LINQ™
SEE.
SOLVE.
SHARE.

PRODUCTIVE LINQ ™

Quickly find value, see the big picture, and expand your organisation's knowledge.

CONTENTS

QUICK LINQ

WHAT IS QUICK LINQ?

We created Quick LINQ to help you build Information Supply Chains quickly.

With only two pieces of information you can start to model the flow of information through your organisation.

Quick LINQs are a great place to start a new sketch.

BIG PICTURE

Quick LINQ is great at helping you see the big picture fast.

Quick LINQ helps you capture detail everyone understands.

FINDING VALUE

Quick LINQ enables you to value the information supporting your critical business outcomes.
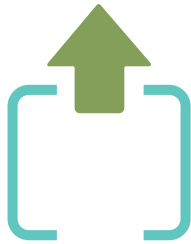
Cascading values enable you to identify the most vital Information Supply Chains.

TARGET YOUR PRIORITIES

When you have the big picture you can quickly see where your most valuable information lives, identify bottlenecks, and understand the cost of doing business.

Where you start first is up to you!
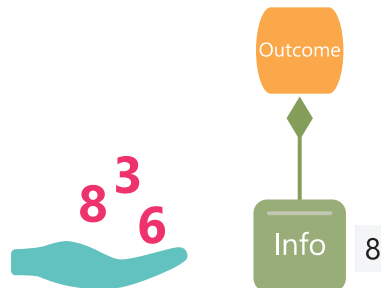
USING QUICK LINQ

ADD YOUR INFORMATION ASSETS (OUTPUTS)

What information do you and your organisation produce to support your business outcomes?

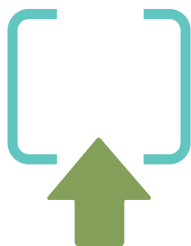e.g. Board reports, Top customer list, invoices, outage reports…

For each one, add an Information node, fill in the name, and line them up at the top of your sketch to make it easy to find them later.

VALUE YOUR OUTPUTS

Now give each information output a value from 0 (not valuable) to 10 (most valuable).

Value could be based on contribution to revenue, contribution to strategic goals, or a mixed weighting of any other factors you choose.

Outcome

Info 8

ADD YOUR SOURCE INFORMATION (INPUTS)

What information do you and your organisation use to create your information assets? What is the original source of that information? Source information could come from:

• A customer action
• Information supplied to you from another organization
• The first time information is recorded

Add Information nodes for each piece of source information, and line them up on the bottom of the sketch.

Invoices
Info 10

Top Customer Report
Info 8

Sale Report
Info 7

Customer Details
Info

Transactions
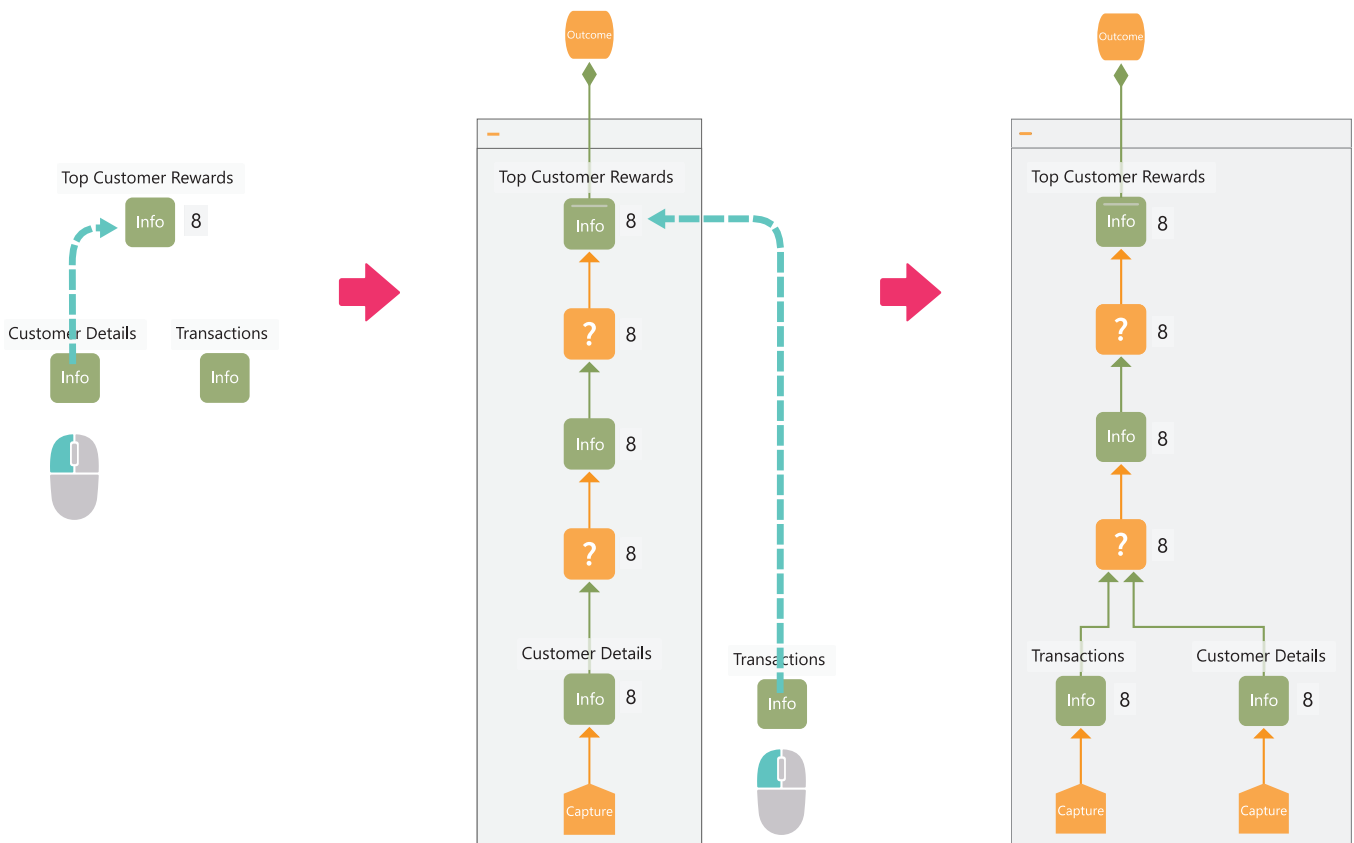Info

USING QUICK LINQ

CONNECTING SOURCES TO OUTPUTS

Now connect each piece of source information to the outputs that make use of it.

Click and drag from a source Information node to an Information output node to connect them. Quick LINQ fills the supply chain, and adds outcomes and capture nodes automatically.

Source information can be used by multiple outputs, so remember to draw a connection to all the outputs where it is used.

'SOMETHING HAPPENS HERE' NODE

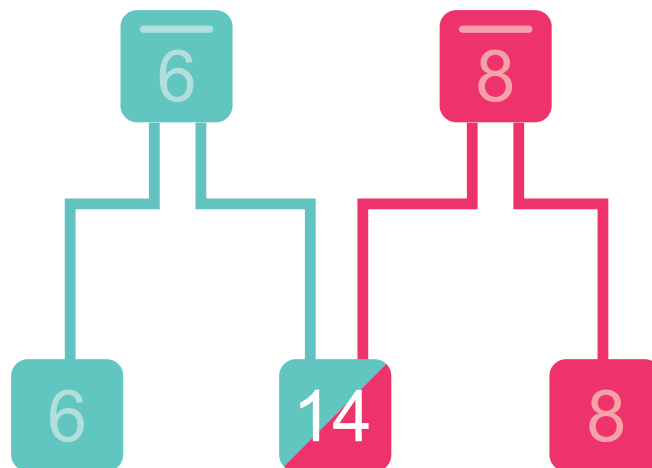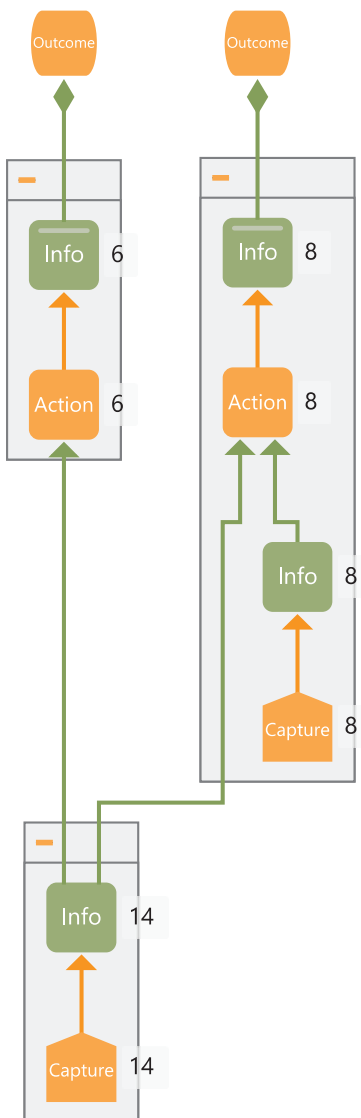The Something Happens Here Action node is a placeholder action in lieu of more detailed information.

It's an excellent way to distinguish between known and (currently) unknown parts of the information flow.

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VALUE LINQSETS

Value LINQsets group value in your supply chain. By grouping value, you can easily identify the most important parts, without having to see all the details.

Value LINQsets automatically arrange parts of the supply chain into blocks of "like value" that contribute to the same overall information outputs.

CASCADING VALUE

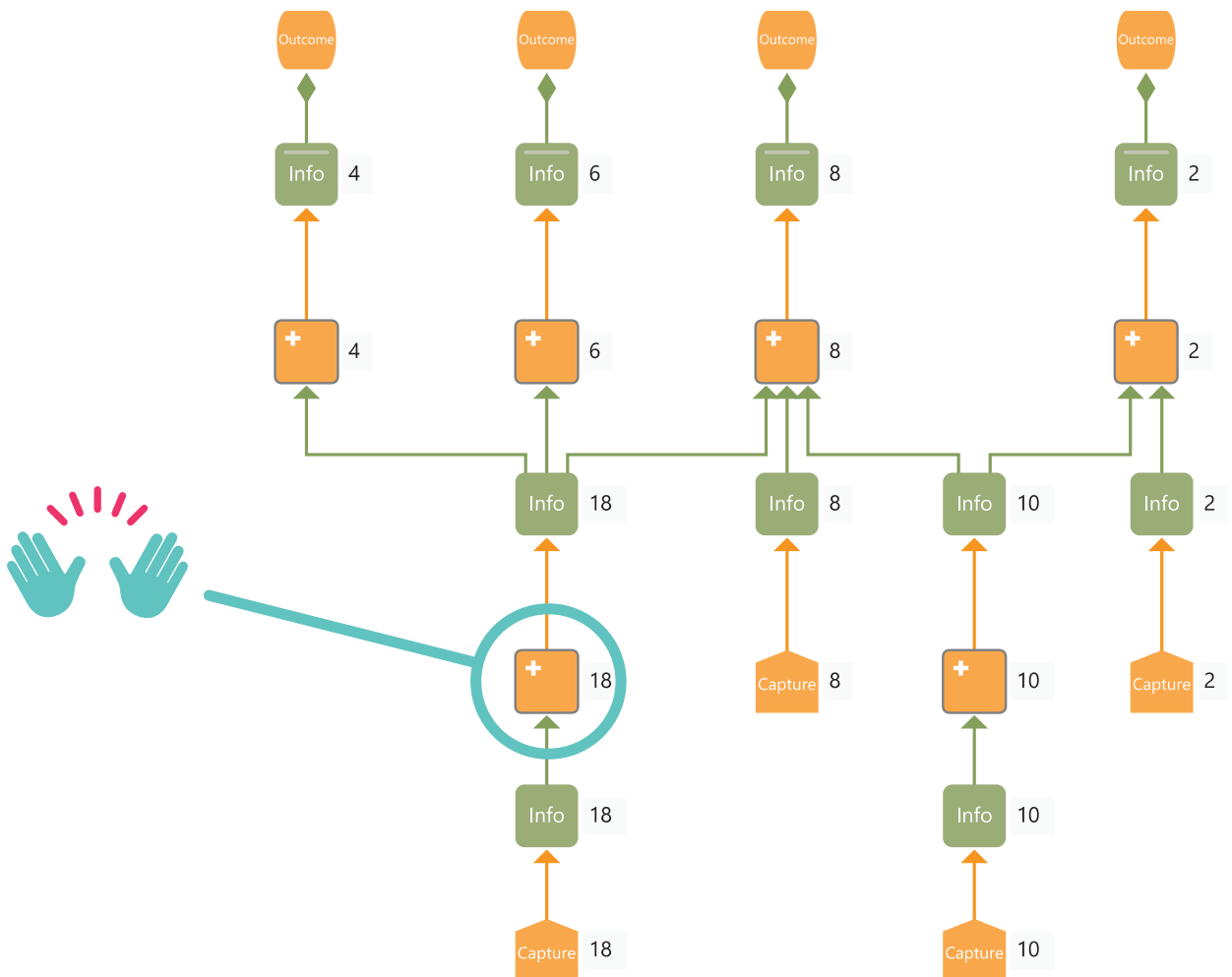The values that you give your information outputs cascade down the supply chain.

Values add up to highlight the parts that of the flow that contribute to multiple outcomes.

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PRIORITISE

SEEING THE BIG PICTURE

When you are finishing connecting sources to outputs, click the 'minimise-all' button to see the big picture. LINQ collapses each Value LINQset into a LINQset node.

You can click each one and give them a name.

Outcome	Outcome	Outcome	Outcome
Info 4	Info 6	Info 8	Info 2
+ 4	**+** 6	**+** 8	**+** 2

Info 18	Info 8	Info 10	Info 2
+ 18	Capture 8	**+** 10	Capture 2
Info 18		Info 10	
Capture 18		Capture 10	

CHOOSE WHERE TO START ADDING DETAIL

The highest value parts of the supply chain are often the best places to start adding detail because they are involved in many information flows and information outputs.
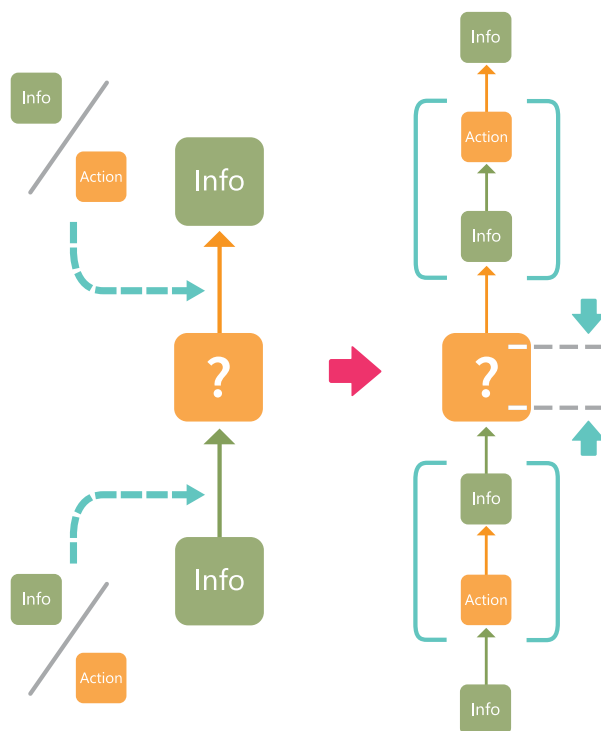
EXPANDING

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FILLING IN THE BLANKS

Once you have identified the area of most value using QuickLINQ, you will want to capture your Information Supply Chains in that part of the organization in more detail. We recommend that you firstly label your Value LINQset, and then create a new sketch with the same name from Explorer.

In this new sketch, create the nodes that were in your Value LINQset, and the nodes that provided the inputs to the Value LINQset. Now start to fill in the blanks by following the flow of information. We will be providing new capability to link sketches to the QuickLINQ sketch in a forthcoming release.

As you learn more about how information flows along the Information Supply chain, add the resulting information and action nodes using the drag-to-insert workflow.

DRAG-TO-INSERT

Drag an Action or Information node onto a connection, or double-click on a connection between Information and Action nodes to add more details to your information supply chain.

LINQ adds in the action or information nodes needed to make up the information supply chain.

CONGRATULATIONS!

You are now well on the way understanding how information flows in your organization, and sharing that new understanding with your colleagues.

Keep an eye out for our next guide which will introduce LINQ's tools for finding bottlenecks, uncovering risks and presenting cases for change.