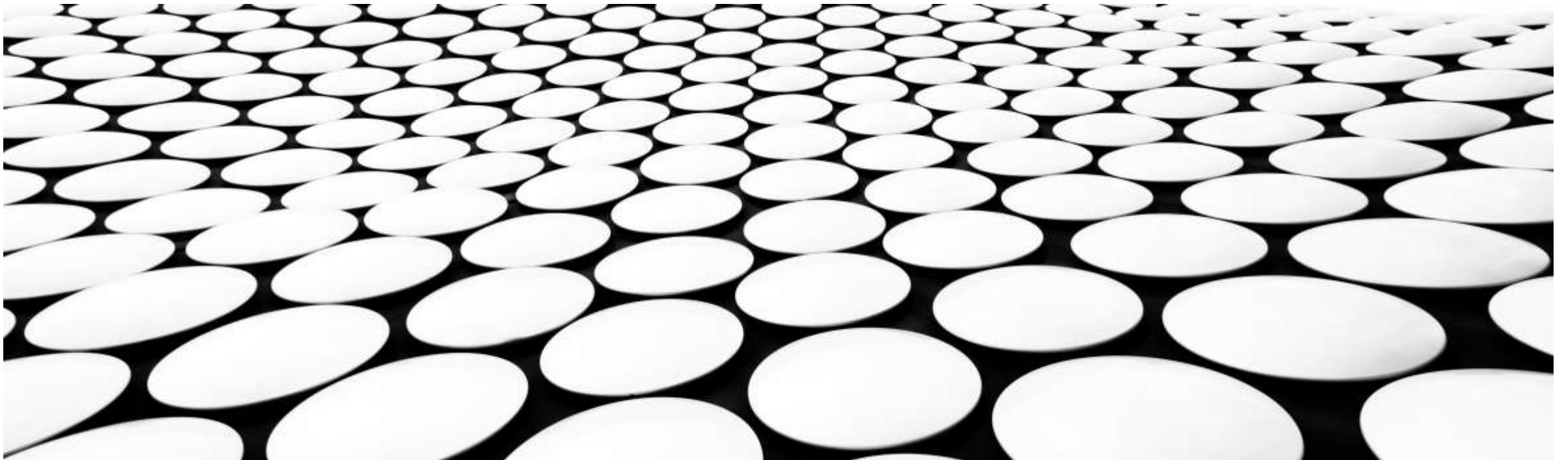

AGILE COLLABORATIVE TEAMS & WORKING DATA ANALYTICS



HANS BUKOW

NOV 24TH 2020 - WEBINAR #2



INTRODUCTIONS - AGENDA



Hans Bukow – Brings 25 years experience in founding and leading innovative venture backed enterprise software and Web companies. He's a global thought leader on eworking and considered the originator of two work digitalization categories: Manufacturing Execution (MES started in 90s) with FASTech and Vendor Management (VMS started in 00s) with eWork – Enterprise and then Provade. An eWork Exchange company, eWork Group – a EU publicly traded company (2008 IPO) helped pioneer the emerging human-cloud work marketplace space - most notably made popular by publicly traded Upwork and Fiver. eWork Group is still growing with \$1.5B+ in yearly revenues. <https://www.linkedin.com/in/hansbukow/>
Hans will relate the latest findings behind this pandemic driven eworking era and how 2ework is progressing on it's mission of measuring collaborative digitized working. (~10 mins)

Demonstration (~5 mins)



Chris Staib – Principal at Agile Slopes, Chris helps architect organizational lean business agility, strengthening people, teams, and enterprises in transformative ways so that they can compete and thrive in a highly competitive business environment. He has provided impactful training and coaching to diverse global audiences across five continents, and for companies ranging from startups to the Global Fortune 500. His passion is influencing individual mindset; shaping team thought models that found new organizational norms. The results are increased value delivery, significant business outcomes, and improved corporate culture.
Chris will relate how he's helping companies like Southwest Airlines be more agile and the importance of real time collaborative work related data towards helping improve team and overall corporate performance. (~10 mins)

Discussion on Agile performance with collaborative work analytics (~30 mins)

Questions and Answers from Attendees (~5 mins)

REMOTE WORKING COLLABORATION #1 FASTEST COVID-19 DRIVEN CHANGE

Executives say their companies responded to a range of COVID-19-related changes much more quickly than they thought possible before the crisis.

Time required to respond to or implement changes,¹ expected vs actual, number of days

■ Organizational changes ■ Industry-wide changes

	Expected	Actual	Acceleration factor, multiple
Increase in remote working and/or collaboration	454	10.5	43
Increasing customer demand for online purchasing/services	585	21.9	27
Increasing use of advanced technologies in operations	672	26.5	25
Increasing use of advanced technologies in business decision making	635	25.4	25
Changing customer needs/expectations ²	511	21.3	24
Increasing migration of assets to the cloud	547	23.2	24
Changing ownership of last-mile delivery	573	24.4	23
Increase in nearshoring and/or insourcing practices	547	26.6	21
Increased spending on data security	449	23.6	19
Build redundancies into supply chain	537	29.6	18

McKinsey
& Company

McKinsey Digital and Strategy & Corporate Finance Practices

How COVID-19 has pushed companies over the technology tipping point—and transformed business forever

A new survey finds that responses to COVID-19 have speeded the adoption of digital technologies by several years—and that many of these changes could be here for the long haul.

https://www.mckinsey.com/-/media/McKinsey/Business_Functions/Strategy_and_Corporate_Finance/Our_Insights/How_COVID_19_has_pushed_companies_over_the_technology_tipping_point_and_transformed_business_forever/How-COVID-19-has-pushed-companies-over-the-technology-tipping-point-vF.pdf

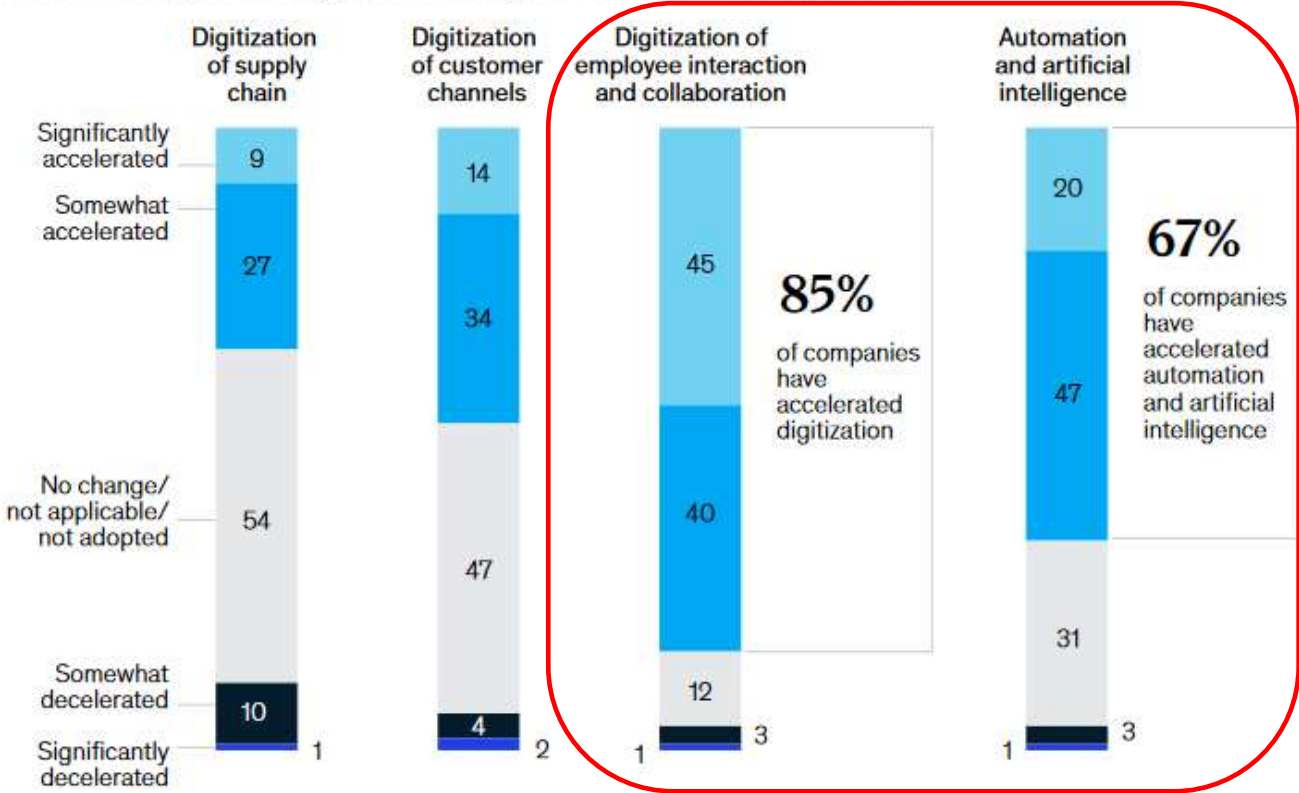
¹Respondents who answered "entry of new competitors in company's market/value chain" or "exit of major competitors from company's market/value chain" are not shown; compared with the other 10 changes, respondents are much more likely to say their companies have not been able to respond.

²For instance, increased focus on health/hygiene.

WORKING IS BEING MOST DIGITIZED

Executives say they have accelerated the deployment of digitization and automation during the COVID-19 pandemic.

Since the start of the COVID-19 outbreak, how has your company's or business area's adoption of the following technology trends changed? % of respondents (n = 800)



Note: Figures may not sum to 100%, because of rounding.
Source: McKinsey Global Business Executives Survey, July 2020

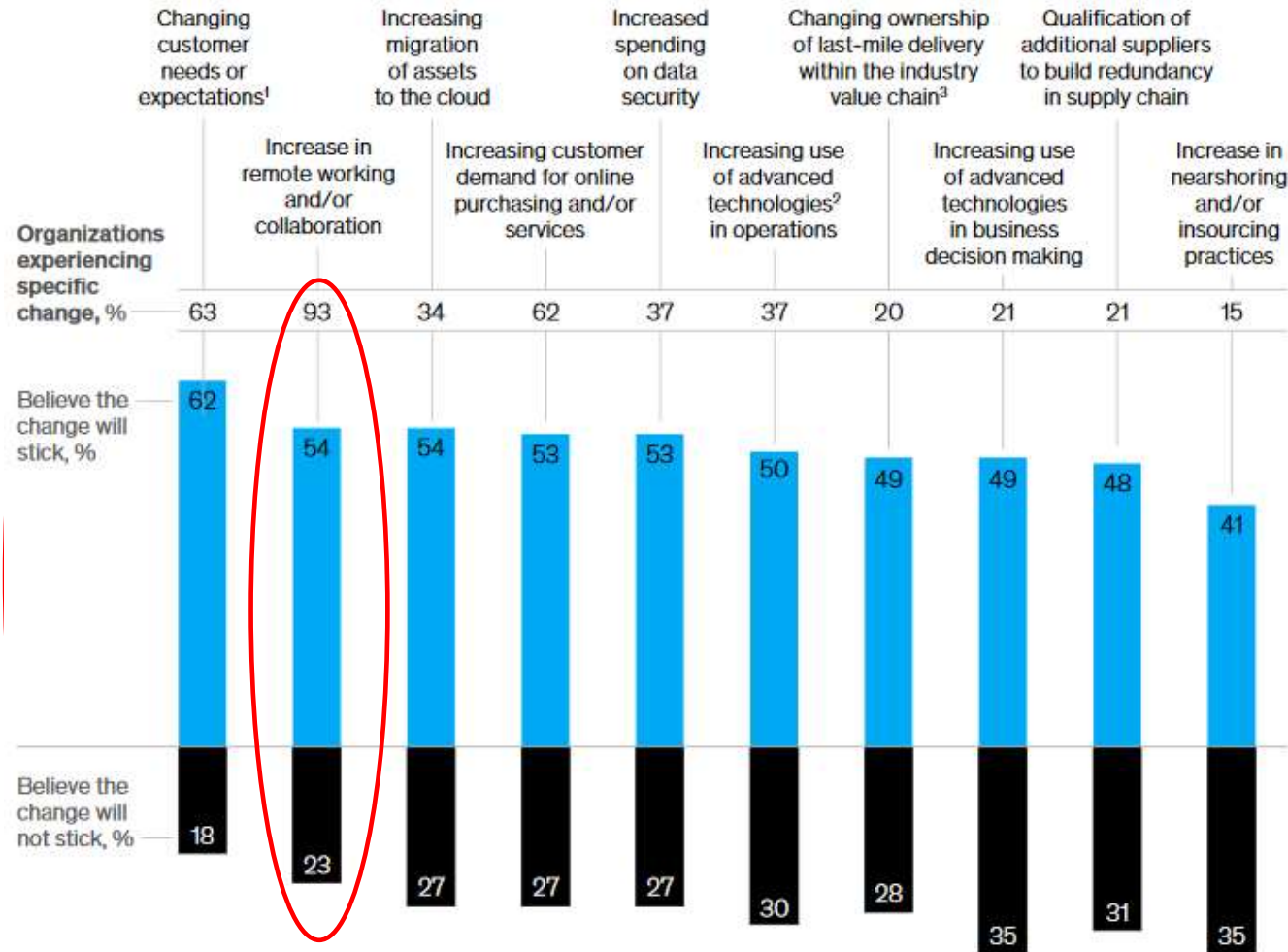
McKinsey
Global Institute

What 800 executives envision for the postpandemic workforce

Responses to a McKinsey global survey of 800 executives suggest a disruptive period of workplace changes lies ahead due to acceleration of automation, digitization, and other trends.

<https://www.mckinsey.com/~media/McKinsey/Industries/Public and Social Sector/Our Insights/Future of Organizations/What 800 executives envision for the postpandemic workforce/What-800-executives-envision-for-the-postpandemic-workforce-v4.pdf>

REMOTE WORK AND ITS DIGITIZATION VERY LIKELY TO ENDURE



Note: Respondents who answered "don't know," "not applicable," or "some of the change will stick" are not shown.

¹For instance, increased hygiene awareness.

²For instance, automation, artificial intelligence, and advanced analytics.

³I.e., a different final point of contact with end users.

McKinsey
& Company

McKinsey Digital and Strategy & Corporate Finance Practices

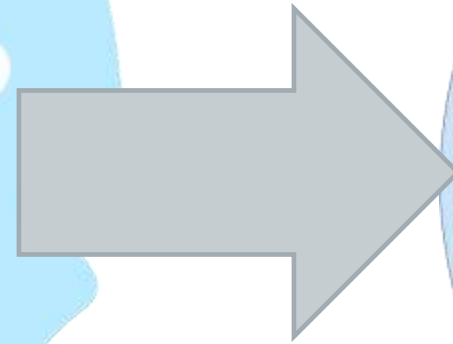
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GLOBAL REMOTE WORK DIGITALIZATION = THE NEW VIRTUAL "FACTORY"

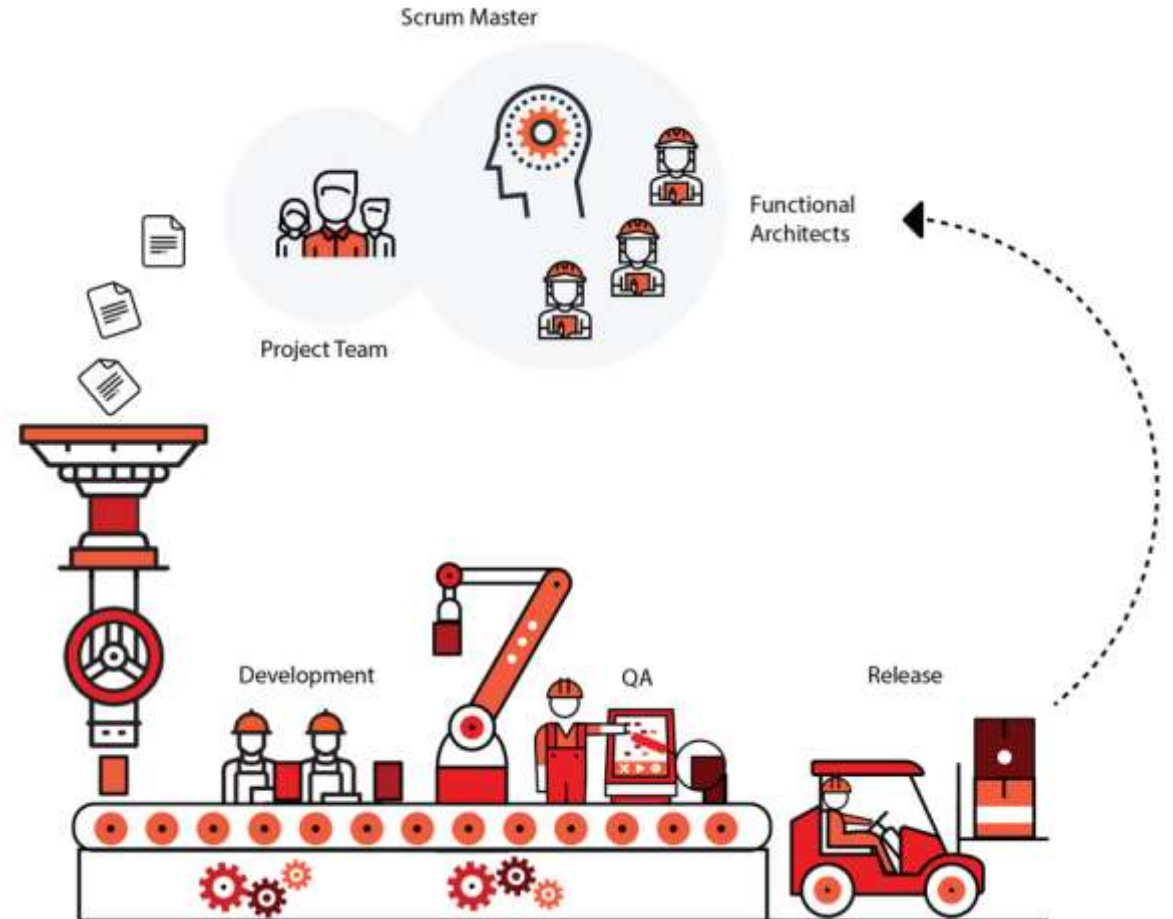
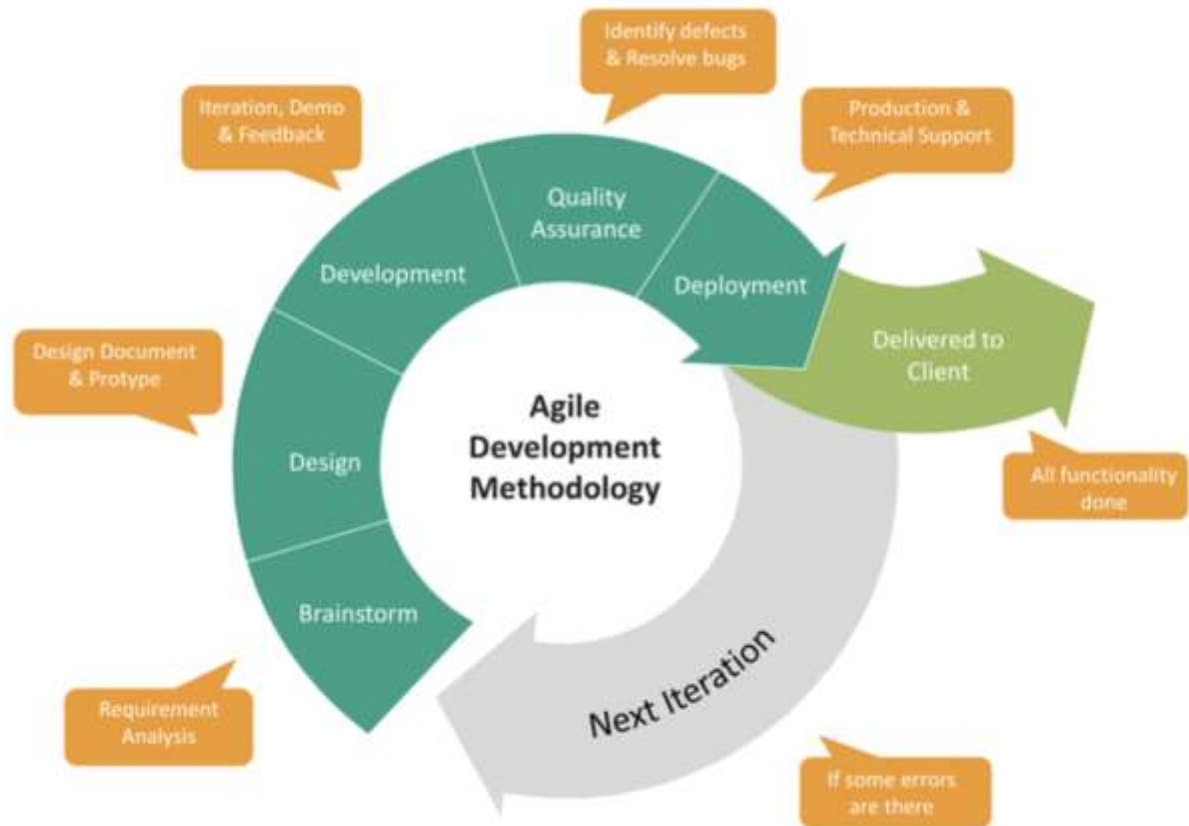
BEFORE



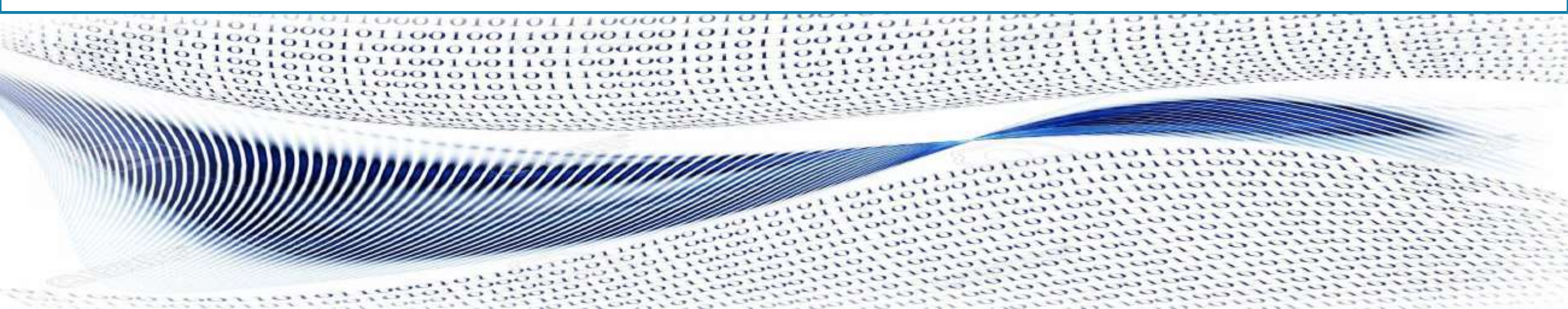
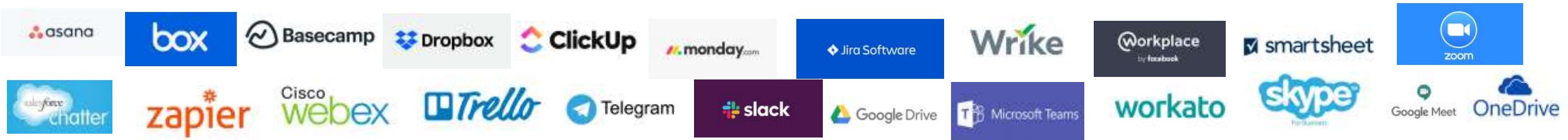
AFTER - NOW



AGILE DIGITAL DEVELOPMENT IS CONTINUOUS PRODUCTION



WORK (COLLABORATION) DIGITIZATION – EWORKING



ORGANIZING DIGITIZED WORKING

Increasing Value

COLLABORATIVE CLOUD PLATFORMS

Wrike Basecamp asana

Telegram monday.com Trello

ClickUp smartsheet

Workplace by facebook slack salesforce chatter

Jira Software Microsoft Teams ...

OneDrive box Google Drive

Dropbox Google Meet zoom

skype Cisco webex ...

Plan
Results
"Work"

Asana, Basecamp,
Monday.com
Smartsheet
Trello, Wrike

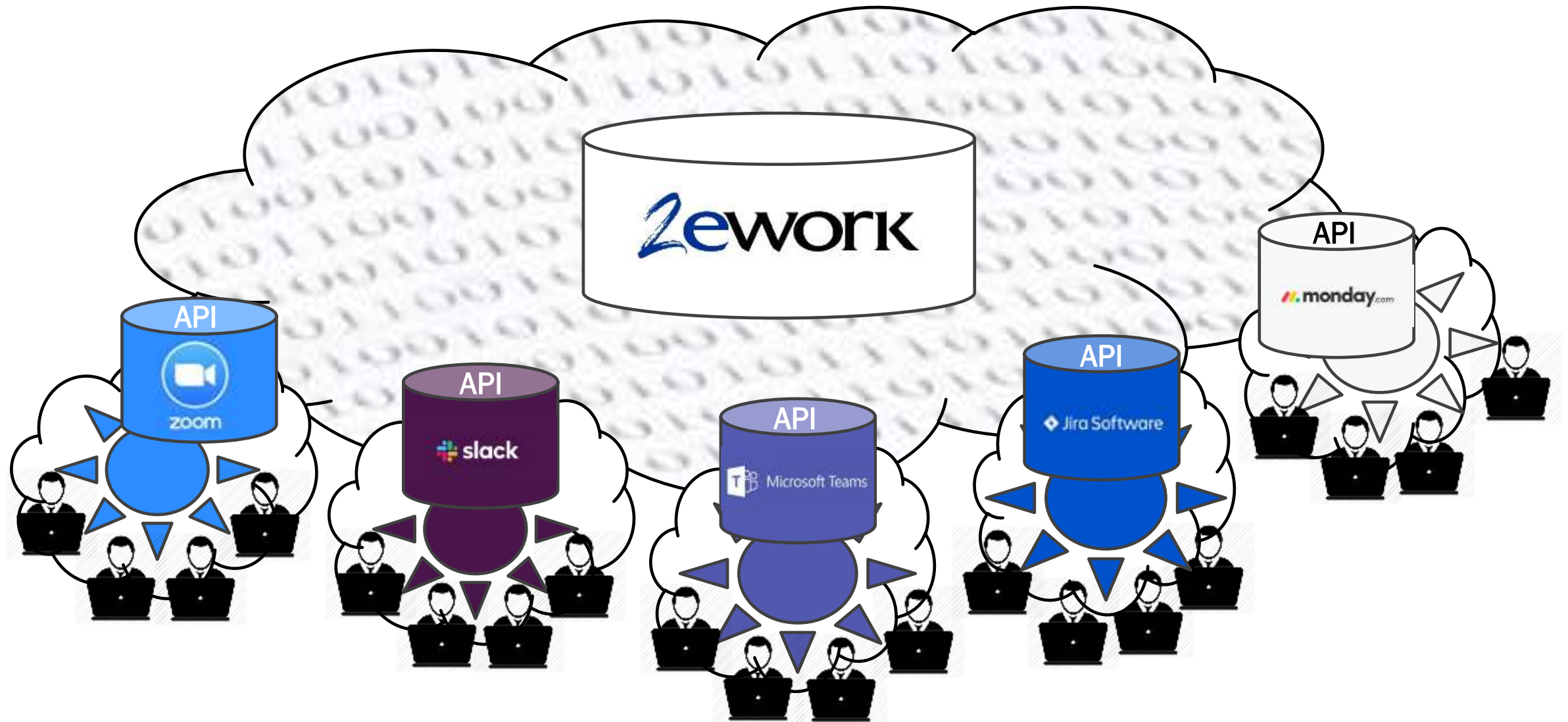
Information
Collaboration

Slack, Jira, Telegram
FB-Workplace
SF-Chatter,
MS-Teams,

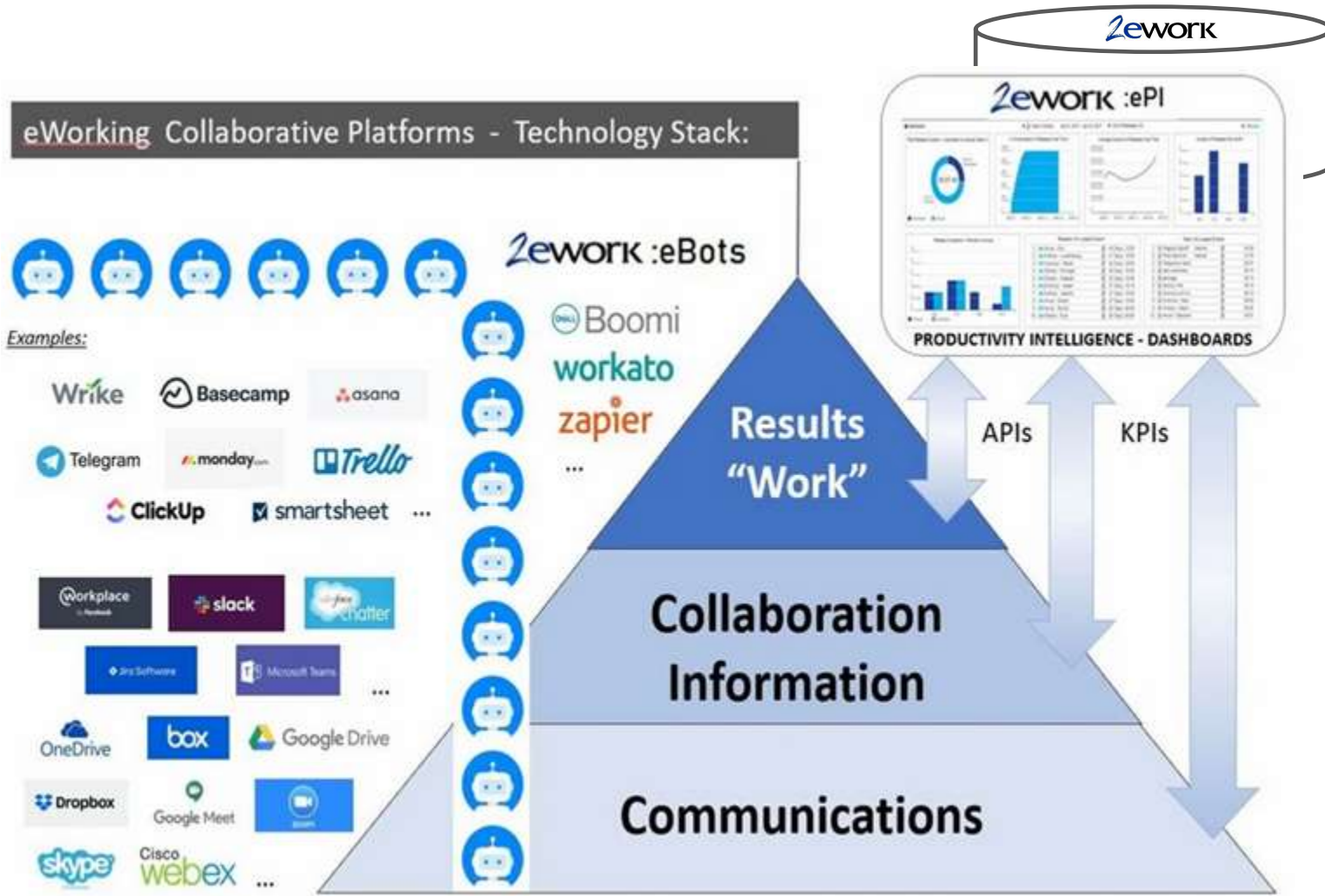
Communications

Google Meet
ZOOM, Webex
MS-Skype

WORKING DATA COLLECTION



2EWORK OFFERINGS: INITIAL ROADMAP



ePI – ework Productivity Intelligence

- Collects data from collaboration platforms
- Aggregates, normalizes, conditions, structures, etc., incoming data
- Augments and adds value to the data by using
 - Control methods (SPC)
 - machine learning pattern definition (AI?)
- Insights through data visualization and other analysis abilities
- Event triggers notification programming

eBots – eworking assistant bots

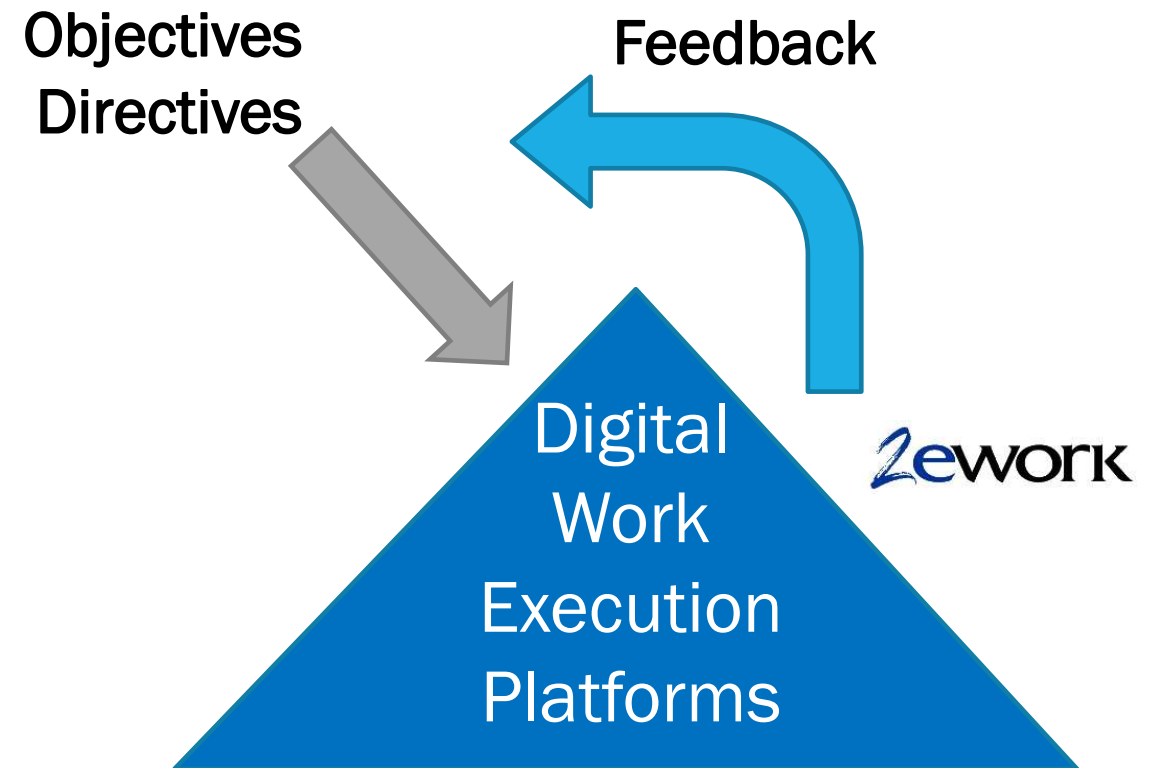
- Receive natural language directives (input)
- Return notifications, triggers to kick-off workflows
- Interoperable between native platform and ePI

BENEFITS OF EWORKING ANALYTICS ON PERFORMANCE AGILITY

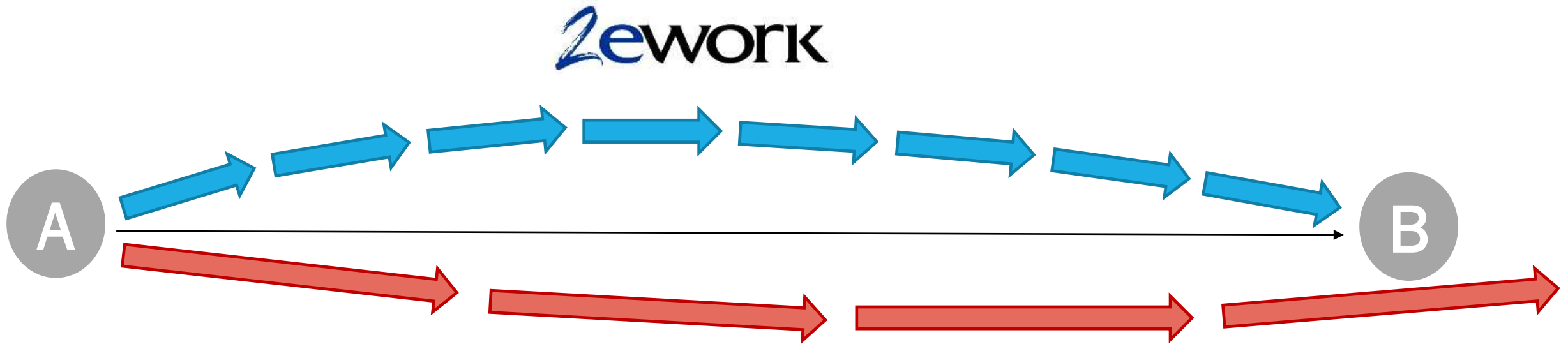
- Management must have performance feedback data loops otherwise orgs are continuously under performing – eventually leading to company downfall
- Much better and more agile performance directly depends on more real time data, better intelligence
- Cost of developing specific data driven performance feedback systems are often impractical – too expensive, not agile enough for their lifetime utilization

2ework

Provides a platform to quickly, flexibly and inexpensively derive work performance related intelligence that's used to drive improvements in a company's agile performance. It works better!

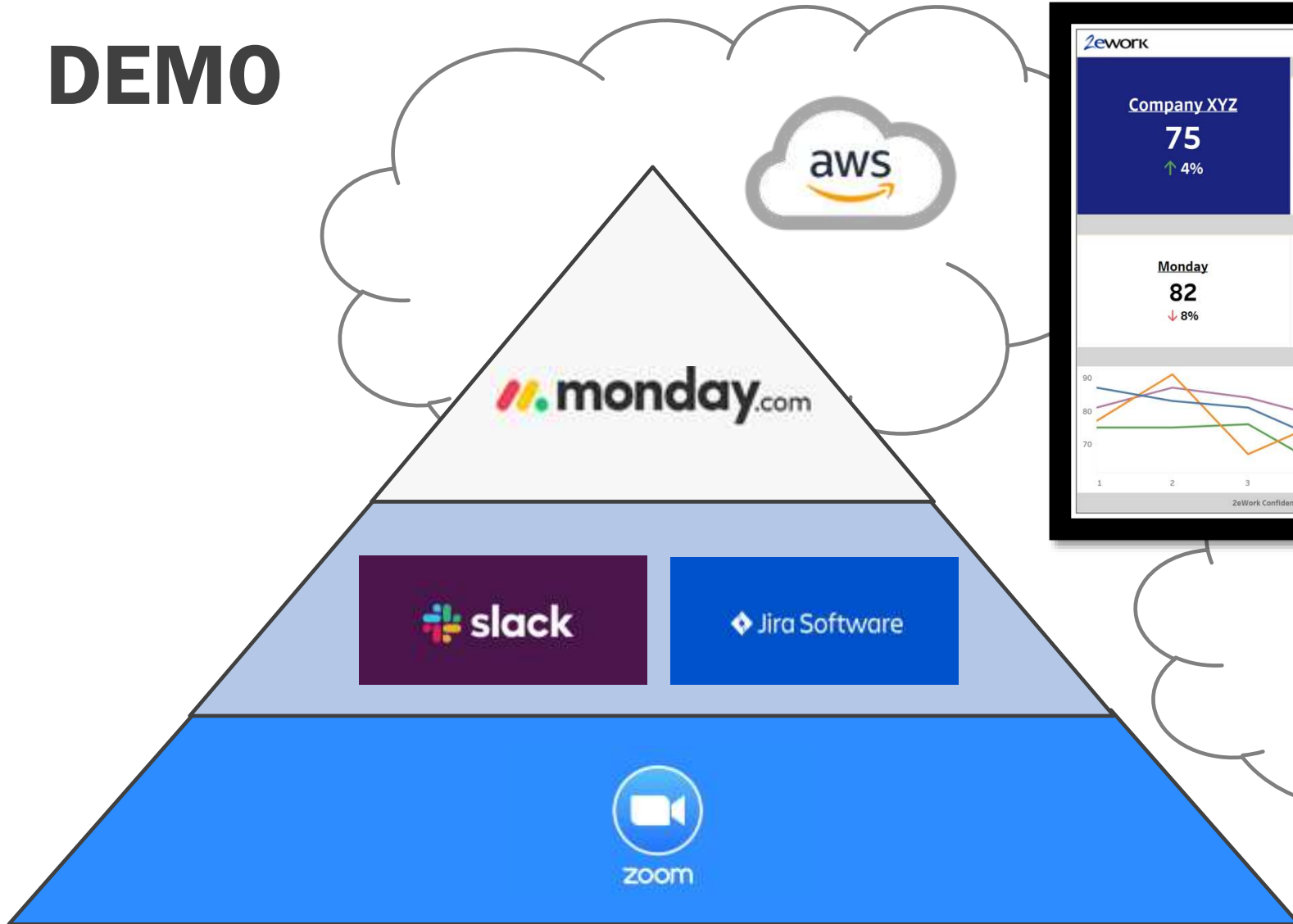


FASTER RELEVANT FEEDBACK IMPROVES PERFORMANCE



RESULTS: LESS AGILE = HIGHER RISK OF MISSING OBJECTIVES

DEMO



2ework:ePI

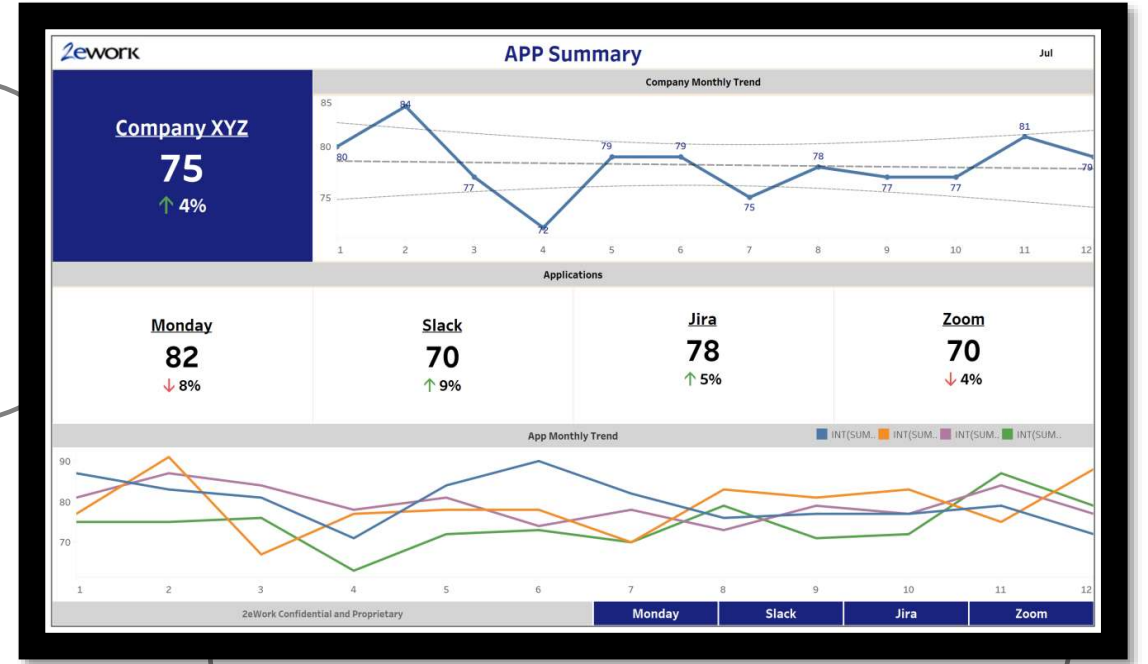


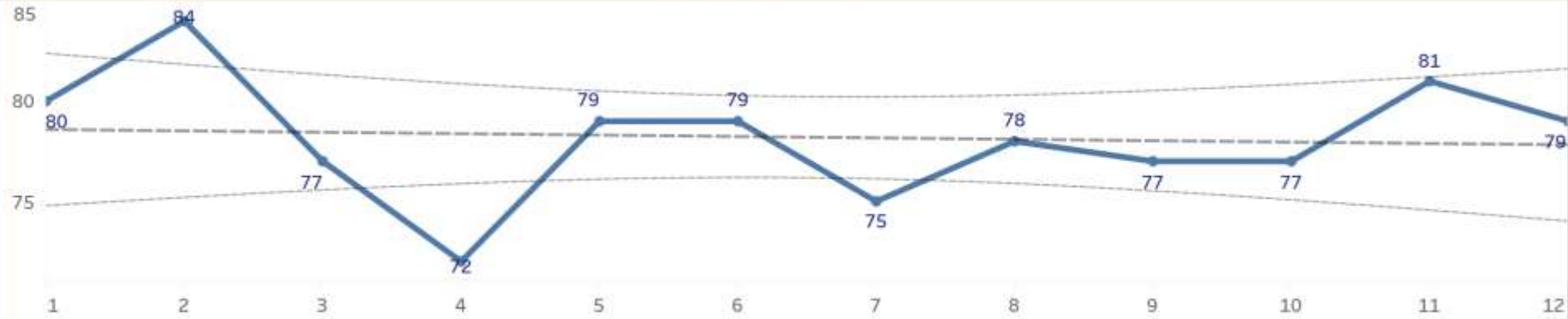
tableau
SOFTWARE

Company XYZ

75

↑ 4%

Company Monthly Trend



Applications

Monday

82

↓ 8%

Slack

70

↑ 9%

Jira

78

↑ 5%

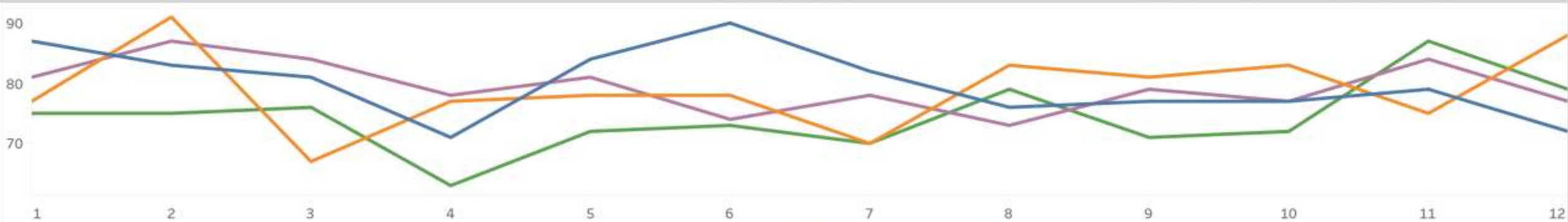
Zoom

70

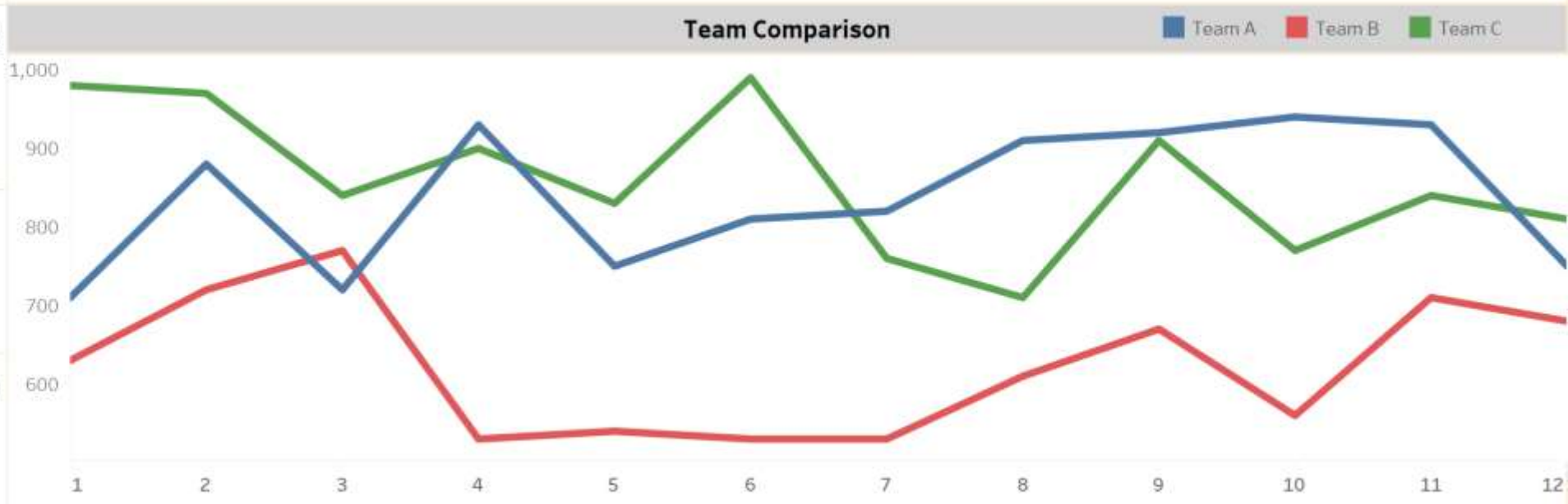
↓ 4%

App Monthly Trend

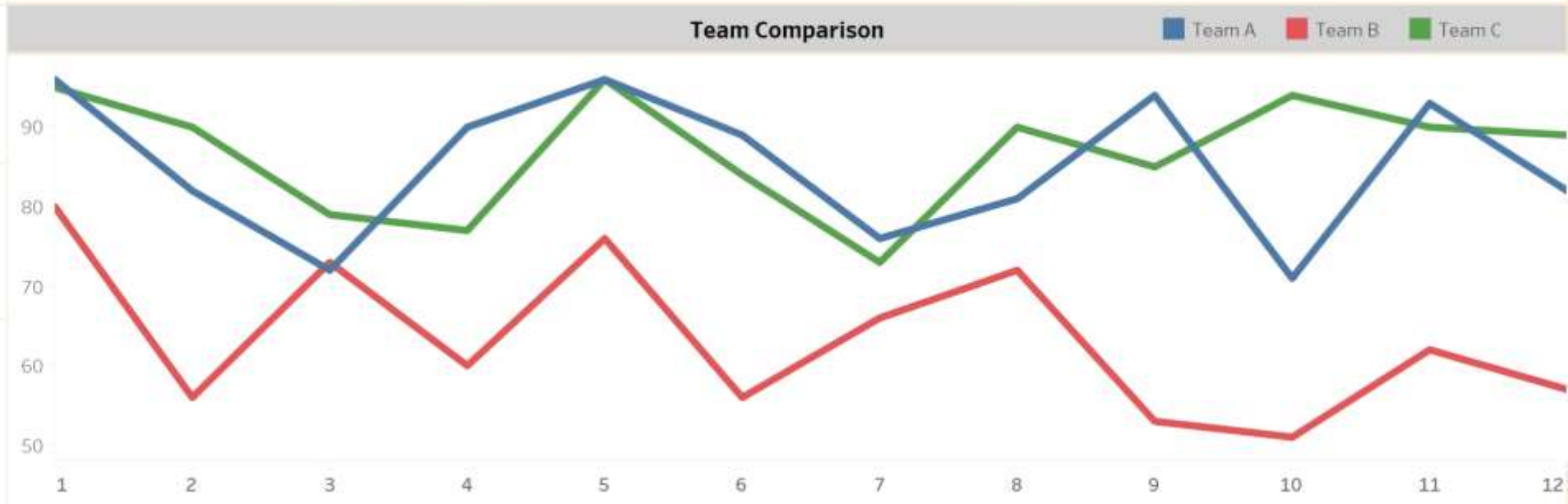
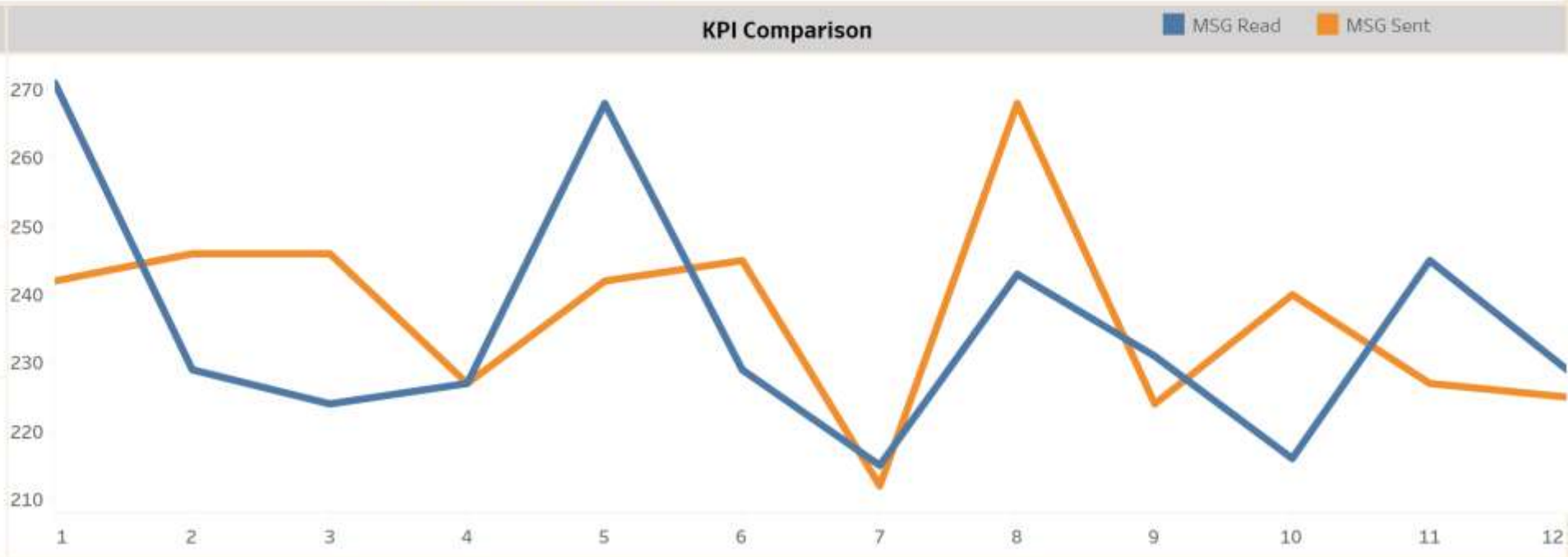
Legend: Blue (INT(SUM..)), Orange (INT(SUM..)), Purple (INT(SUM..)), Green (INT(SUM..))



KPIs	
Monday 82 ↓ 8% Teams 22 ↓ 8%	Active Users 23 ↑ 4% Projects 270 ↑ 10%
Tasks Created 2,210 ↓ 14%	Tasks Completed 2,110 ↑ 9%
Open Tasks % 18% ↓ 2%	Users Creating Tasks % 53% ↓ 26%
AVG Days to Complete 13 ↓ 13%	AVG Tasks per Team 132 ↑ 12%
AVG Tasks per Project 33 ↑ 8%	AVG Projects per Team 11 ↑ 2%



KPIs	
Slack 70 ↑ 9%	Active Users 25 ↓ 0%
MSG Read 215 ↓ 6%	MSG Sent 212 ↓ 13%
Private Channels 244 ↑ 12%	Public Channels 218 ↓ 10%
Users Reading % 74% ↓ 9%	Users Posting % 72% ↓ 10%
Files Shared 240 ↓ 2%	Files Downloaded 231 ↑ 1%
Meetings Started 241 ↑ 9%	Meetings Attended 246 ↑ 14%



KPIs

Jira

78

↑ 5%

Teams

20

↓ 17%

Open Stories

267

↑ 16%

Assigned Stories

249

↑ 16%

P2 %

23%

↓ 2%

MT Acknowledge

2

↓ 27%

Active Users

26

↓ 0%

Projects

102

↓ 16%

Closed Stories

250

↑ 5%

P1%

25%

↑ 4%

P3 %

17%

↑ 7%

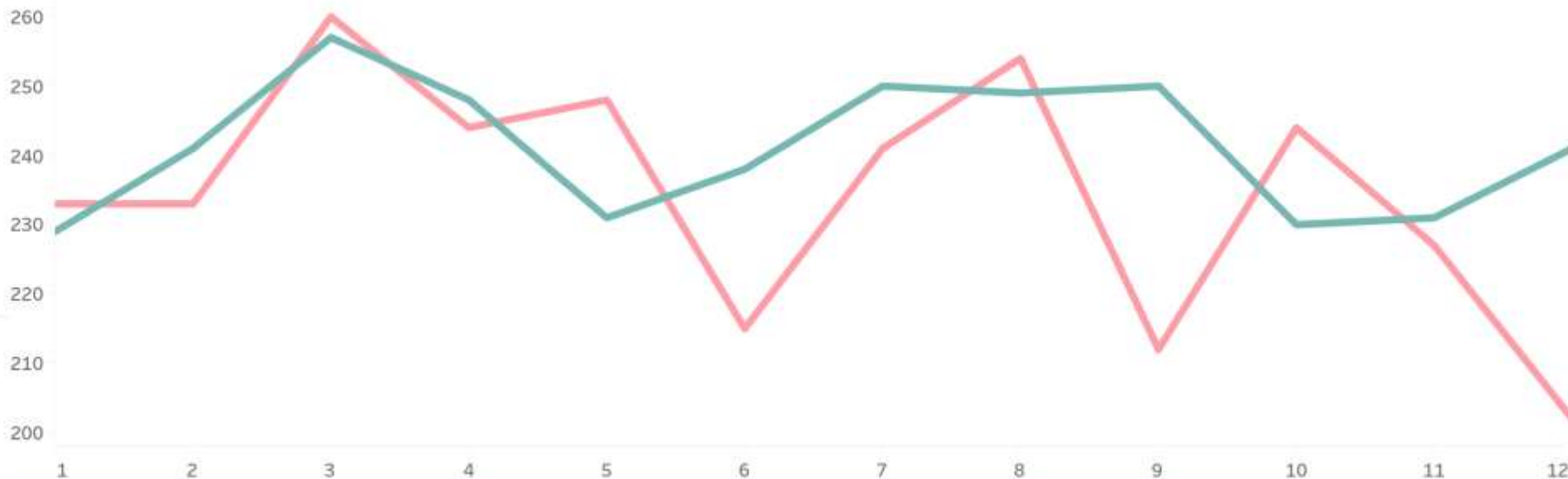
MT Resolve

15

↓ 180%

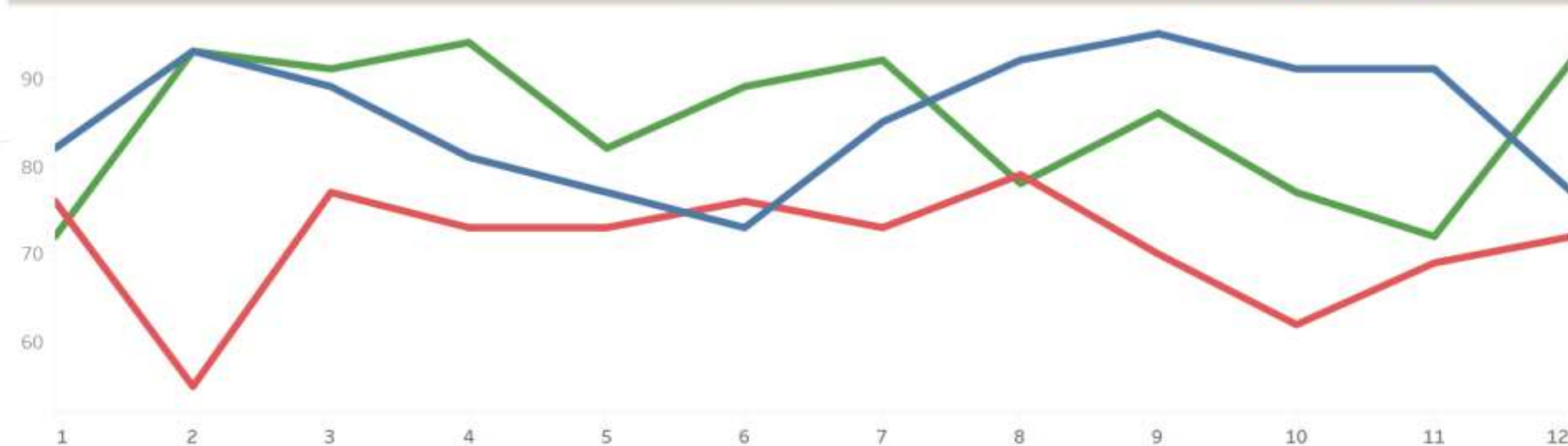
KPI Comparison

Closed stories Open stories

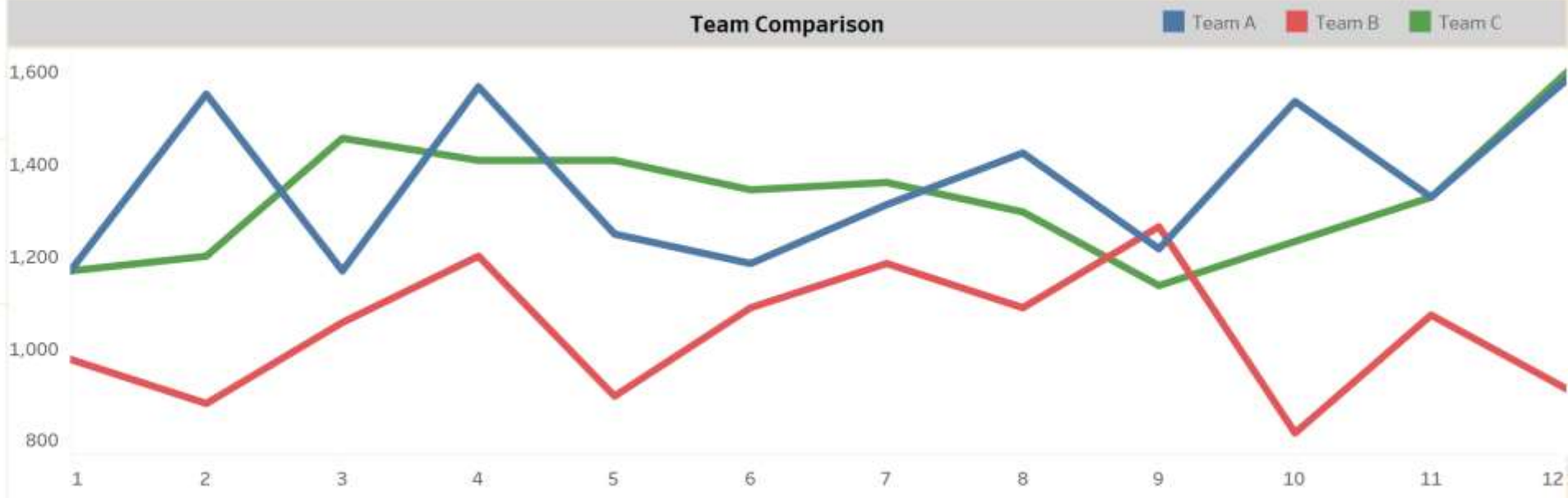
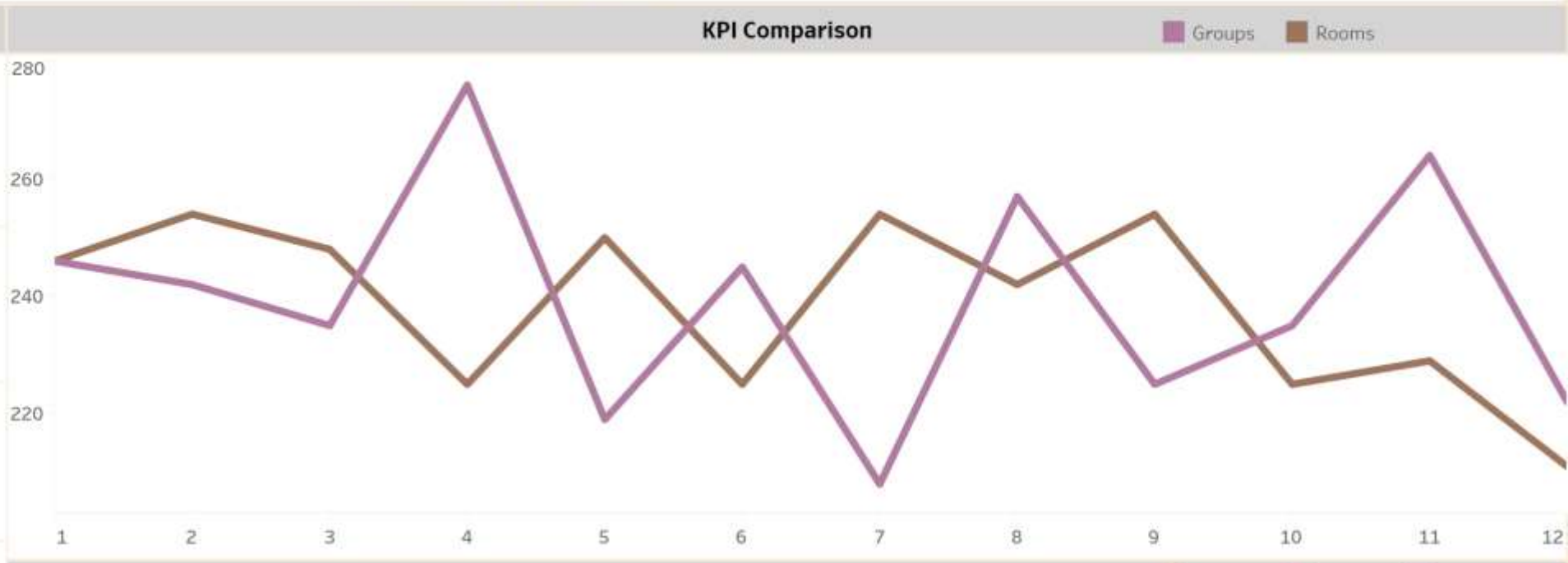


Team Comparison

Team A Team B Team C



KPIs	
Zoom 70 ↓ 4%	Active Users 24 ↑ 4%
Meetings 237 ↑ 1%	Meeting Minutes 3,856 ↑ 7%
Total Participants 132 ↑ 16%	Webinars 25 ↑ 4%
Groups 20 ↓ 17%	Rooms 51 ↑ 13%
IM Sent Messages 231 ↓ 7%	IM Received Msgs 263 ↓ 7%
Storage Available 2,080 ↓ 14%	Storage Used 2,150 ↓ 14%



HOW DO WE IMPROVE HOW WE ARE WORKING NOW?

Millions of questions....

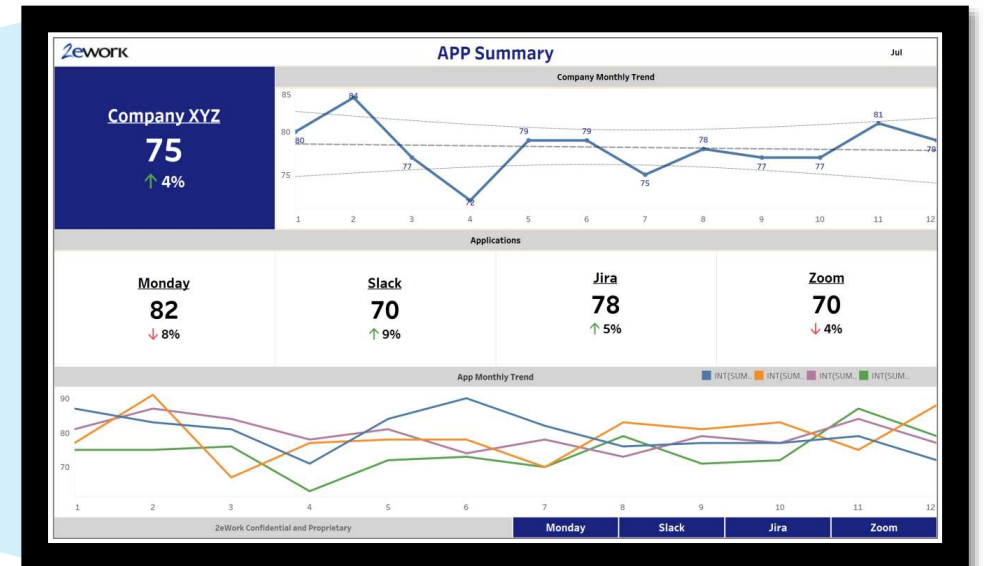
How's all this remote work performing?

How many video calls worsen Zoom fatigue?

How do we improve our team's work-life balance?

Which team needs the most help reaching their objectives?

Harder with NO Digitized Work Data Analysis for insights - answers.



To better understand your work digitalization technology maturity take the <https://2ework.com/survey>

