

## SMART WORKSHOPS



### THE DIGITAL TRANSFORMATION OF TEAMWORK



### READY TODAY FOR TOMORROW'S DECISION-MAKING

ALREADY KNOW EIDOS? PLEASE NOTE: EIDOS HAS BEEN IMPROVED SIGNIFICANTLY IN BOTH QUALITY AND SPEED

This static paper isn't capable of expressing the merits of EIDOS' dynamic visuals, the ease of using the application and the power of real strategy development. This is why we would be delighted to receive an e-mail from you with a request for a demonstration right now:

[eidos@parmenides-foundation.org](mailto:eidos@parmenides-foundation.org)



# YOUR CHOICE

WORK  
LIKE FOR THE PAST FIFTEEN YEARS

OR

WORK  
STATE-OF-THE-ART AND SMART

## OUTDATED TOOLS AND METHODS RESTRICT HIGH QUALITY AND HIGH VELOCITY DECISIONS

Generation Y, talents and bright thinkers expect to apply state-of-the-art solutions instead of death by PowerPoint and protracted discussion

We don't know why exactly Jeff Bezos assumes that high quality and high-velocity decisions are challenging for large organizations. EIDOS has been

facilitating high-quality and high-velocity decisions for decades. We just never called it "4.0".

EIDOS is a digital solution

to support strategy teams in managing their complex challenges in disruptive environments.

Combined with the HUB, EIDOS is even faster and better today.

” *Make high quality, high velocity decisions.  
Easy for start-ups and very challenging for large organizations.*

– Jeff Bezos, Amazon shareholder letter 2017

# WORK LIKE FOR THE PAST 15 YEARS

“We have done it like this for decades and we are a successful company. Thus we will do like this it in the future, too.” “Well, good luck.”



## MANAGEMENT WORKSHOP:

- PowerPoint handouts and flip charts
- Word reports trying to summarize different arguments

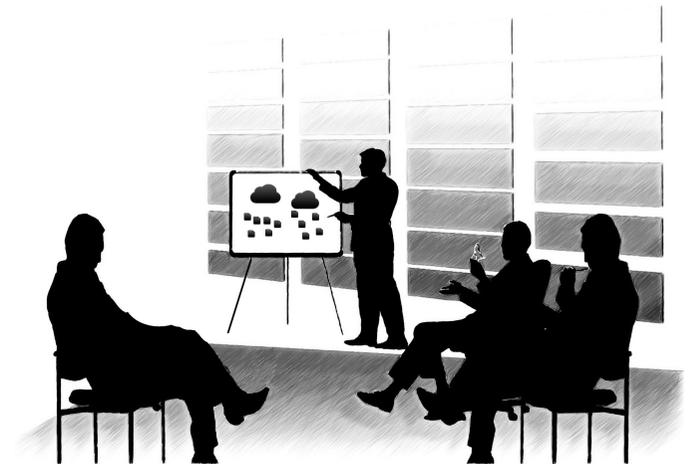
## TEAM WORKSHOPS:

- Cloud cards
- Post-its
- Adhesive dots
- A lot of pinboards with brown wallpaper
- Scotch tape for sticking cards on the paper at the end of the workshop
- Keeper of the minutes who generates a record in the aftermath of the workshop (after deciphering handwritten notes on post-its)
- Photo records (shared a couple of days later)



## EVERYTHING IS BECOMING DIGITAL TODAY: WHAT ABOUT WORKSHOPS?

“Please turn your Smartphones off or mute during meetings.” Smartphones and tablets are usually used for messaging, diary management and the use of Getting Things Done application. But why not use smart devices to increase the speed and quality of workshops?



WASTE OF TIME

BORING

## ISSUES OF TRADITIONAL WORKSHOPS

TOO MUCH DISCUSSION  
WITHOUT ANY RESULTS

A lot of brainstorming sessions with often lengthy discussions.

Often perceived as waste of time and boring.

INEFFICIENT

Often used to work in parallel – writing e-mails, for surfing the Internet, reading news and preparing the next workshop.

NO  
SUSTAINABLE  
RESULTS

Lack of evaluation and efficient prioritization methods: usually evaluations over time are not included and there is no check of consistencies and plausibilities.

Difficult to communicate how results contribute to an overall and much wider context, e.g. of a program, a problem-solving or strategy development task.

RESULTS  
ARE DIFFICULT  
TO COMMUNICATE

Ideal result: a list of next steps with responsibilities assigned to the tasks. This is one of the most detested steps of a traditional workshop.

DIFFICULT TO RE-USE RESULTS

# WORK LIKE THOUGHT LEADERS



Ideal support of workshop goals, e.g.:

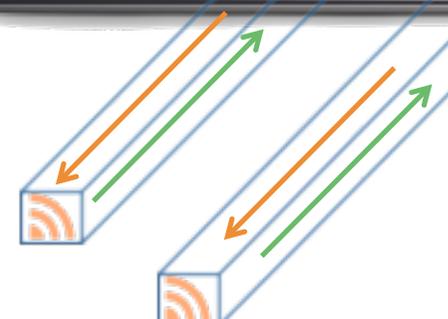
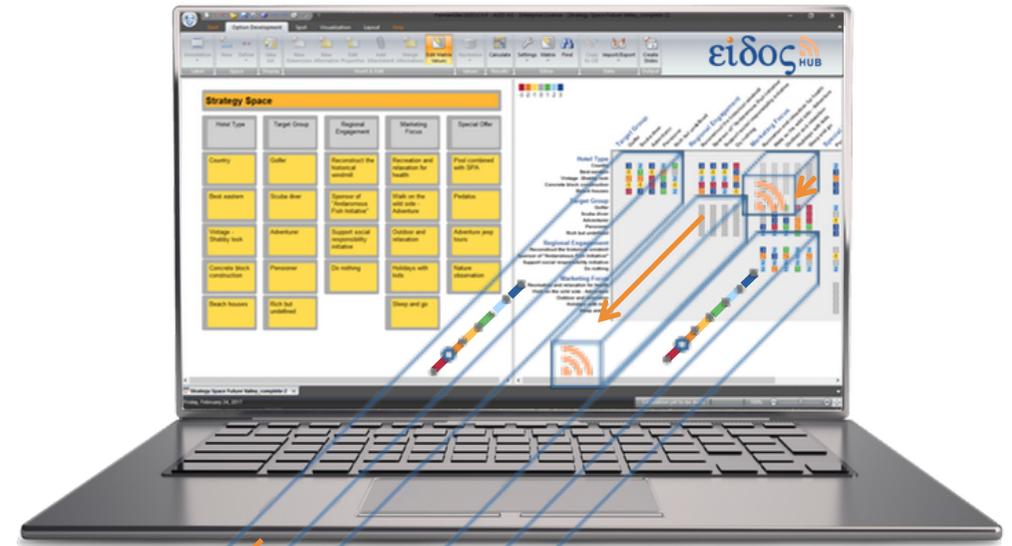
- aligning teams by generating a common understanding as basis for problem solving or the successful implementation of new ideas
- extracting expert's knowledge and integrating external expertise for an outside-in perspective
- identifying and evaluating alternative solutions based on (a) an exchange of arguments and (b) on the experience and knowledge of team members



- + EIDOS workshops with one person as a facilitator who captures progress onscreen – immediately visible for everybody
- + Immediate capturing of arguments to put them in relation
- + Voting and prioritizing with weightings
- + Differentiating of importance over time



# SMART WORKSHOPS



- + Using smartphones / tablets to quickly gather expert knowledge and to evaluate the input through crosschecks as well as to visualize the impact of uncertainty ranges
- + Ready-to-share reasoning architectures at the end of a meeting including tasks and argumentation spaces for immediate internal communication

# EVERYTHING PREPARED FOR A QUICK START OF A WORKSHOP AND FOR SATISFIED PARTICIPANTS AT THE END

Suitable tools for each reasoning step are easy to apply and ready to use

Most decision makers in the public or private sector have – thanks to their education in public or business administration schools – theoretical knowledge of common

management tools like SWOT or PESTLE. But they struggle to apply them. PowerPoint and Excel are difficult to use in workshop settings. It seems that running a

SWOT analysis is the only thing that can be easily used and transferred in a Word table or PowerPoint chart. EIDOS enables but doesn't require the

application of additional, valuable management tools and techniques. It provides a lot of examples and helps to get started quickly and effortlessly.

## GENERAL GUIDELINE FOR PROBLEM SOLVING AND ROBUST DECISION MAKING



An easy to apply decision architecture for problem solving.

Understand the situation: Analysis of the internal and external situation to understand the nature of the problem.

Define the specific goals and prioritize them over time. Goals might change over time because of changes in the environment. Goals and criteria are the basis for monitoring and evaluation. They allow you to derive the key performance indicator.

## APPLICABLE IN DAILY LIFE AND DAILY BUSINESS



Identification of alternative decisions that can be made in the most important decision areas.

Matching goals against different combinations of alternative options to identify a combination that ideally supports the overall goals.

A MODULAR APPROACH BOOSTING APPLICABILITY  
IN ALL CORPORATE FUNCTIONS

# EIDOS SUPPORTS CORPORATE PROCESSES

A SINGLE PLATFORM EMPOWERING  
PROVEN TOOLS AND METHODS



Documented information fulfilling  
ISO9001:2015 and ISO14001:2015  
requirements without additional workload

No matter which trend, philosophy or method corporations prefer: Good and structured thinking is required in any case and is ideally supported by EIDOS.

EIDOS is a multi-purpose solution ideally supporting, e.g.

- Technology roadmapping
- Business modeling
- Creative thinking processes - also those that use infinite post-its ;-)
- War gaming (we dislike this word and prefer to call it:)
- Competitive attack scenario development
- Superior strategy development
- ISO/Quality Management
- Strategic sourcing
- Risk mitigation and risk management of business disruptions

EIDOS helps to create a common understanding of complex systems and related problems. It generates easy to understand, adaptable and re-useable decision architectures. EIDOS is integrated to MS Office including a lot of import/export features.



Business Model  
Development



Risk  
Management



Technology  
Roadmapping



Merger & Acquisition  
Processes



Strategic  
Selling



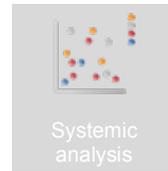
Sustainability  
Excellence Process

# EIDOS MANAGEMENT TOOLBOX

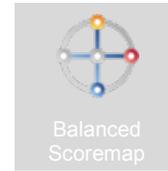
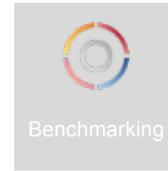
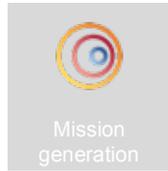
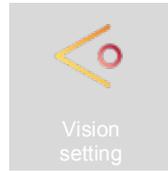


The following overview shows a set of common management tools and techniques supported by EIDOS. It's important to mention that it is not recommended to apply all of these tools. This doesn't improve decision quality per se. It's like apps on a smartphone. Every user chooses their preferred set of tools depending on their tasks and preferences and might expand their portfolio over time.

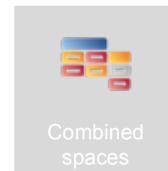
Tools for understanding the internal and external situation



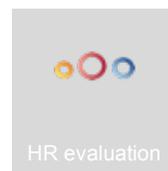
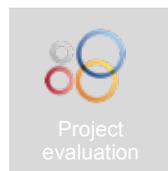
Tools for generating a common understanding about priorities, criteria and the importance of goals over time



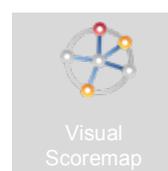
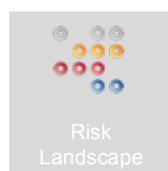
Tools for building comprehensive scenario and strategy spaces



Tools for evaluating, prioritizing and generating portfolios – quickly and easily



Tools providing powerful visualizations of mass data



## HIGHLY VISUAL: TEMPLATES & EXAMPLES

EIDOS is now connected to smart devices via the EIDOS<sup>HUB</sup>. No need to install an Android or iOS application. Participants connected to the EIDOS<sup>HUB</sup> use their Internet browser to contribute to the reasoning process.

The EIDOS management toolbox comprises tools for problem solving, for fast and slow decision-making and for common management tasks. It's the only solution that provides interactive, dynamic documents that can be ideally applied both in workshops and in daily business.

# SMART WORKSHOPS

## THE OFFER TO WORK STATE-OF-THE-ART AND SMART

### EIDOS ENTERPRISE LICENSE, MODERATOR TRAINING, TRAIN THE TRAINER AND THE INNOVATIVE EIDOS<sup>HUB</sup>

#### NO NEED TO START A MAJOR CHANGE PROGRAM FOR THE INTRODUCTION OF A METHOD SUCH AS SIX SIGMA

It goes without saying that we are pleased to train moderators and help introduce EIDOS into your organization through successful workshops and convincing results.



#### EIDOS ENTERPRISE LICENSE

EIDOS is a network asset. The more people using it and the longer they use it the greater the value and the amount of re-usable and re-thinkable thoughts. Talk to our clients to get an idea of how valuable this can be.

An enterprise license allows everybody in the corporation to use EIDOS without restriction or bureaucracy.

By experience: this is the best way to benefit from corporate knowledge and expertise.



#### BASIC TRAINING OF CORE TOOLS

Parmenides facilitates one and two-day training to teach how to operate and to learn the ease of structured thinking and how to apply the core tools.

#### TRAIN THE TRAINER

We are pleased to train your people to train their own colleagues in the future. It's just important that these people have already used EIDOS a couple of times in projects and workshops.



#### MODERATOR TRAINING

Parmenides offers special training for facilitators / moderators to ensure that they are capable of transferring their skills to a digital environment.

#### EIDOS<sup>HUB</sup>

The HUB is a little gadget that connects smart devices with the EIDOS application via WLAN.

The device will be available for EIDOS users in combination with EIDOS Version 10 in Q3/Q4 2017.

GET IN TOUCH:

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