

Data Warehouse Readiness Litmus Test

Factor	Low Readiness	↔	High Readiness
Strong Business Management Sponsor			
	Not well respected	↔	Considerable organizational clout
	Can take weeks for team to gain access	↔	Readily available to team
	"I'll get back to you on that"	↔	Quick, decisive resolution to issues
	Hope "you" get it done	↔	Active, vocal and visible supporter – willing to put own neck on line
	You can deliver this to 250 users next month, right?	↔	Realistic expectations
	"A data whatta?"	↔	Data warehouse savvy
Compelling Business Motivation			
	"And your point is?"	↔	Survival dependent on data warehouse
	Funding is a big problem	↔	Cost is not an issue – we can't afford not to do this!
	"Shifting sands" vision	↔	Clearly articulated vision
	Ten different views of the solution	↔	Consistent view of the solution
	Tactical issue	↔	Strategic issue
	Cost savings opportunity	↔	Incremental revenue opportunity
	Unable to quantify the payback	↔	Huge payback
IS / Business Partnership			
	Business engages outside consultant without IS knowledge	↔	Business and IS work hand-in-hand
	Business unit creates own pseudo IS team to build a data warehouse	↔	IS actively engaged with business unit
	"We can't trust any numbers from our systems"	↔	Strong confidence in existing reporting environment
	It takes "years" to get a new ad hoc request turned around	↔	Quick IS response to ad hoc requests
	Users don't even submit requests anymore	↔	Short existing user request backlog

Current Analytic Culture		
	"Gut feel" decision making	⇔ Decision making relies on facts and figures
	Users don't ask for data	⇔ Business users clamor for access to data – "Just get me the data and I'll figure it out"
	Users don't look at current reports	⇔ Current reports are consistently rekeyed into spreadsheets for analysis and historical trending
	Current reports used as doorstops until the recycling bin comes by	⇔ Current reports are dog eared, highlighted and filled with yellow self adhesive notes
	Users have secretaries log on and print off email to read it	⇔ Users are very computer literate
	Finance is extremely possessive of bottom line performance figures	⇔ Information shared openly throughout the organization
Feasibility		
	Data warehouse would require purchase of all new technology	⇔ Robust technical infrastructure in place
	Everyone and their uncle is committed to the year 2000 project	⇔ Experienced resources available
	Reliable data won't be available until after the enterprise resource planning (ERP) implementation	⇔ Quality data available