WORKSHOP IT

CAPABILITY STATEMENT

JESSICA

AI-powered requirements elicitation platform

AT A GLANCE

01

We understand the problem.

Jessica helps organisations gather and make sense of stakeholder input before important conversations happen.

02

We've built a real solution.

Jessica is a platform that turns individual stakeholder conversations into structured, actionable insights.

03

We know the work.

WORKSHOP IT brings together Business Analysis, technology, project delivery and client relationship experience.

04

Where it fits.

Applications across project discovery, transformation, requirements gathering and more.

01 / THE PROBLEM.

IMPORTANT DECISIONS RELY ON INPUT FROM MULTIPLE STAKEHOLDERS.

Traditional discovery relies heavily on meetings, workshops and interviews. This creates scheduling bottlenecks and limits how much can be explored with each stakeholder.

WORKSHOPS CAN CREATE THEIR OWN INEFFICIENCIES

Unavailable stakeholders

Waiting for everyone's calendars to align can delay discovery or leave important voices out.

Distracted attendees

People are expected to contribute while also dealing with other work and competing priorities.

People who don't need to be there

Some stakeholders only need to provide input on part of the discussion, but may spend hours sitting through the rest of the workshop.

Unexpected surprises

New information can surface midway through a workshop, changing the direction of the investigation and creating work that wasn't anticipated.

JESSICA CREATES A MORE FOCUSED WORKSHOP

Attend when it matters

Stakeholders can provide their input beforehand and choose whether they need to attend the actual meeting.

A record of stakeholder input

Responses and requirements are captured, providing a record of what people said and why.

Know where the disagreements are

See where stakeholders disagree in advance and bring the evidence needed to help resolve those differences.

Focus the conversation

Quickly identify where people agree and spend valuable workshop time on the issues that actually need discussion.

A more structured path forward

Jessica interviews your workshop attendees in advance of your actual workshop. Giving teams a structured view of what stakeholders think, where they agree and where they don't. Before anyone even steps into the room.

02 / THE SOLUTION.

JESSICA TURNS STAKEHOLDER CONVERSATIONS INTO SOMETHING YOU CAN WORK WITH.

FROM INDIVIDUAL CONVERSATIONS TO A SHARED VIEW

01

Invite

Each stakeholder receives a link to their own personalised conversation with Jessica, which they can complete asynchronously at a time that suits them.

02

Converse

Jessica asks follow-up questions based on what each stakeholder says. Responses are clarified to make them specific and measurable. Reasoning behind the responses is also uncovered.

03

Synthesise

Responses are structured and consolidated across all stakeholder interviews.

04

Identify

Common requirements, duplicates and conflicts are identified.

05

Focus

The team starts the workshop with a clearer picture of what needs to be discussed and where views differ.

03 / WE KNOW THE WORK.

JESSICA IS THE TOOL WE WISH WE HAD ON EVERY DELIVERY PROGRAM.

Jessica was born from years of seeing how much time and effort can be lost gathering and reconciling stakeholder input.

15+ YEARS

Business Analysis Experience

Our founding team brings together Business Analysis, technology, solution architecture, project delivery and client relationship experience.

DELIVERY

Transformation & Delivery Programs

Experience working on complex transformation and technology programs across large organisations.

STAKEHOLDERS

Reconciling Different Perspectives

Practical experience bringing together different views, priorities and requirements to reach a shared understanding.

04 / WHERE IT FITS.

THE PROBLEM JESSICA SOLVES ISN'T UNIQUE TO BUSINESS ANALYSTS.

Whenever a team needs to gather perspectives from multiple people, understand what they need and identify where they agree or disagree, the same approach can help.

- Project discovery
- Transformation programs
- Software and technology projects
- Process redesign
- System implementation
- Business change

SPECIALISED USE CASES

THE FUNDAMENTALS ARE THE SAME.

GATHER PERSPECTIVES. EXPLORE WHAT PEOPLE NEED. IDENTIFY AGREEMENT AND DISAGREEMENT. BUILD A CLEARER PICTURE BEFORE MAKING A DECISION OR DEVELOPING A PLAN.

PROCUREMENT

Gather input from technical, commercial and operational stakeholders to understand requirements, priorities and constraints before going to market.

BIDS & TENDERS

Gather input from subject matter experts, identify gaps and conflicting perspectives, and give bid teams a clearer starting point before developing a response.

PLANNING & DECISION-MAKING

Gather perspectives from the people who will shape, deliver or be affected by a plan or decision.

ABOUT WORKSHOP IT

BUILT IN AUSTRALIA

COMPANY

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DATA & SECURITY

Regional hosting

Customer application data is hosted using Google Cloud infrastructure in the customer's region. Australian customers are hosted in Australia, while US customers are hosted within the United States.

Encryption

Data is encrypted at rest using AES-256 with Google-managed keys and in transit using TLS 1.2 or higher.

Customer data

Customer information is used to provide the Jessica service and is not used for unrelated purposes.
Data entered by users is not used to train AI models.
Customer data entered into the service is stored within the customer's designated hosting region.
Each pilot client has a dedicated application environment.

Retention & deletion

Customer data is retained only for as long as the Jessica service is being provided. Customers may request deletion of their data or a copy of the data held by WORKSHOP IT through our support channels. At the end of a customer's subscription, all remaining customer data and the customer's dedicated environment will be deleted.

Privacy

WORKSHOP IT manages personal information in accordance with its privacy policy and applicable privacy laws. Where acting as a service provider or contractor, WORKSHOP IT processes customer personal information only for agreed business purposes and does not sell or share customer personal information.

Security incidents

WORKSHOP IT maintains procedures for responding to security incidents and will notify customers of confirmed incidents affecting their data in accordance with applicable law and contractual requirements.

TECHNOLOGY

Our Product

Jessica: AI-powered
requirements elicitation platform

Cloud Infrastructure

Google Cloud

JESSICA IS CURRENTLY IN PILOT

Jessica is a new product from WORKSHOP IT and is currently being offered to selected customers through a free pilot program.

Startup Programs

WORKSHOP IT has been accepted into startup programs with Cloudflare, Zendesk and MongoDB.