



StrategyOps Masterclass

MASTER YOUR VALUE ENGINEERING SKILLS!

And achieve a Certification on:

Project Value Management Professional (PVMP).

Solution Value Engineering Professional (SVEP).

Next Session: March – April 2024

Enroll in the next 2024 StrategyOps virtual Cohort to elevate your mastery of value engineering capabilities through the utilization of StrategyOps methods and the VALTICS platform.

This program will enable you to quickly generate persuasive Business Value Plans and expertly define and communicate the business and customer Outcomes from disruptive technologies, such as AI.

Seating is limited; enroll now!



in partnership with



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We are pleased to invite you to participate in the upcoming March-April 2024 StrategyOps Masterclass and become a certified PVMP (Project Value Management Professional) and/or Solution Value Engineering Professional (SVEP).

After successfully training and certifying over 10,000 individuals in the methods contained within the StrategyOps framework for the past twenty years, we have decided to launch an exclusive value engineering skills development program.

The StrategyOps Masterclass is a two-month virtual program that will equip you with the StrategyOps methods and the VALTICS platform to effectively identify, define, measure, quantify, monetize, and communicate customer outcomes from technology solutions. Additionally, it will help you quickly prepare compelling Business Value Plans for your internal or external customers.

Your total time investment is approximately 18 hours of training spread over multiple virtual sessions, including two hours of 1:1 coaching,

The virtual sessions are scheduled to occur on Fridays from 9:30 am to 12:30 pm ET, excluding holidays, commencing on March 1 and concluding on April 12. In case you miss any sessions, they will be recorded for your convenience.

Contact us if you have any questions, and we hope you can join us!

Sincerely,

Ruben E. Melendez
President and CEO
StrategyOps Institute LLC.
VALTICS LLC





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The StrategyOps Masterclass sessions will teach the participants the following methods from the StrategyOps framework:



Strategic Agility

To identify strategic capabilities—from IT to lines of business—that need strategic agility for competitive superiority to obtain and sustain customers through continuous improvement.



Causation

Determining how a tech solution causes a positive impact in operational assets and workflows that results in business outcomes—This is critical to describe each benefit story!



Monetization

The means to economically quantify all the expected benefits, each with the formula and factors, for all benefits and outcomes from any solution.



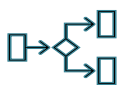
Relational Outcomes

To identify and correlate multiple business Outcomes from one solution at different levels and layers of an enterprise— and in the operating and business models.



Interrelation Metrics

To identify OKRs for solutions and KPIs for benefactors (OLAs and SLAs) and their impact on beneficiaries' COAs (Customer Outcome Agreements), such as for IT and Lines of Business.



Uncertainty

To categorize the level of uncertainty based on dependencies for each expected Outcome and forecasted benefit from a decision, initiative, project, or solution.



Economic Risk of No Investment

To determine what happens—in economic terms—if a decision, initiative, or investment is not made, and quantifying cost avoidance and revenue protection.



Total Value of Opportunity (TVO)

Based on total Cost, Risk, and Benefit of opportunity models for determining the financial impact and *Total Value of Opportunity* from any solution.



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Program Cost:

StrategyOps Masterclass price: \$2,600 per person

Price includes all classes, access to recorded sessions, up to two one-hour coaching sessions through the duration of the program, and a VALTICS SaaS Platform Power User License for participants beginning during the Masterclass and ending three months after the end of the Masterclass.

Corporate discount for registrations received and paid at the same time:

3 Participants: 7%

4 or more Participants: 10%

Payment terms:

- A 100% payment is required upfront to accept registration.
- A full refund will be issued if a participant cancels 15 days in advance of the beginning of the Masterclass; no refund if participants cancel after that.

Other terms:

- The Masterclass program includes a VALTICS SaaS Platform User License for participants beginning during the Masterclass and for three additional months after the end of the Masterclass.
- Participants can miss up to 50% of the virtual live sessions and access up to 50% of the recorded sessions.
- Additional 1:1 coaching or consulting above the three hours per participant included in the class or for support after the Masterclass is available at a \$200 per hour fee.
- Participants agree not to share the course material and recorded sessions with anyone inside or outside their companies.

Registration and questions:

For registration or questions, contact Kate Anderson at k.anderson@strategyopsinstitute.com



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About The StrategyOps Institute

The StrategyOps Institute's training and certification programs ensure that leaders and professionals, spanning all areas of the enterprise, consistently assess and enhance their operations to align with their enterprise's strategic and financial goals.

The StrategyOps courses provide a comprehensive range of skill development opportunities, spanning from fundamental to advanced levels, utilizing the proprietary StrategyOps. These courses empower individuals with the knowledge to identify, assess, enhance, quantify, measure, compare, monetize, and rank initiatives, solutions, projects, and portfolios. This skill set enables them to make informed management decisions, ultimately leading to the realization of tangible business outcomes.

Furthermore, StrategyOps courses cultivate critical thinking, problem-solving, analytical, and collaboration skills among students. Certified individuals become performance-focused and value-creation-oriented, gaining insights into the complexity of operational models in simple terms. They develop trust in the data-driven Human + Machine workforce and actively contribute to their enterprise's strategic agility.

Participants not only learn to collaborate more effectively but, most importantly, discern what aspects they can influence to create strategic and financial outcomes for their enterprise.

The mission of StrategyOps extends beyond education, encompassing a think-tank community platform for practitioners to exchange best practices and use cases. Additionally, the institute offers professional services to assist enterprises in implementing StrategyOps practices.



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