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Learning Solutions
Conference & Expo

208
Making Evidence-Based Recommendations to Your Organization

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Outline

- Background
- Quantitative
- Qualitative
- What to include
- How to deliver it
- ROI calculations
Background

- Canadian Forces School of Administration and Logistics
  - Leveraging 3D models
  - Driver simulation
- Canadian Forces School of Aerospace Technology and Engineering
  - Major paradigm shift
  - Capital projects
- Canadian Forces Logistics Training Center
  - Modernisation initiative
Quantitative

- Proposals based on a measurable savings
  - Time
  - Money
  - Throughput
Qualitative

- Projects proposed on factors that are not easily measured
  - Student satisfaction
  - Student performance
  - User experience
What to include

- Most people speak to the SMEs
  - Gather information
  - Rely on their knowledge and experience
  - Include everything the SME says is pertinent
What to really include

- What the research tells us
  - Only include what they will use within the first 6 months
  - Provide EPSS for tasks
  - Offer more instances rather than fewer
How to deliver it

- Online or in the classroom
  - Online has its purpose
  - Classroom is not dead.

- Effective design
Short Wins; long goals

- Hitting targets in the near future builds capital
  - Credibility
  - Proven success

- Beg borrow and steal

- Long term goals
  - Large projects
  - Paradigm shifts
ROI Calculations

- Quantitative
  - Investment/Savings (revenue) = Expected ROI

- Qualitative
  - Reputation based
  - Satisfaction
  - Investment/ Savings + Repeat or new business = Expected ROI
Key take aways

- Proposals based on ROI are possible
  - Quantitative
  - Qualitative
- Include only what is necessary in the most appropriate mode
- Gain industry capital
  - Spend it wisely
- Plant seeds for future growth
- Delivering is the key