
DRIBIA
DATA SCIENCE WITHIN YOUR REACH

We are data science studio that develops tailored AI solutions

+8
years crafting algorithms

+100
solutions deployed

+40
Data scientists

DRIBIA

We know what to do
so the projects are successful

TEAM

- Solid background: 60% PhD
- Private sector experience
- Creative & Effective

METHOD

- Specific and validated
- *Agile* + Workshops
- High code standards

TRANSFER

- Open source code
- Documented
- Without IP restrictions

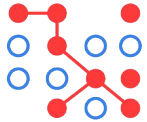
+70 clients in many sectors

DRIBIA

Our services

DATA STRATEGY

- Design thinking workshops
- Data leveraging strategic plan



ALGORITHM DESIGN

- Tailored AI solution:
  Design, development & maintenance

Discovery Workshop

Data Exploitation Strategy Plan

DRIBIA

Why? Align the team on how data science & AI can help you

What & How

Goals

A. **Identify common needs and challenges** to design unified solutions.

B. **Explore, analyze and prioritize** actionable opportunities around data mining.

C. **Disseminate** the organization's data culture and break down barriers between departments/people.

How

0. Preparation: prior interview with the **sponsors** to define the scope.
1. **Structured interviews** in various departments/units.
2. AI and data science **training session.**
3. Half-day **discovery workshop.**
4. **Definition workshops** to define the two most relevant projects.
5. **Digestion and validation** interview with the sponsors.
6. **Presentation** of results + Q&A.

1. Interviews Status quo

Format: online interviews

Duration: 1,5 h per interviews

Attendees: responsible(s) different units

Content:

1. **Structured Interviews:**
   a. Description of the unit.
   b. Identification of processes.
   c. Discussion of relevant data.
   d. Detection of potential automatable processes.

2. **Goals**
   a. Understand Business model
   b. Vision and ambitions in relation to the data (where it wants to go).

DRIBIA

PEED

2. Training Session on AI

Format: Master class with live Q&A

Duration: 1h + Q&A

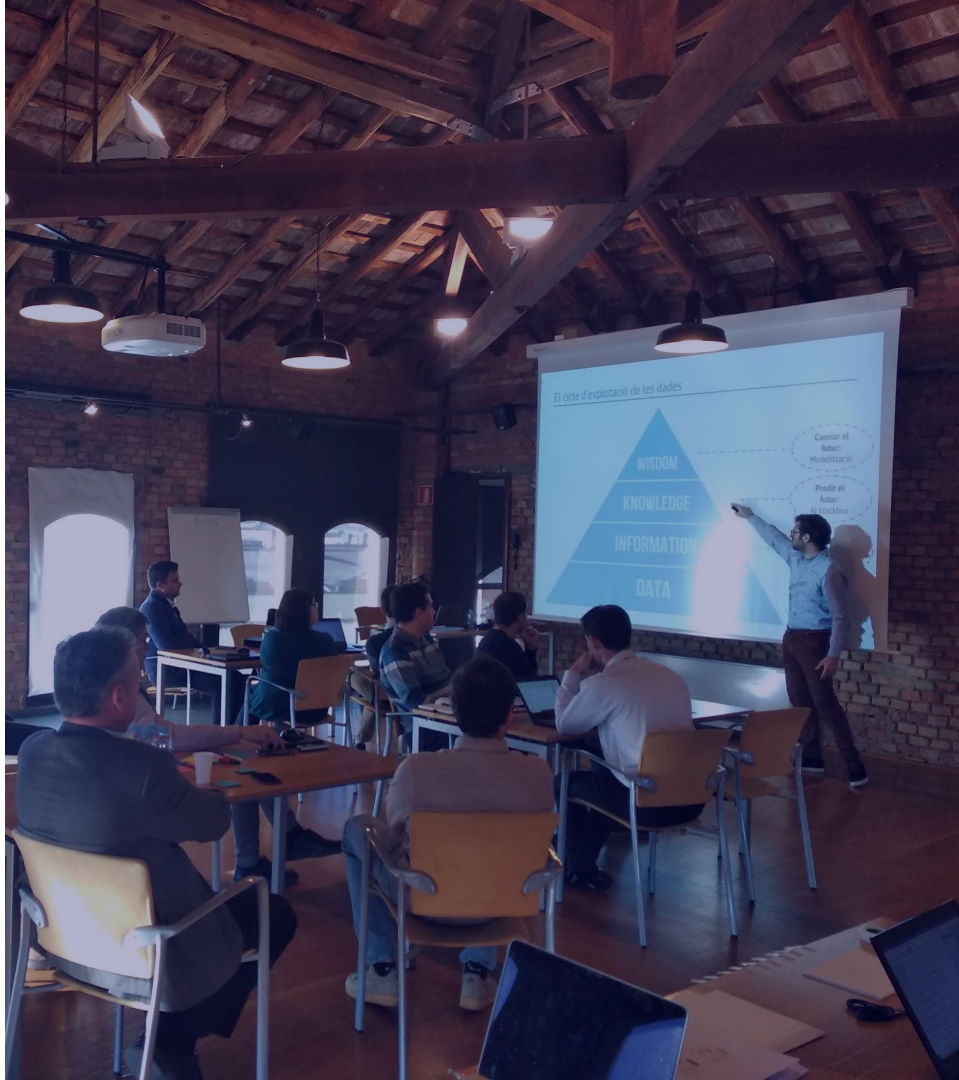
Attendees: unrestricted

Content:

1. **Introduction to AI:** Non-technical introduction to AI and review of typical business tasks to be faced with this technology.

2. **Success cases:** Relevant real world applications of AI carefully chosen so they can be easily mapped to the client context.

3. **Q&A and Homework:** Q&A + Introduction of project blueprints to be conceptualized at the workshop.



DRIBIA

3. Discovery Workshop

Format: Design thinking group session

Duration: 4 h

Attendees: ~10 people (+3 from Dribia)

Organization:

1. **Challenges exploration:**
   With our guidance the group identifies concrete internal processes in which Data science & AI can make a difference. Then, together we discuss which data can be used and what impact might have to create a tailored solution.

2. **Prioritization:**
   We nudge the group to prioritize all the projects by discussing and quantifying their viability, impact & cost.

4. Inception meeting

Format: 2 online sessions

Duration: 2 h each session

Attendees: ~4/5 persons (+2 from Dribia)

Organization:

1. **Definition of scope, functionalities and prioritization:** Following a series of exercises, the managers and the technical team of the client's project, together with Dribia, agree and specify the scope of the solution and the functionalities it must have and those it must not have.

2. **Discussion of project success indicators:** With the experience of those responsible at client level, the numerical indicators that will be used to evaluate the project's progress are defined.

3. **Methodology, actors and communication channels:** We define the methodology with which we will work and who will participate and with what role in the project.

DRIBIA

Discovery Workshop

Deliverables & plan

DRIBIA

What will we deliver?

1. **Document in slide deck format** that contains the **data exploitation via pricing optimization strategy plan:**
   - 1.1 **Use-cases prioritized** and their technical, impact, feasibility, and cost analysis.
   - 1.2 **Detailed proposal for the implementation** of the two most relevant projects identified by the sponsor: Proposed solution, scope, functionalities, data, actors involved and tasks.
2. **Preliminary feedback** meeting with the PEED Sponsor.
3. **In-person presentation** of the main results of the project with **Q&A.**

Phases

As-is audit

- Preliminary situation results.
- 2 areas: Cultural and digital.
- Strong and weak points.
- Relevant transformation challenges detected in the interviews.

Data Exploitation Plan

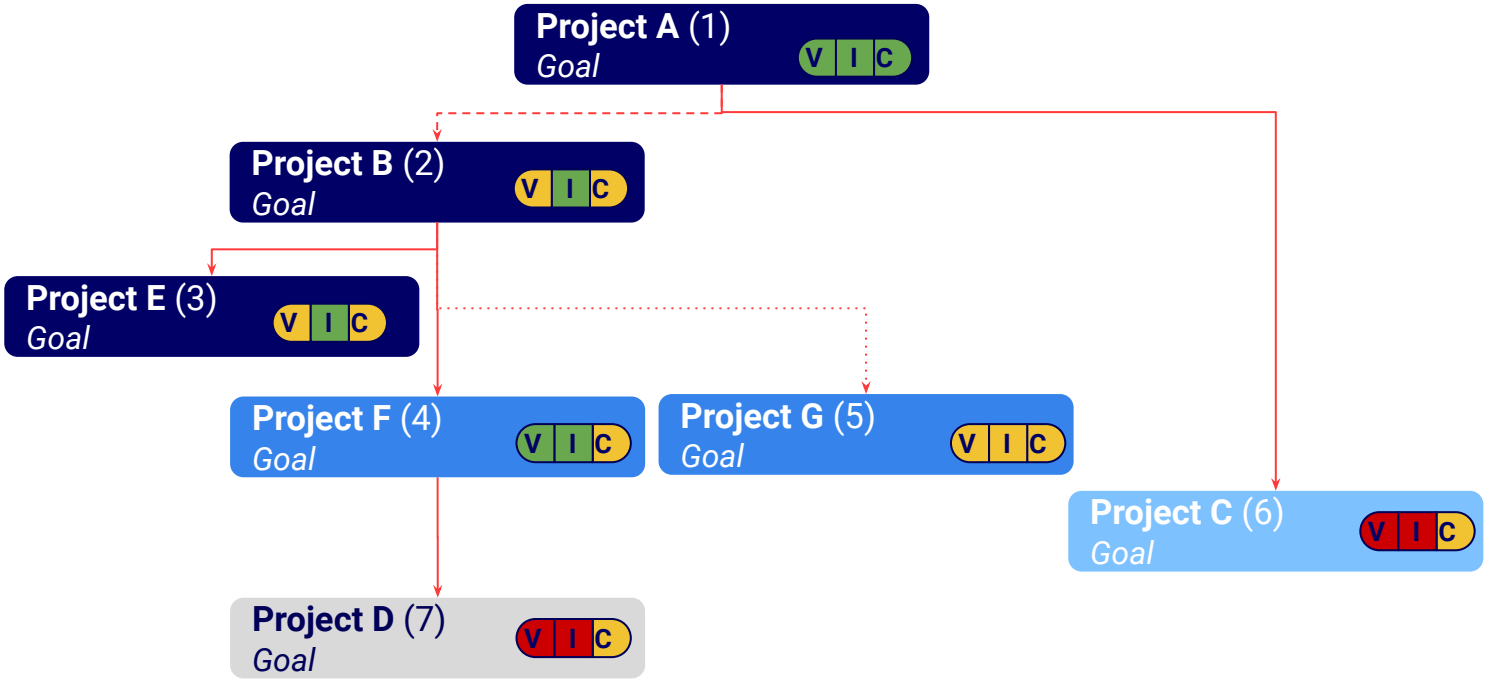
- Identification of strategic challenges.
- Identified projects: technical analysis and prioritization.

Project definition report

- Definition of objectives and steps included in each project.
- Definition of scope, functionalities and prioritization.
- Discussion of project success indicators.
- Methodology, actors and communication channels.

Roadmap Example AI

The projects discussed in the Workshop have been analyzed in: Problem, Impact, Solution, Technical analysis and Prioritization. The result is summarized in the diagram below, which includes: the **result of the analysis**, **prioritization** and **dependencies** between projects.



Analysis

V I C

Viability
Impact
Cost

Prioridad

- High
- Medium
- Low
- Discarded

Dependencies

- Optional
- Recommended
- Necessary

DRIBIA

1. Project example A (I)

PROBLEM

- Client serves a large number of references, many of them interrelated. Currently, supply chain or planners do the analysis manually and manage the decision to get more material (purchase / transfer).
- Planning purchases / transfers for all references manually is not feasible.
- The difficulty of stock management involves from over-stock to stock out.
- It is especially problematic for high and medium rotation items.

IMPACT

- Purchase of material
- Stock management workload
+ Depreciation of products
+ Easy to integrate into existing processes
+ Very useful in large affiliates

SOLUTION

- The information obtained is integrated with the billing budget and business requirements to **estimate the minimum security stock** for the items in each subsidiary, especially those of high and medium turnover.
- The rental and/or sale of the items is characterized. With the history of movements of each BU the articles are segmented: those of more rotation, those that are rented / sold together, habitual duration in work, etc.
- Seasonality in each BU / country is studied.

Example

1. Project example A (II)

DRIBIA ANALYSIS

Viability: high | Impact: medium | Cost: low

- It is a project that can be divided into two phases: a first focused on the analysis of historical data and a second that includes information for the future (prediction of offers, orders, etc.).
- Phase I: all digitized and accessible data. Phase II: requires incorporation of results from other projects.
- The results of this project are necessary for the development of the other projects analyzed.
- Interesting secondary results are derived such as the characteristics / segmentation of rental / purchase of items that can be used in other projects or analysis.
- Integration with existing processes is easy as you do not need a UX.

DRIBIA PRIORITIZATION

Priority: high

- The first phase has little associated uncertainty and the impact of the results is high, even applying it to high and medium rotation items.
- The second phase, which includes future information, depends on the results of other projects.
- Phase I of the project has high priority and is proposed as the first project due to the low uncertainty of the quality of results, the high impact and the possibility of a second refining phase.

DRIBIA

Data science within your reach

pol@dribia.com
+34 667 91 87 26
pg. de Gràcia 55, Barcelona

dribia.com