



Aleem Cummins | Chief Data & Analytics Officer, Corporate Software Services, Inc | Splunk User Group London | SplunkTrust

September 25, 2017 | Washington, DC







Forward-Looking Statements

During the course of this presentation, we may make forward-looking statements regarding future events or the expected performance of the company. We caution you that such statements reflect our current expectations and estimates based on factors currently known to us and that actual events or results could differ materially. For important factors that may cause actual results to differ from those contained in our forward-looking statements, please review our filings with the SEC.

The forward-looking statements made in this presentation are being made as of the time and date of its live presentation. If reviewed after its live presentation, this presentation may not contain current or accurate information. We do not assume any obligation to update any forward looking statements we may make. In addition, any information about our roadmap outlines our general product direction and is subject to change at any time without notice. It is for informational purposes only and shall not be incorporated into any contract or other commitment. Splunk undertakes no obligation either to develop the features or functionality described or to include any such feature or functionality in a future release.

Splunk, Splunk>, Listen to Your Data, The Engine for Machine Data, Splunk Cloud, Splunk Light and SPL are trademarks and registered trademarks of Splunk Inc. in the United States and other countries. All other brand names, product names, or trademarks belong to their respective owners. © 2017 Splunk Inc. All rights reserved.



Guided Sustainable Success

Knowledge is Bliss



Assessments



Considerations



Outcomes



CSS Data Value Framework Business Value Business Continuous Parallel Progression Outcomes Organisational Transformation Apps Self Service Analytics Systems Synergy Ways of Working Data Analytics Data Science Use Cases Data Gathering Data Understanding **Architecture / Engineering**



Business

Outcomes

Business Value

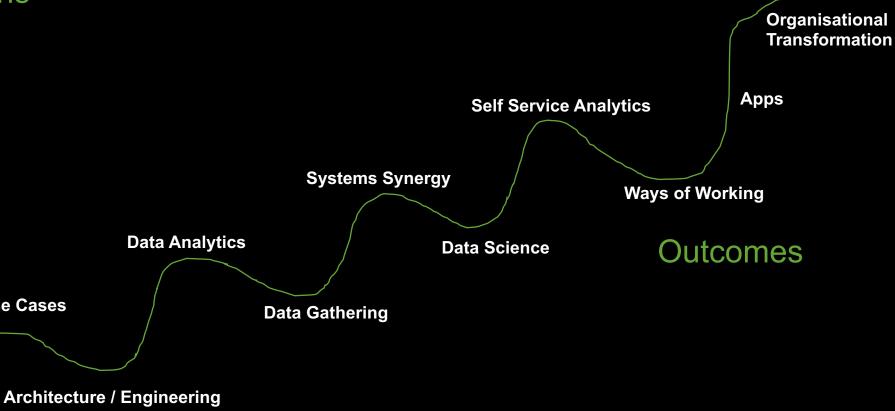
Data Understanding

CSS Data Value Framework

Continuous Parallel Progression

Considerations

Use Cases





CSS Data Value Framework

Continuous Parallel Progression

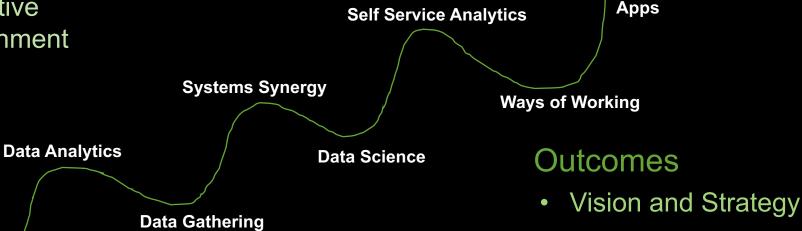
Business Outcomes

Considerations

- Data 101
- Art of the possible
- Organizational Perspective
- Business Outcome Alignment

Use Cases

Enablement



Data Understanding

Architecture / Engineering

Organisational Adoption

Organisational

Transformation



CSS Data Value Framework

Continuous Parallel Progression

Business Outcomes

Considerations

- Use case workshops
- Use case validation/verification

Use Cases

- Use case business sign off
- Business Prioritization



Data Understanding

Architecture / Engineering



CSS Data Value Framework

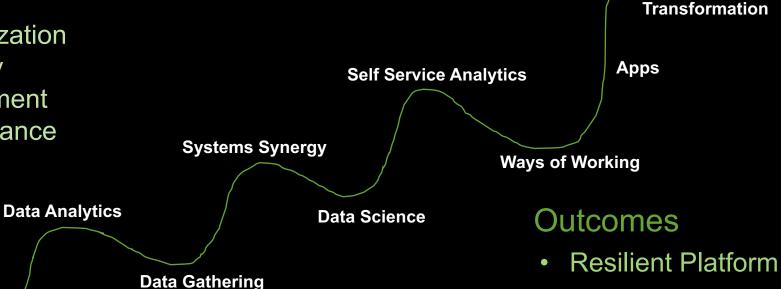
Continuous Parallel Progression

Business Outcomes

Considerations

- Data / Architecture
- Implementation / optimization
- Availability / Scaleability
- Environment / Management
- Consolidation / Maintenance

Use Cases



Data Understanding

Architecture / Engineering

Organisational Adoption

Organisational



Data

Understanding

CSS Data Value Framework

Continuous Parallel Progression

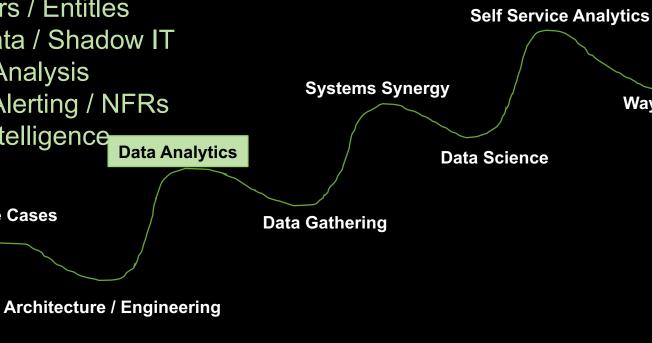
Business Outcomes

Considerations

- Behavior Analysis
 - Systems / Users
 - Customers / Entitles
- Orphaned Data / Shadow IT
- Root Cause Analysis
- Monitoring / Alerting / NFRs

Use Cases

Actionable Intelligence



Ways of Working

Apps

Outcomes

Speed and Efficiency

Organisational

Transformation



CSS Data Value Framework

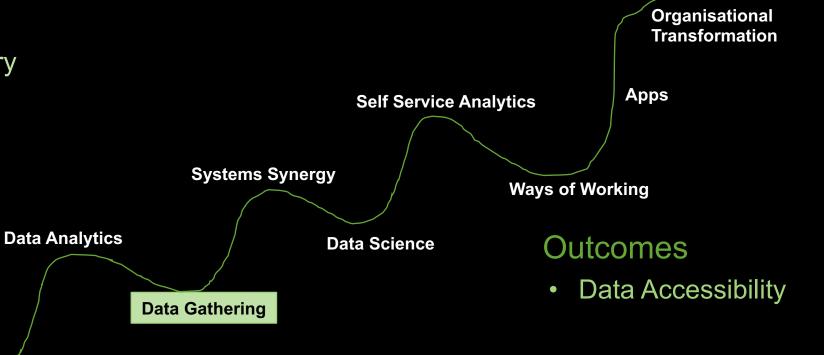
Continuous Parallel Progression

Business Outcomes

Considerations

- Data ownership
- On-boarding / Discovery
- Retention / Storage
- Security / Compliance

Use Cases



Data Understanding

Architecture / Engineering



Data

Understanding

CSS Data Value Framework

Continuous Parallel Progression

Business Outcomes

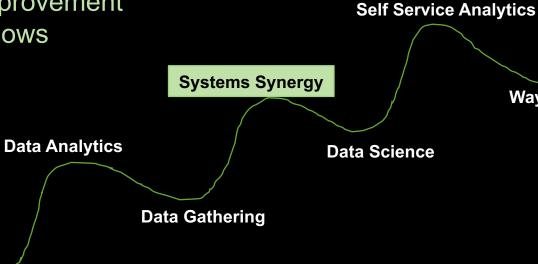
Considerations

- Connecting apps and systems
- Harmonizing standards
- Project Integration / Improvement

Use Cases

Architecture / Engineering

- Interoperability / Workflows
- IOT Devices / Sensors



Organisational Transformation

Apps

Outcomes

Ways of Working

- Collaboration
- Stable Foundation



Data

Understanding

CSS Data Value Framework

Continuous Parallel Progression

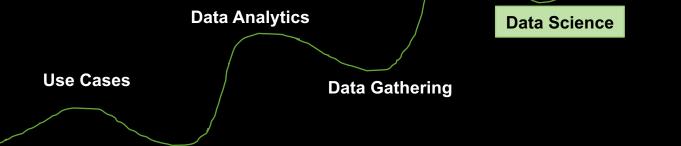
Systems Synergy

Business Outcomes

Considerations

- Insight Models
 - Cause and effect
 - Forecasting
 - Machine Learning
 - Metrics / KPIs / Trends
 - Stats / Correlation / Data Mining

Architecture / Engineering



Organisational Transformation

Apps

Ways of Working

Self Service Analytics

Deep Insight

Outcomes

Opportunity



Data

Understanding

CSS Data Value Framework

Continuous Parallel Progression

Business Outcomes

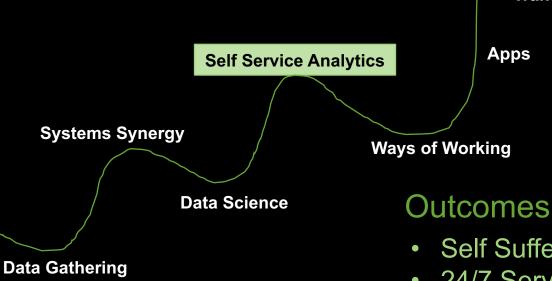
Considerations

- Knowledge management
- Service Desk / IT Support
- Guided Reporting / Analytics
- Health Checking
- **Human Guided Automation**

Use Cases

Data Analytics

Architecture / Engineering



- Self Suffeciency
- 24/7 Service
- Automation

Organisational Adoption

Organisational

Transformation



CSS Data Value Framework

Continuous Parallel Progression

Business Outcomes

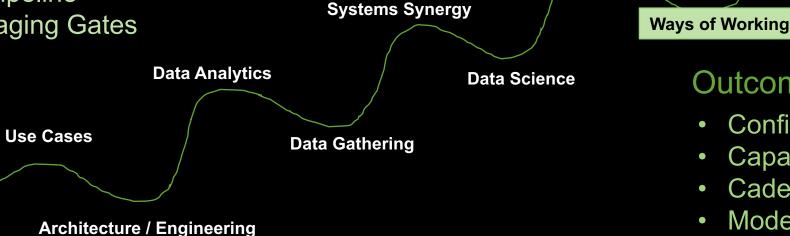
Considerations

DevOps

Data

Understanding

- Agile Practices
- ITIL Processes
- Continuous Improvement
- **Delivery Pipeline**
- **Project Staging Gates**



Apps

Organisational

Transformation

Outcomes

Self Service Analytics

- Confidence
- Capability
- Cadence
- Modelling



CSS Data Value Framework

Continuous Parallel Progression

Business Outcomes

Considerations

- Structure at scale
- Encapsulation
- Access
- Performance
- Development

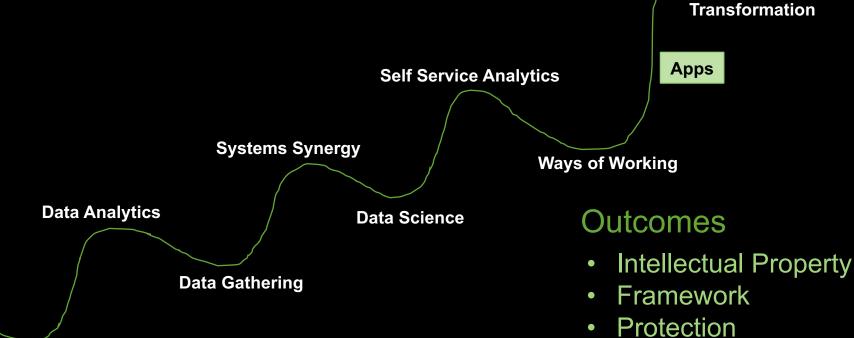
Use Cases

Architecture / Engineering

Security

Data

Understanding



Organisational Adoption

Organisational



CSS Data Value Framework

Continuous Parallel Progression

Business Outcomes

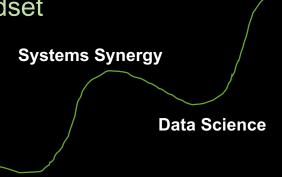
Considerations

- Governance / Structure
- Change Controls / Audit
- **Business Metrics**
- Lean Cultures / Best Practices / Mindset
- Center of Excellence
- Mentoring / Coaching / Usergroups
- Enablement / Education Data Analytics
- Vision / Strategy / SOP

Use Cases

Data Understanding

Architecture / Engineering



Data Gathering

Self Service Analytics

Organisational Transformation

Apps

Ways of Working

Outcomes

- Growth / Scale
- Assurance
- Competitive Edge
- ROI





- 1. Assess the mission
- 2. Be aware of key considerations
- 3. Work towards well-found outcomes
- 4. Collaborate and Share Success



Thank You

aleem.cummins@cssdelivers.com



Don't forget to rate this session in the .conf2017 mobile app







