Sync™: Assessing selection fit

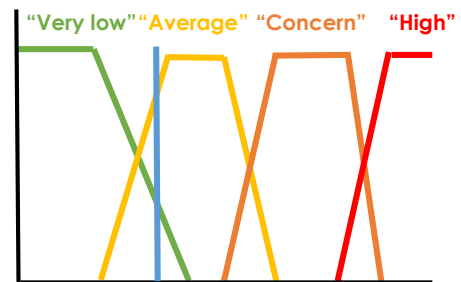## Answering the question: "How well do our options and portfolios fit?"

Enterprises need better ways select their options and construct their portfolios. While expected monetary value (EMV) should drive option and portfolio selection, organizations typically use a mix of criteria to make their selections.

Scorecards can handle the mix of factors for selection – but poorly. Scorecards typically introduce artificial divisions between criteria ranges. They also introduce range compression. They are worse than blunt instruments – they destroy value through unsound assessment of options.

Traditional portfolio tools introduce their own issues when it comes to portfolio construction. A typical portfolio selection process layers multiple constraints to a set of options. The team seeks to maximize value while honoring the constraints. When a result is not found, a long iterative process begins where the teams begin to relax constraints to find a workable solution. Or worse, they begin to change their assumptions regarding the option set. When they are done, they present to the decision-makers a cumbersome compromise of constraints and performance assumptions. The decision-makers then begin to debate over an unsound portfolio and trigger another round of work. Painful. And all too common.
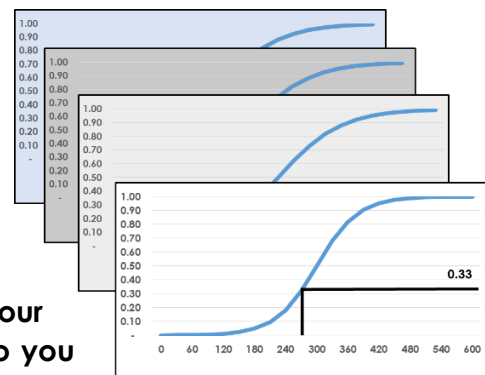
Sync™ enables organizations to answer the question: "How well do our options and portfolios fit?" As shown at right, Sync™ allows teams to use language to assess fit levels while converting language into numbers to enable decisions. In this case, a team has deemed an option "Average," but with a score, allowing them to compare options and portfolios.

30 ≈ "Average" (scale 0-100)

Sync™ uses a variety of numeric structures and approaches to derive a fit assessment. As shown at right, Sync™ can combine multiple factors to support fit assessments.

Sync™ enables teams to overcome the traps of scorecards and traditional portfolio optimization approaches. With Sync™, organizations can make quicker, consistent and sound selections.

Contact Edge today to learn how Sync™ can help your team assess the fit of of your options and portfolios so you can make quick, consistent selections.