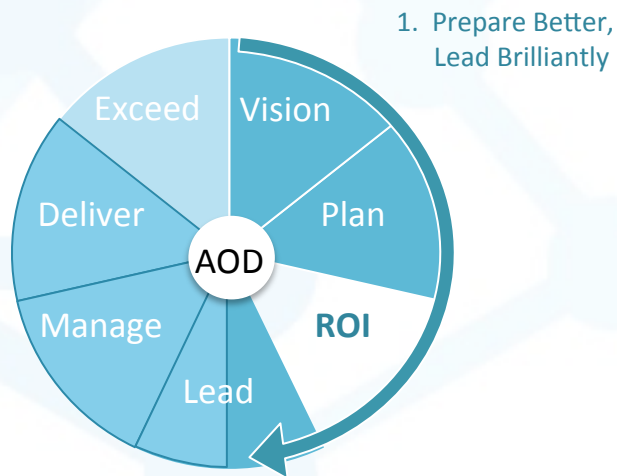


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# Bias-Free Estimating : Intro

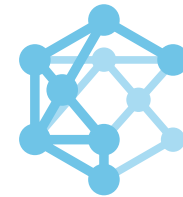


*The Bias-Free Estimating approach invites acceptance of old failings, and, like much of AOD, challenges organisations to learn from their past short-comings as part of Preparing Better for Change.*



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# Bias-Free Estimating

A common sense, pragmatic approach to calculating benefits with confidence.

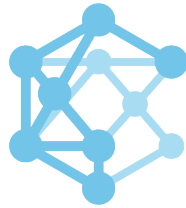
# How does AOD make benefit estimates more accurate?

AOD Bias-Free Estimation is a four-point estimating process for CashPoints which produces benefit calculations that are possible, probable, transparent, auditable and includes factors for risk. Moreover it removes double-counting, is connected to evidenced operational change and is completely auditable and track-able.

AOD asks for wide discussion of the estimates, before they are 'locked into' business cases. It is particularly important that those who are going to be awarded delivery 'accountability' are comfortable with the estimation process and that they have the chance to challenge the calculation appropriately. Thus 'socialisation' of benefits invites early challenge from the business and so builds understanding and ownership of the change programme. This is particularly important in efficiency programmes that changes Operating Model and structures.

Whilst it is hard work at the time, diligent estimating in early stages saves a very great deal of effort downstream and is the key to assuring benefits and ROI. AOD produces two numbers for each estimate. One is used as a stretch target for the change work (best) and the other (factored) is used as the safe savings, new revenue or new asset figures by Finance for budget planning purposes.





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# Want to know 'how-to' make Bias-Free Estimates?

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