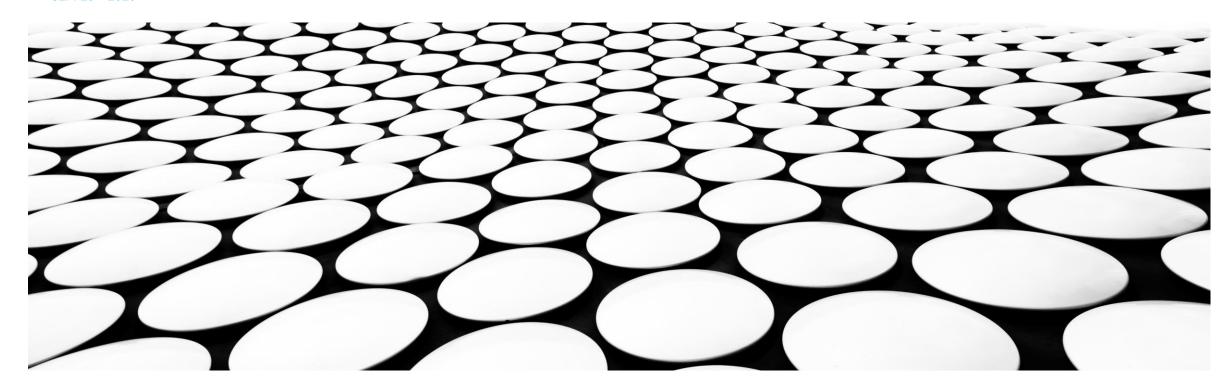
# EWORKING - VISIBILITY INTO THE NEW NORMAL ERA OF REMOTE WORKFORCES AND WORK

2ework

HANS BUKOW SEPT 29<sup>TH</sup> 2020



#### **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. <a href="https://www.linkedin.com/in/hansbukow/">https://www.linkedin.com/in/hansbukow/</a> Hans will relate the innovation behind this pandemic driven eworking era and how 2ework is progressing on it's mission of measuring towards improving working digitalization. (~20 mins)

Demonstration (~10 mins)



**Lori Kevin** – Brings over 20 years experience in IT from customer support to data center management to Cloud Operations, all with a laser focus on security to ensure critical systems support availability, confidentiality and integrity. Like all of us, Lori, now at Chicago based Intelligent Medical Objects had to scramble to support her newly remote ework force. Lori will relate how she's trying to make using Jira, MS Teams and eworking in general work with her CEO's OKR management mandate. (~15 mins)

Questions and Answers from Attendants (~15 mins)

#### **GLOBAL PANDEMIC DRIVES THE WORLD TO DIGITALIZE WORK**

https://www.mckinsey.com/business-functions/mckinsey-digital/our-insights/how-six-companies-are-using-technology-and-data-to-transform-themselves https://www.raconteur.net/technology/infonomics-data-asset

https://2ework.com/about/f/remote-work-assessment-is-serious-business-is-eworking-working

https://2ework.com/survey --- to better understand your work digitalization (eworking) maturity level

Work-at-home will save U.S. employers over \$30 Billion a day in what would have otherwise been lost productivity during office closures due to COVID-19.

When clients ask "How will I know if they're working?" I ask "How do you know they are working now?"

Our best estimate is that 25-30% of the workforce will be working-from-home multiple days a week by the end of 2021.

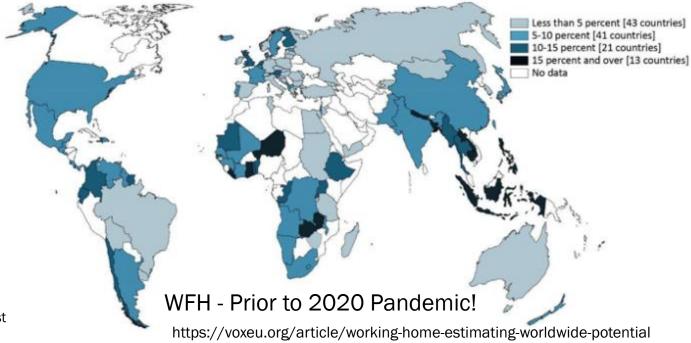
Kate Lister, President of Global Workplace Analytics

https://globalworkplaceanalytics.com/work-at-home-after-covid-19-our-forecast

3.49B Global Labor Force (World Bank 2020) x 25% ~ 870 Million

2019 - When the World Exceeded 1 Billion Knowledge Workers

https://blogs.gartner.com/craig-roth/2019/12/11/2019-exceeded-1-billion-knowledge-workers/



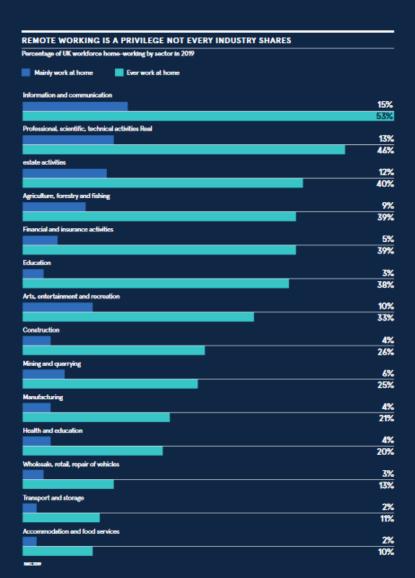
# MEET THE REMOTE WORKER

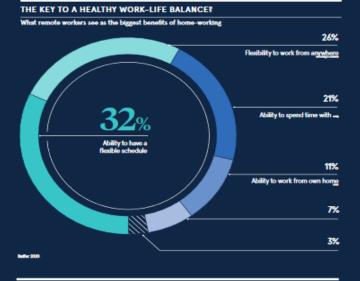
The coronavirus pandemic has caused millions of us to set up offices at home, but a number of people have been championing this working style for years. Not only do they enjoy a healthier work-life balance, these remote workers seem to be happier, more loyal and more productive. So what do these employees have in common, besides their workplace, and can they teach businesses anything about embracing a flexible working policy?

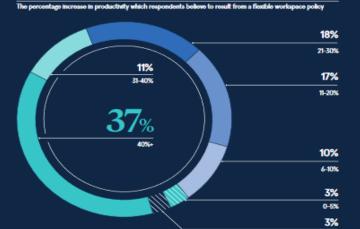
#### REMOTE WORKING IS NOT JUST FOR THE HIGH EARNERS

Salary ranges for respondents in US dollars (numbers may be over 100 per cent due to rounding)

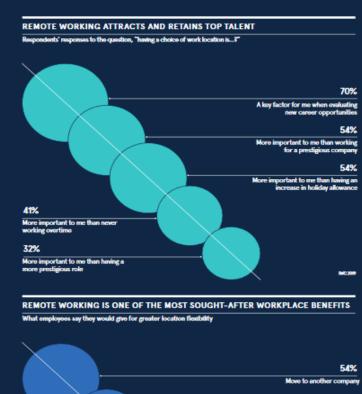
Up to 25k	25-50k	50k-75k	75k-100k	100k-125k	125k-150k	150k-200k	Over 200
12%	14%	19% ———	17%	12%	11%	10%	6%

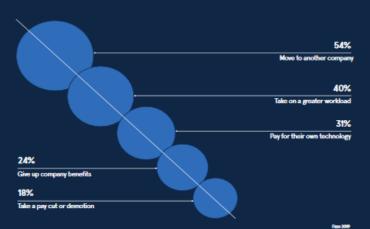






**REMOTE WORKING CAN BE A BOON TO PRODUCTIVITY** 















#### PANDEMIC ACCELERATED EWORKING INNOVATION

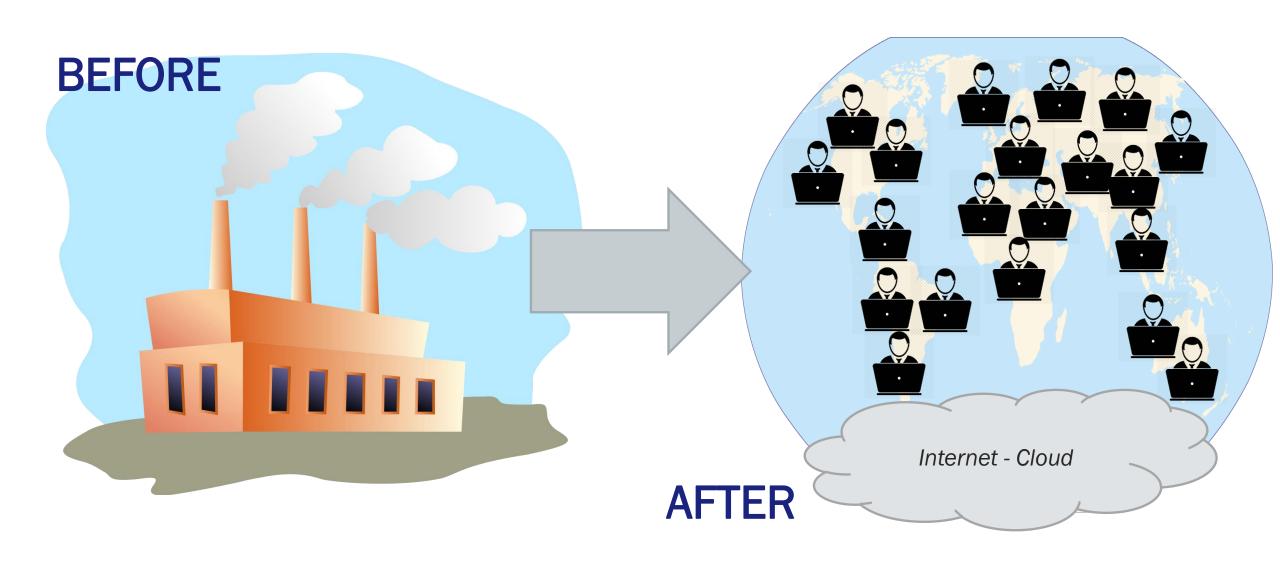
- Remote Working Playbooks Clearer best practices, roles from remote only firms such as GitLab, Toptal, etc.
   <a href="https://www.google.com/search?client=firefox-b-1-d&q=remote+working+playbooks">https://www.google.com/search?client=firefox-b-1-d&q=remote+working+playbooks</a>
- Asynchronous increase versus Synchronous task, process flow redesigns -<a href="https://blogs.metricstream.com/workplace-productivity-pandemic/">https://blogs.metricstream.com/workplace-productivity-pandemic/</a>
- Agile Development / Performance accelerated adoption and faster, continuous situational adaptations
   https://devops.com/survey-sees-increased-agile-adoption-during-covid-19/
- Machine Learning / Al evolution and deployment -<a href="https://techcrunch.com/2020/09/25/4-things-to-remember-when-adapting-ai-ml-learning-models-during-a-pandemic/">https://techcrunch.com/2020/09/25/4-things-to-remember-when-adapting-ai-ml-learning-models-during-a-pandemic/</a>
- At the MS-Teams COMMUNICATIONs level: updates from last week's MS Ignite include:
  - Together Mode enhancements
  - Breakout rooms
  - Increased team size
  - Team templates
  - Custom meeting layouts
  - Meeting recaps
  - Streamlined Calling enhancements
  - Home site app
  - Updates for first line worker deployments push to talk ability
  - Workplace Analytics in Oct 2020

https://www.uctoday.com/collaboration/team-collaboration/microsoft-goes-all-out-at-ignite-2020

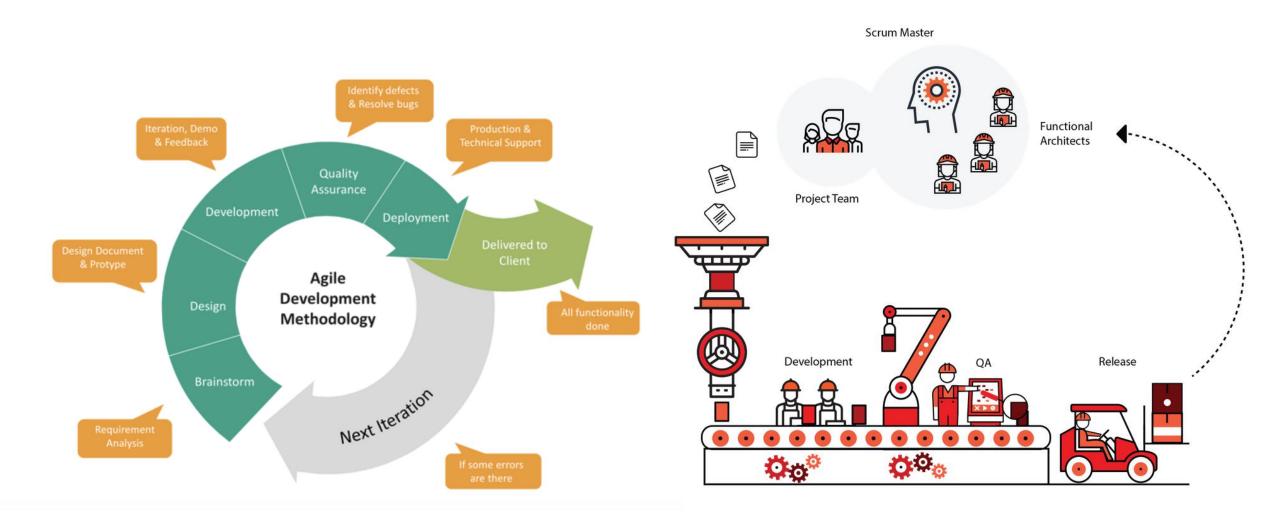
### **SURVEY QUESTIONS & ANSWERS & RESULTS:**

Questions:	Answers & Results					
1) BIG PICTURE: How much of your company's value is now dependent on "eworking" – digital value creation - delivery?	<ul> <li>a) &lt;25% - for example, agriculture/commodities company</li> <li>b) 50%-25% - for example, physical services delivery company</li> <li>c) 75%-50% - for example, logistics/transportation company</li> <li>d) &gt;75% - for example, pure tech based company</li> <li>75%</li> </ul>					
2) How fast is the number and use of cloud based	a) Not at all, or decreasing n~50					
is now	before  h of your company's value  Dw work online from anywhere					
dependent on "eworking"  3) How fast is automation, machine learning delivery?	- digital value creation -					
progressive IT usage increasing at your com <25% - for example, agriculture	/commodities company 12% Defore					
50%-25% - for example, physic	al services delivery company 0% /One is more cloud dependent					
4) How much data, fact derived information support your work management related dec >75%-50% - for example, logistic	ports on related activities					
5) When do you think your organization will management level attention on fully digitalizing ment.	much more than before now. terest and happening faster than before  c) Big plans are getting into our 2021 budgets d) Executives are driving, sponsoring improvements to happen ASAP!					

#### **GLOBAL REMOTE WORK DIGITALIZATION = YOUR NEW VIRTUAL "FACTORY"**



#### AGILE DIGITAL DEVELOPMENT IS CONTINUOUS PRODUCTION



### **WORK (COLLABORATION) DIGITALIZATION - EWORKING**











































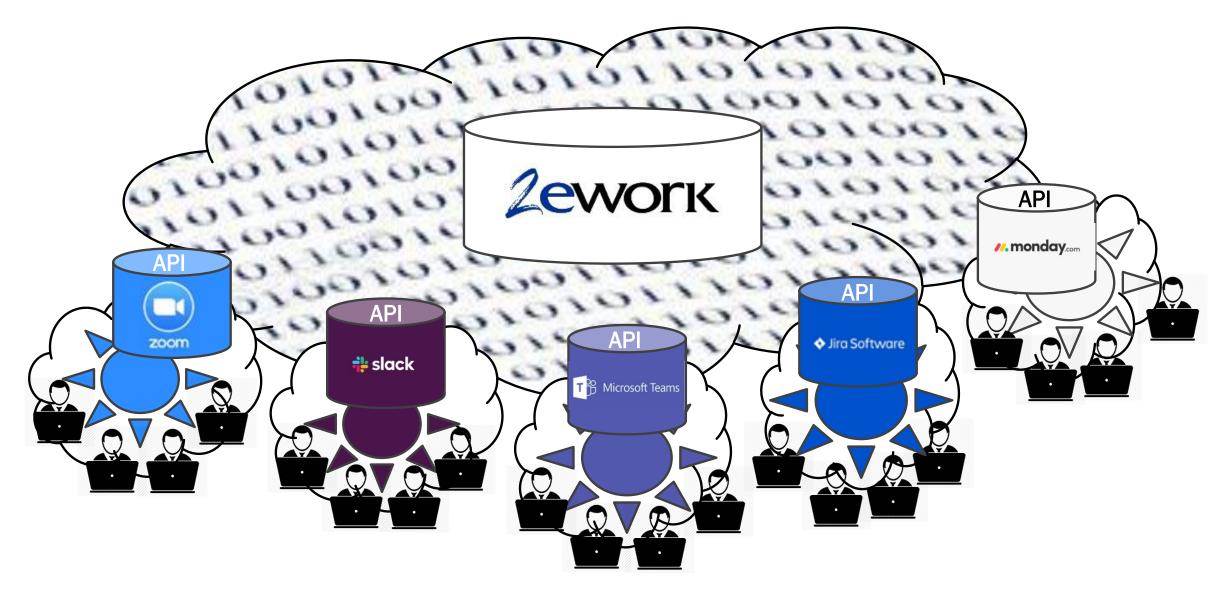








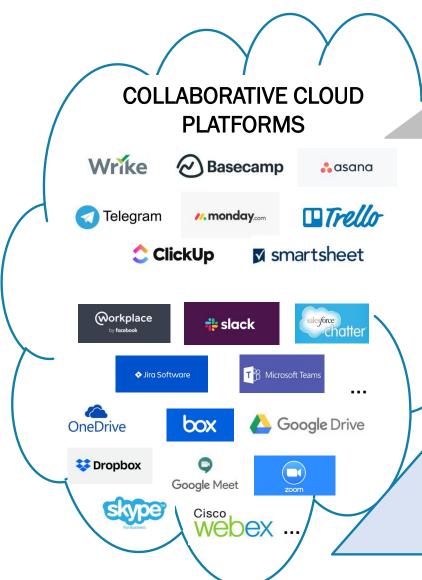
#### **EWORKING DATA COLLECTION**



### **SURVEY QUESTIONS & ANSWERS & RESULTS:**

Questions:	Answers & Results			
1) BIG PICTURE: How much of your company's value is now dependent on "eworking" – digital value creation - delivery?	<ul> <li>a) &lt;25% - for example, agriculture/commodities company</li> <li>b) 50%-25% - for example, physical services delivery company</li> <li>c) 75%-50% - for example, logistics/transportation company</li> <li>d) &gt;75% - for example, pure tech based company</li> </ul>			
2) How fast is the number and use of cloud based collaboration tools in your company increasing?	<ul> <li>a) Not at all, or decreasing</li> <li>b) Somewhat same as before</li> <li>c) Faster than before</li> <li>d) Exploding since all now work online from anywhere</li> </ul>			
3) How fast is automation, machine learning. All and other progressive IT usage increasing at yo  1. How fast is the number and use of collaboration tools in your companions.  Not at all, or decreasing.				
4) How much data, fact derived information support your work management relat  Faster than before	one – rely mostly on gut - interpret my observations  ient from others and combine with my views  me data reports on related activities  y on business intelligence, data dashboards, KPIs			
5) When do you think your organizati Exploding since all now work online from a	not doing much more than before now.  ttom up interest and happening faster than before			

#### **ORGANIZING DATA COLLECTION**



# Increasing Value

Plan
Results
"Work"

Asana, Basecamp, Monday.com Smartsheet Trello, Wrike

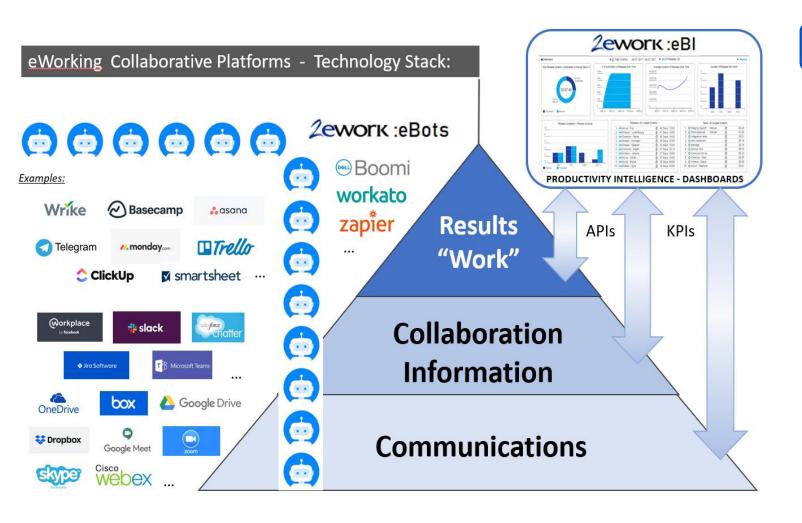
Information Collaboration

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

Communications

Google Meet ZOOM, Webex MS-Skype

#### **2EWORK OFFERINGS: INITIAL ROADMAP**



### ePl

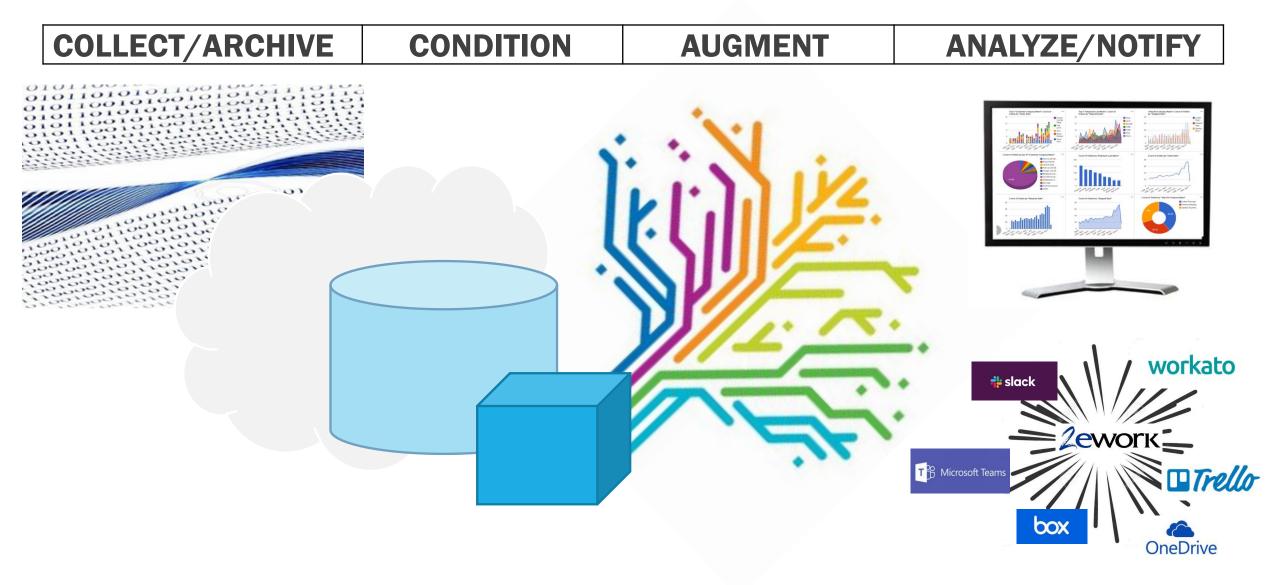
#### - ework Productivity Intelligence

- 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 programing

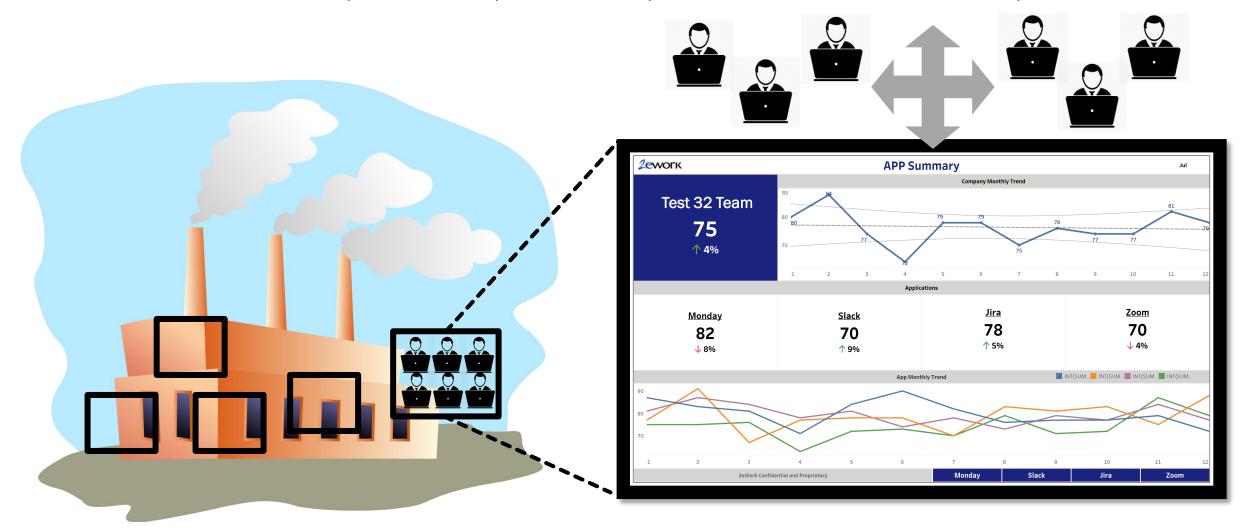
#### eBots - eworking assistant bots

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

#### **EWORKING DATA ANALYTICS MACRO STEPS:**



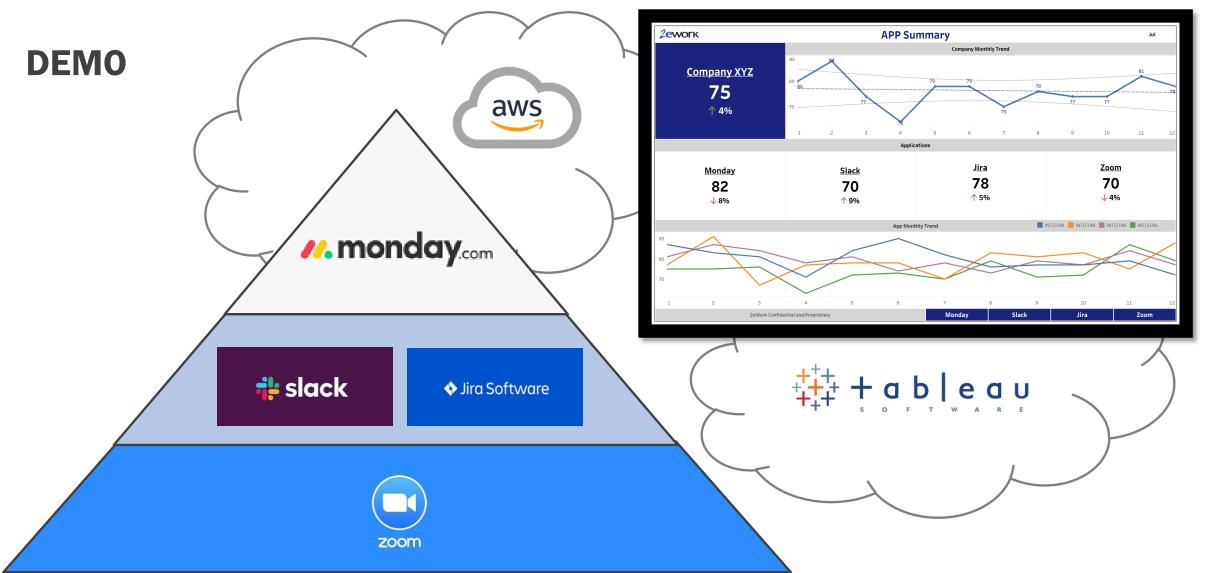
## **EWORKING DATA: BASIC AUGMENTATION ANALYSIS: TRENDING, SORTING, SCORING, RELATIVE COMPARISON, ETC.**

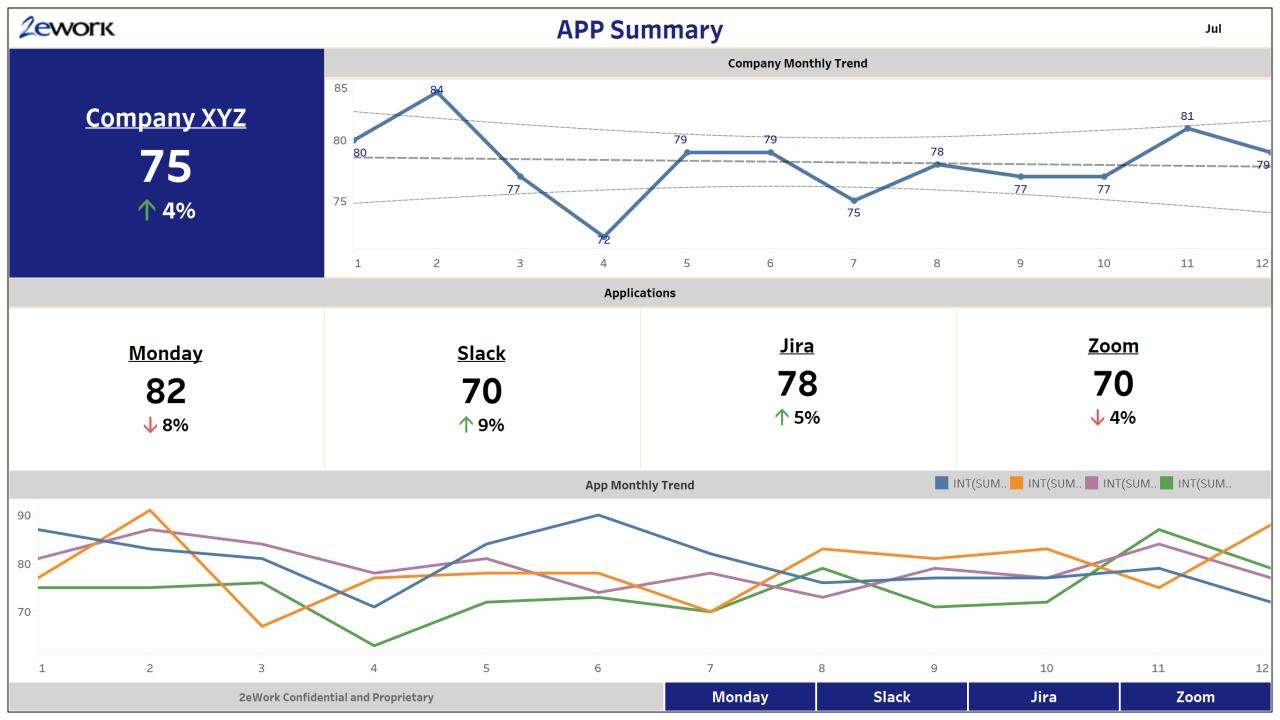


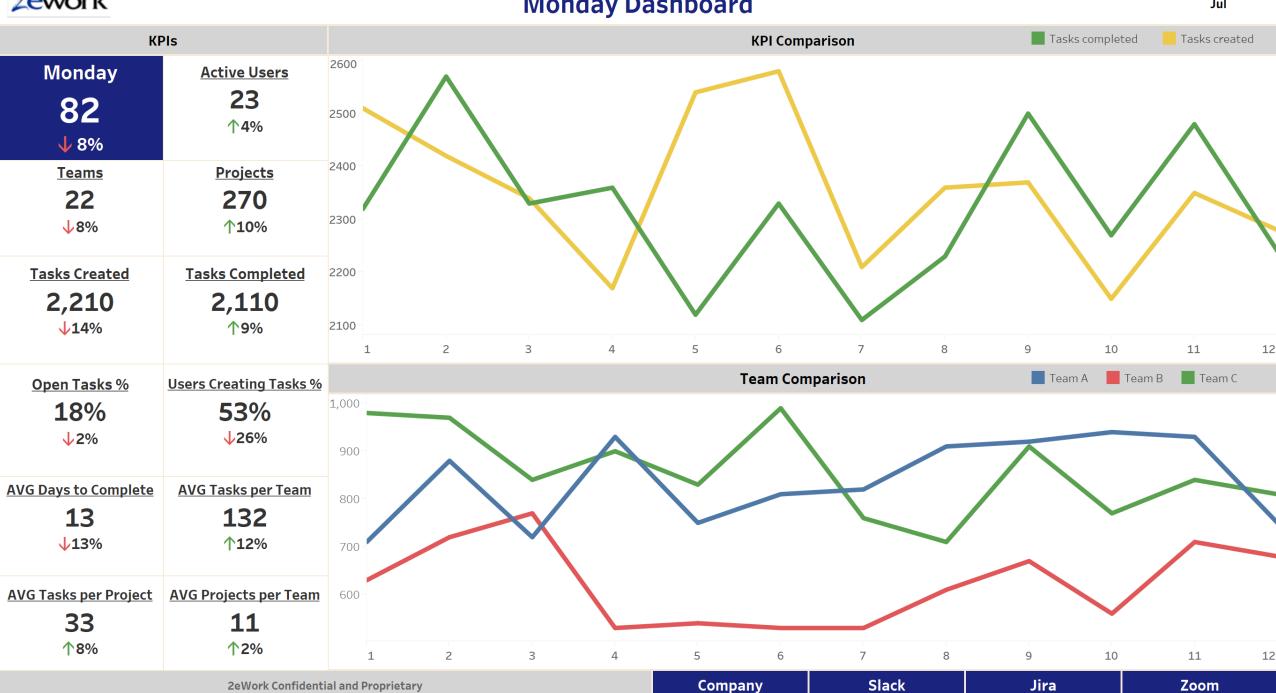
### **SURVEY QUESTIONS & ANSWERS & RESULTS:**

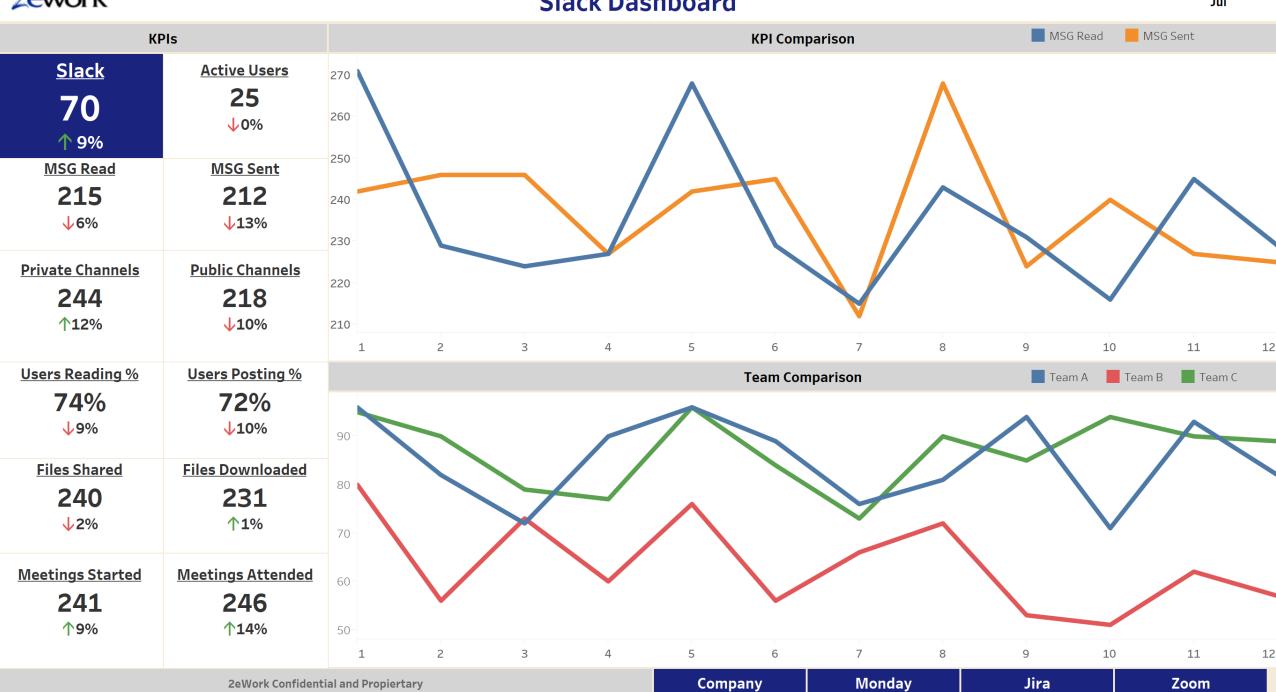
#### 1. How fast is automation, machine learning, Al and **Questions: Answers & Results** other progressive IT usage increasing at your company? Not at all, or decreasing Somewhat same as before Faster than before Exploding since everyone is more cloud dependent n~50 3) How fast is automation, machine learning, Al and other 8% Not at all, or decreasing Somewhat same as before 23% progressive IT usage increasing at your company? Faster than before 46% Exploding since everyone is more cloud dependent 23%

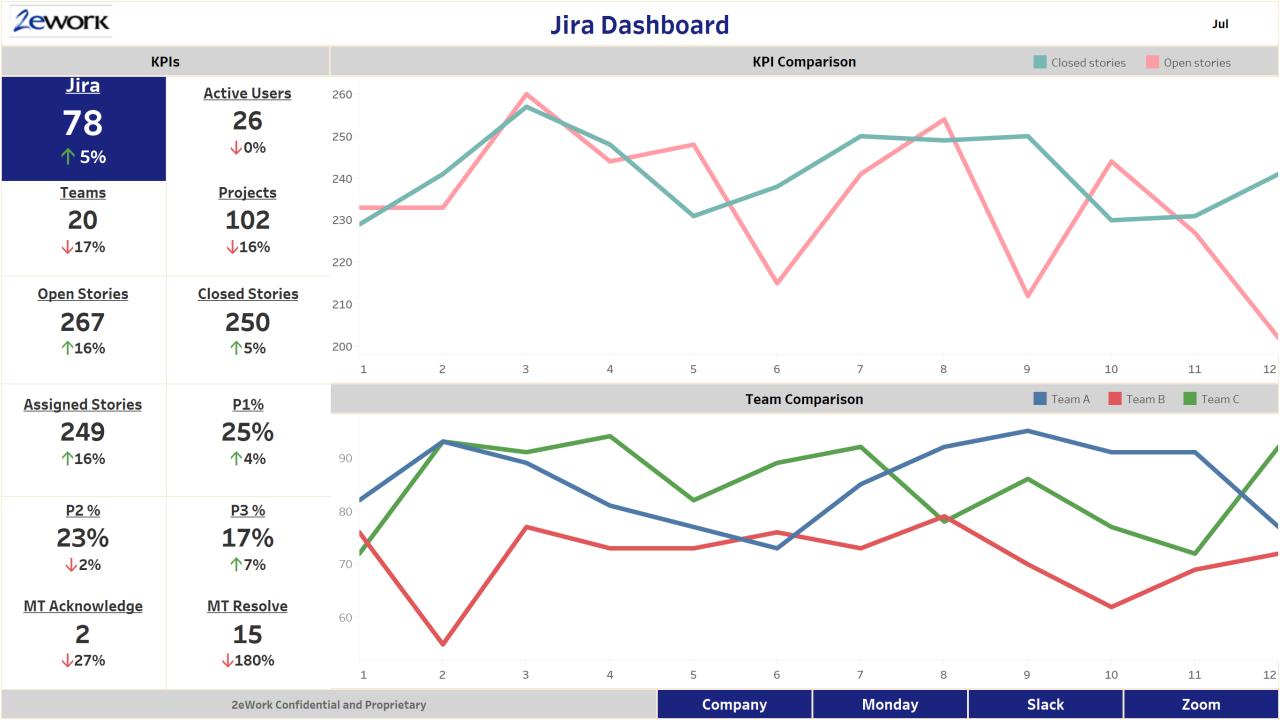
### 2ework:ePl





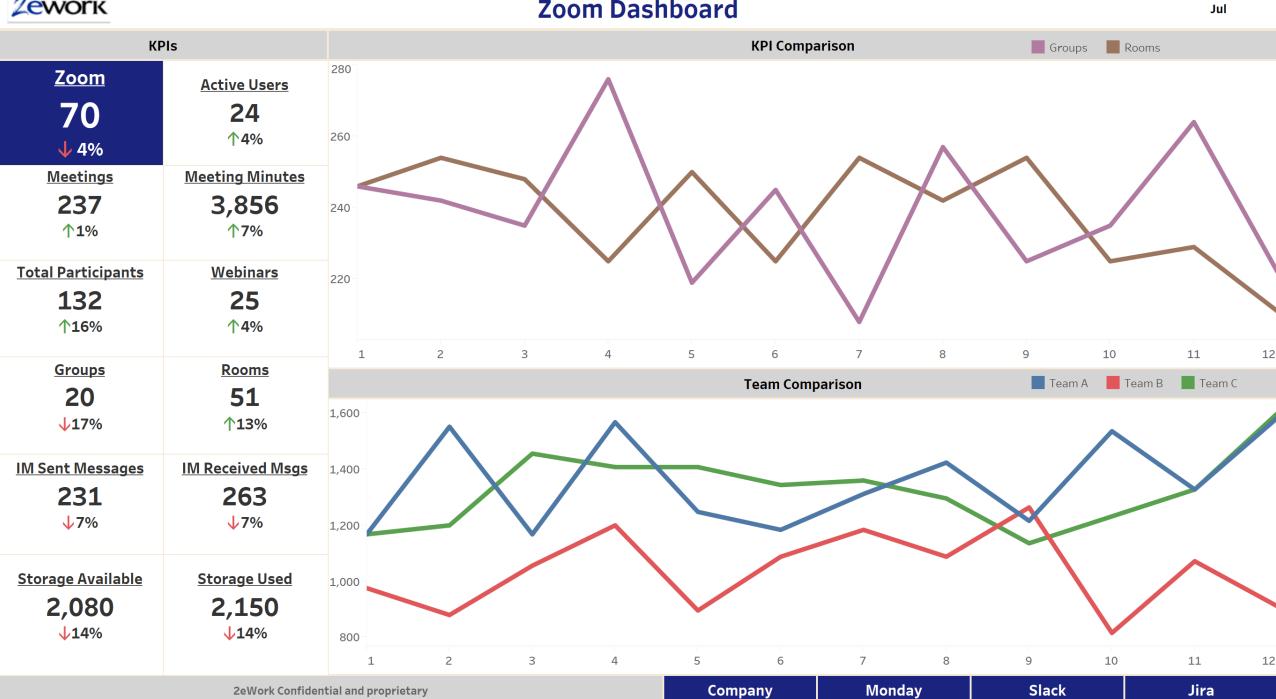








### **Zoom Dashboard**



### **SURVEY QUESTIONS & ANSWERS & RESULTS:**

**Questions: Answers & Results** 1. How much data, fact derived information do you use to support your work management related decisions? Some to none - rely mostly on gut - interpret my 25% Get sentiment from others and combine with my views 17% Look at some data reports on related activities 33% Rely on business intelligence, data dashboards, KPIs 33% 25% 4) How much data, fact derived information do you use to Some to none – rely mostly on gut - interpret my observations Get sentiment from others and combine with my views 17% support your work management related decisions? 33% Look at some data reports on related activities Rely heavily on business intelligence, data dashboards, KPIs 33% n~50

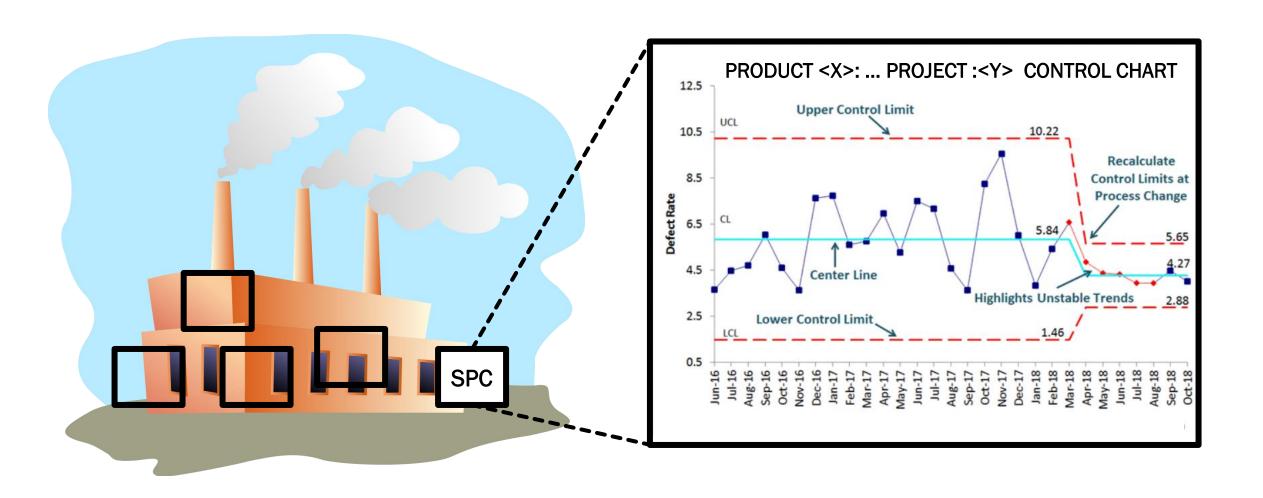
#### **EWORKING DATA ANALYSIS MACRO STEPS:**

## **AUGMENT ANALYZE/NOTIFY** TRENDING, SORTING, SCORING, RELATIVE COMPARISON, ETC. STATISTICAL PROCESS CONTROL workato =2ework\_ **■**Trello T Microsoft Teams

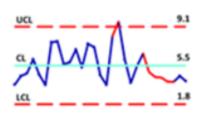
box

OneDrive

## **EWORKING DATA: STATISTICAL (SPC) AUGMENTATION PRODUCTION CONTROL: MEASURE / ANALYZE / IMPROVE**

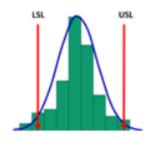


#### STATISTICAL PROCESS CONTROL MODELING TOOLS:



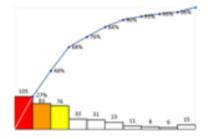
#### **Control Charts**

QI Macros includes all attribute control charts (p,np, c, u) and variable control charts (Individuals, XbarR, XandS). It also includes specialized control charts like Levey Jennings, Cusum, EMMA and more. Our control charts turn unstable points and trend red. Tasks like adding data, recalculating and splitting control limits are automated too.



#### Histograms with Cp and Cpk

QI Macros creates histograms, frequency histograms and Weibull histograms for non-normal data. All histograms calculate process capability metrics like Cp, Cpk and Pp Ppk. Histograms will prompt you for your specification limits and use them for these calculations. Specification limits are drawn on the histogram along with a bell curve.

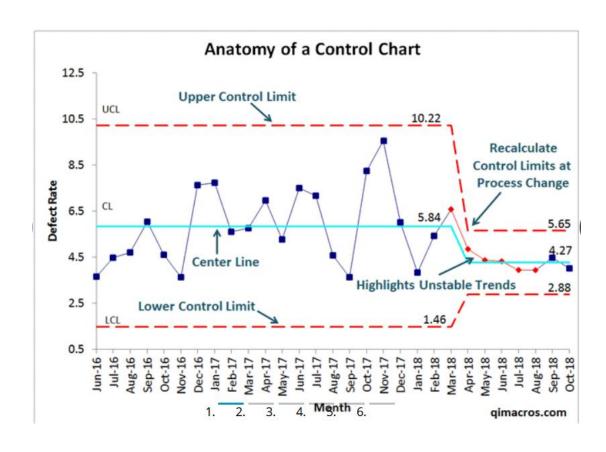


#### **Pareto Charts**

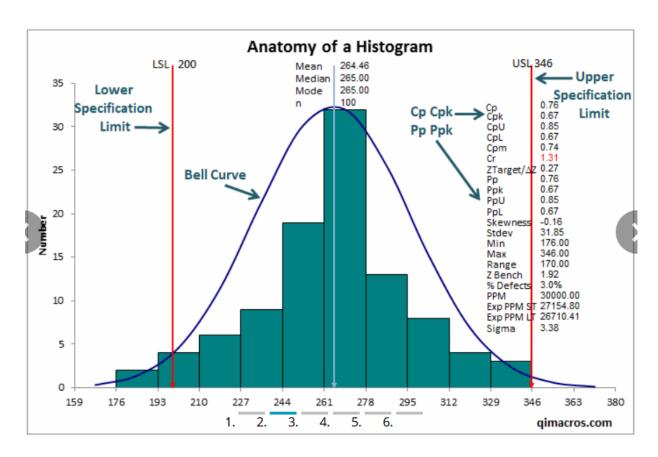
QI Macros creates the best looking Pareto chart on the market. Our Paretos contain: a cumulative line graph with %, no space between bars, and an "Other" bar for miscellaneous categories. Bars greater than 20% are shaded for easy identification.

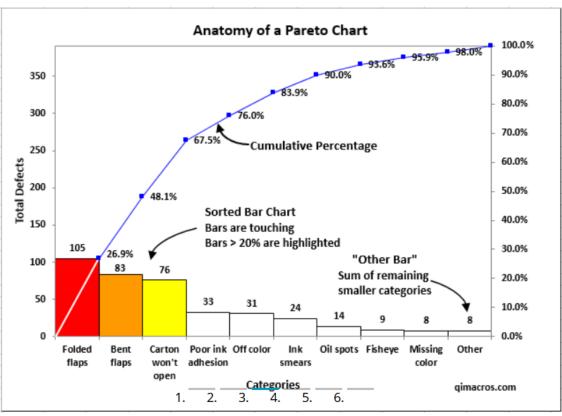
## STATISTICAL PROCESS CONTROL (SPC) EXAMPLE SPC DATA – CHARTS - PRACTICE:

- 4	A	В	C	D	E	F	G	Н	1	J	K	L
1	Gage R&R						39/00					
2	Average & Range	Method	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10
3	Appraiser 1	Trial 1	0.29	-0.56	1.34	0.47	-0.8	0.02	0.59	-0.31	2.26	-1.36
4	Enter your data here-	Trial2	0.41	-0.68	1.17	0.5	-0.92	-0.11	0.75	-0.2	1.99	-1.25
5		Trial3	0.64	-0.58	1.27	0.64	-0.84	-0.21	0.66	-0.17	2.01	-1.31
6		Trial4		400	-	1000			O CALL DO NOT THE			
7		Trial 5										
8		Total	1.34	-1.82	3.78	1.61	-2.56	-0.3	2	-0.68	6.26	-3.92
9		Average-		-0.607	1.26	0.5367	-0.853		0.6667	-0.227	2.08667	-1.3067
10		Range1	0.35	0.12	0.17	0.17	0.12	0.23	0.16	0.14	0.27	0.11
11	Appraiser 2	Trial 1	0.08	-0.47	1.19	0.01	-0.56	-0.2	0.47	-0.63	1.8	-1.68
12	inter your data here-	Trial2	0.25	-1.22	0.94	1.03	-1.2	0.22	0.55	0.08	2.12	-1.62
13		Trial3	0.07	-0.68	1.34	0.2	-1.28	0.06	0.83	-0.34	2.19	-1.5
14		Trial4										
15		Trial 5										
16		Total	0.4	-2.37	3.47	1.24	-3.04	0.08	1.85	-0.89	6.11	-4.8
17		Average-	0.13333	-0.79	1.15667	0.4133	-1.013	0.02667	0.6167	-0.297	2.03667	-1.6
18		Range2	0.18	0.75	0.4	1.02	0.72	0.42	0.36	0.71	0.39	0.18
19	Appraiser 3	Trial 1	0.04	-1.38	0.88	0.14	-1.46	-0.29	0.02	-0.46	1,77	-1.49
20	inter your data here-	Trial2	-0.11	-1.13	1.09	0.2	-1.07	-0.67	0.01	-0.56	1.45	-1.77
21	The state of the s	Trial3	-0.15	-0.96	0.67	0.11	-1.45	-0.49	0.21	-0.49	1.87	-2.16
22		Trial4										
23		Trial 5		- 0000							1000-100-1	
24		Total	-0.22	-3.47	2.64	0.45	-3.98	-1.45	0.24	-1.51	5.09	-5.42
25		Average-	-0.0733	-1.157	0.88	0.15	-1.327	-0.4833	0.08	-0.503	1.69667	-1.8067
26		Range3	0.19	0.42	0.42	0.09	0.39	0.38	0.2	0.1	0.42	0.67
36	Range Average	0.3417								Con	stants	
37	XDiff	0.4447		10 Trials	9Trials	8 Trials	7 Trials	6 Trials	5 Trials	4 Trials	3 Trials	2 Trials
38	UCL	0.8815		1.777	1.816	1.864	1.924	2.004	2.11	2.28	2.58	3.27
39	LCL	0.0000		0.223	0.184	0.136	0.076	0	0	0	0	
40	Repeatability(EV)	0.2019		0.308	0.337	0.373	0.419	0.483	0.577	0.729	1.023	1.88
41	Reproducibility(AV)	0.2297		0.324938	0.3366969	0.35122	0.36977	0.394569	0.429936	0.48573	0.590818	0.886226
42	Gage Capability(R&R)	0.3058					100000000000000000000000000000000000000		0.7071	0.5231		1-1-1-1
43	Spec Tolerance	4.42							2 Ops	3 Operato	rs	
44				3.07751	2.97003	2.8472	2.70436	2,53441		2.05875		1.12838
45	AIAG	% Using	% Using	NDC<5 -	Not enoug	h Part Va	riation	es Instruc	tions in co	ell S1 or t	ab.	-
46	Formulas	TV	Tolerance	2.							ell S1 or ta	Ь.
47	FV/(Fourthment Variation)	0.2019	The State of the S					nt Variation (I				

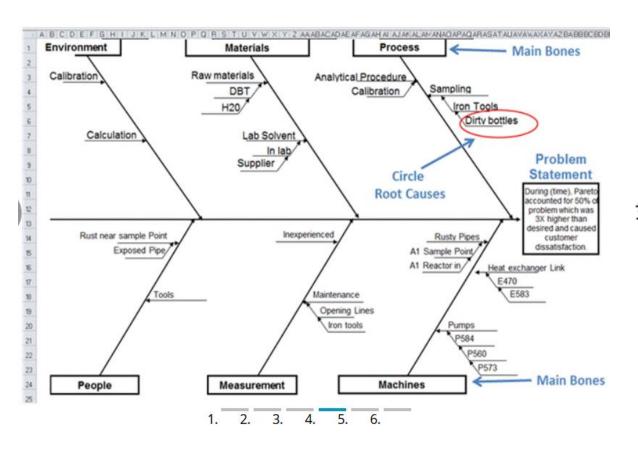


#### **EXAMPLE SPC DATA – CHARTS - PRACTICE:**

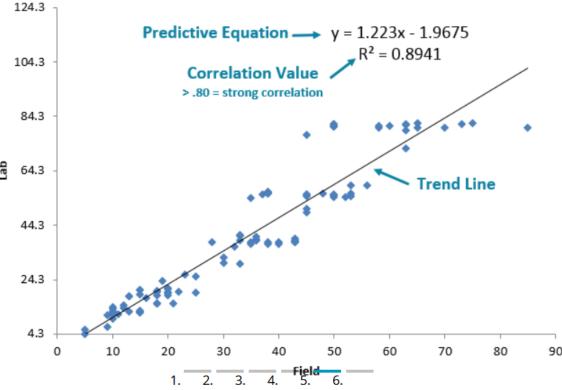




#### **EXAMPLE SPC DATA – CHARTS - PRACTICE:**



#### Anatomy of a Scatter Plot

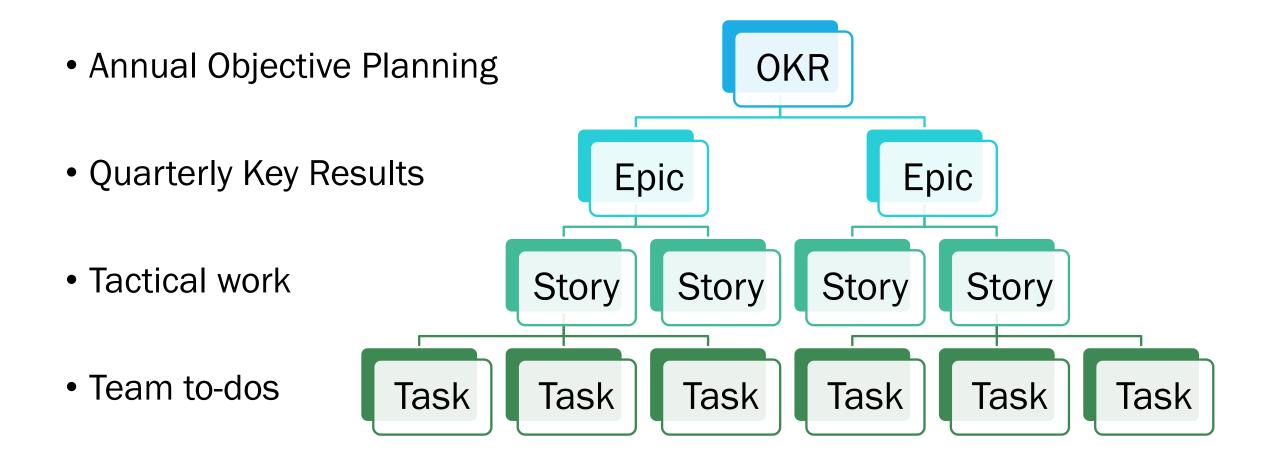


## LORI KEVIN VP OF ENTERPRISE IT & SECURITY

## INTELLIGENT MEDICAL OBJECTS, INC.

- Clinical Terminology Mapping Software
- ~290 employees (~20% Full Time Remote)
- Headquartered in Rosemont, IL
- Business Continuity Execution
  - Enterprise Application Management
  - Remote coordination across Operations/Growth/Finance/CMO
  - Productivity Measurement → OKR Tracking

#### **IMO'S OKR MEASURABILITY VIA JIRA**



### **SURVEY QUESTIONS & ANSWERS & RESULTS:**

Questions:	Answers & Results	
BIG PICTURE: How much of your company's value is now dependent on "eworking" – digital value cl      Nhen do you think executive	a) <25% - for example, agriculture/commodities company physical services delivery company logistics/transportation company pure tech based company	
	ttention on fully digitalizing  h more than before now  8%	
There's bottom up interes	st and happening faster than before 25% Ork online from anywhere	
3) How fast is automation, machine learni progressive IT usage increasing at your col	are getting into our 2021+ budget 58%	
	consoring improvements to 8% Is more cloud dependent	
4) How much data, fact derived informatio support your work management related de	ly on gut - interpret my observations and combine with my views on related activities  d) Rely heavily on business intelligence, data dashboards, KPIs	า~50
5) When do you think your organization will focus executive management level attention on fully digitalizing work?	<ul><li>a) Not sure – not doing much more than before now</li><li>b) There's bottom up interest and happening faster than before</li></ul>	8% 25% 58% 8%

#### **EWORKING FORUM CAPTURE – Q&A + DISCUSSION WITH AUDIENCE**

#### **ACTIONABLE WEBINAR GOALS:**

- 1) RECRUIT 3 "ALPHA" EWORKING DATA SET PARTNERS INTERESTED PLEASE CONTACT HANS@2EWORK.COM
- 2) ESTABLISH COLLABORATIVE / OPEN "EWORKING ON EWORKING" EFFORTS

#### **SEE 2EWORK WEBINAR RECORDING ON YOUTUBE:**

This Webinar-1 Video: <a href="https://youtu.be/CIGOTZZNM98">https://youtu.be/CIGOTZZNM98</a>

2eWork Webinars YouTube Channel: <a href="https://www.youtube.com/channel/UCz-8WH30YpLtDtXyteSjdzQ">https://www.youtube.com/channel/UCz-8WH30YpLtDtXyteSjdzQ</a>

WE NEED BETTER EWORKING ABILITY TO BETTER TACKLE GLOBAL ISSUES!

#### **Q&A CAPTURE SECTION:**

Q: What if my company uses different collaboration tools than those you are showing today – for example we use Microsoft Teams versus Slack?

Ans: We would use the basic set up but with data connections to the platforms you'd like to gather analytics data from. The more platforms we can connect in the more insights we'd get into performance productivity.

Q: What level of commitment is needed to be an "alpha" data set partner?

Ans: We'd come to a joint agreement on data handling and we'd need security access to the collaborative platforms to drive the analytics feeds into the ePI (eworking Productivity Intelligence) service. We'd also work with our alpha partner to refine the insights to match their needs but I imagine in the beginning it would be somewhat investigative

Q: Do you work with any other Business Intelligence platforms for performing data analytics?

Ans: At present we are using Tableau but it won't be too difficult to use another full featured BI tool like Microsoft's Power BI.

Q: What about data security inside ePI?

Ans: Good Question. At present we go through the collaborative products' professional level APIs and we don't store any content like the company's files but simply look at the activities, work transactions being performed. This is something we'd learn more from working with the alpha partners on what is acceptable security precautions for the data gathered.

Q: How is 2ework's ePI different from desktop monitoring software that gathers information on remote working performance?

Ans: The ePI works with the platforms standard APIs so it focuses on what is being done not on what apps a remote worker is running on their laptop. Therefore there is no information gathered on whether someone is watching Netflix. It focuses on the collaborative activities. It's also intended to be feedback to the team so all can benefit of sharing the performance information.

Q: 2ework's ePI presently demoed seems to gather mostly quantitative transaction information. How are you going to address the issue that this can drive an individual's performance to make those stats look better versus the more meaningful qualitative assessment and improvement of the work being delivered? In other words, people looking busy but not really delivering quality work? (paraphrased questions asked during the webinar).

Ans: That's correct that the emphasis of the demo presently is on data analytics of participation and collaboration platform activity. There is clear understanding and evidence that activity is directly related to improved performance, especially when collaboration is core to work production which likely leads to improved quality as well - albeit not guaranteed. To go after improving the "softer" harder issues there needs to be a basis of data based factual observations to make confident determinations, decisions – more in line with a scientific control process.

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