

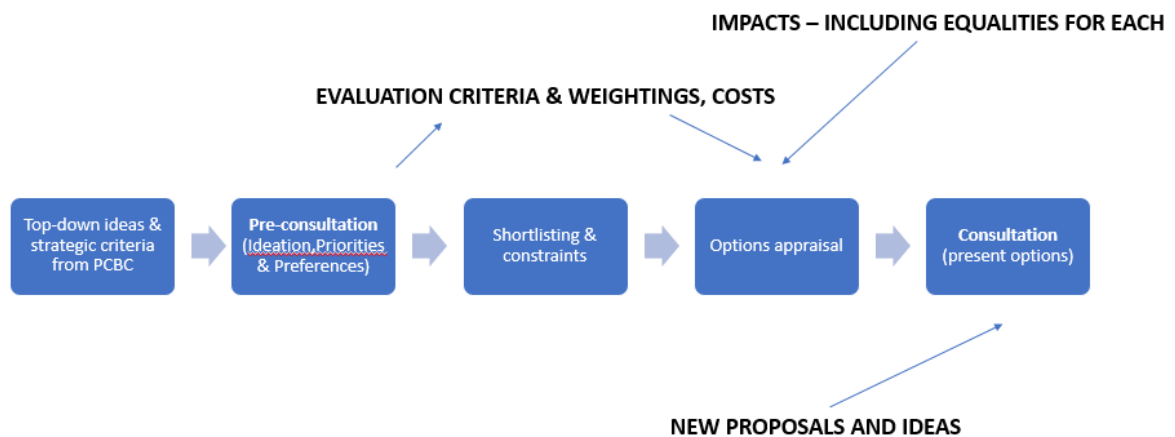
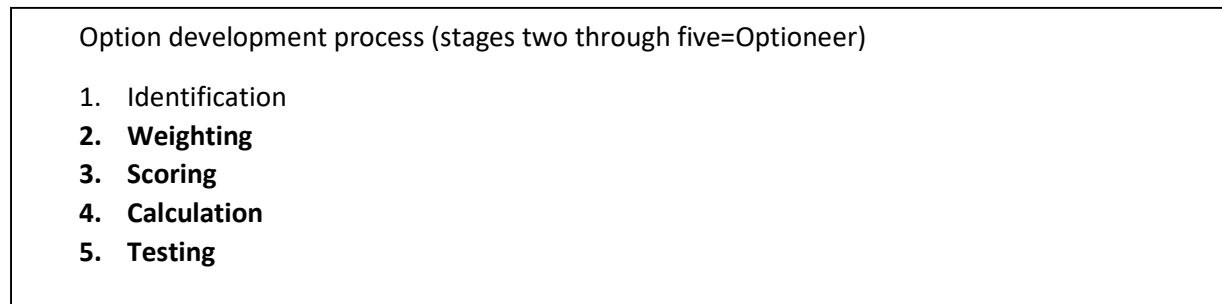


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## Introduction

Optioneer is a cloud-based system that can be used to appraise different choices. It is particularly beneficial to consultors who wish to demonstrate that they have carefully considered the process of option development and are thus not subject to predetermination.

Optioneer can appraise a wide range of choices but is typically used in the appraisal and shortlisting stages of a process.



## How it works

Optioneer uses a proven methodology to appraise a number of parallel options. Consultors must stipulate the criteria on which options are appraised (typically these are derived from pre-consultation activity) and any 'weighting' that should be given to each criterion (alternatively, all criteria can be equally weighted).

Cost should never be scored as a criterion as all options are viable proposals in that they fit within fiscal constraints. Instead, finances are considered at the end of the scoring process to determine the cost-benefits (cost per unit score) of each option. To this extent, Optioneer has fields to specify capital, revenue and savings for each option over any given period of time for the purposes of comparison.

Consultors can use the Optioneering platform to create bespoke 'grids' – web pages which have a series of rows and columns that reflect each option, criteria and the corresponding scores from a group or individual stakeholders. Weightings for each criterion can also be specified, manually or democratically among stakeholders.

The grids work a bit like a spreadsheet in that total scores and comparisons are automatically updated whenever something changes. Grids can be archived and recalled, options can be highlighted, notes can be made and scores can even be collected remotely among a distributed audience.

This means that Consultees can keep robust records of the optioneering process, have a failsafe methodology for comparing options and are able to make policy simulations with ease in order to test a range of scenarios and ensure that preferred options are chosen wisely.

## Use cases

Optioneer can be used in a number of ways, for example: -

- As a back-office tool to test various scenarios and assumptions ("sensitivity testing");
- To document and check the outcome of a (non-digital) option development workshop;
- To work alongside an option development workshop in the collection of scores or presentation of scores and rapid calculation of results;
- To understand cost benefits once scoring has occurred.

### Key features (as of 29.04.2021)

- Cloud based, multiple projects
- Weightings collection via workshop or asynchronously via form
- Scoring by consensus or individually
- Remote collection of scores via mobile phone ('live mode')
- Sensitivity testing
- Automatic results analysis (ranking by score and cost benefits)
- Automatic matrix calculation
- Save, share (publicly), delete and restore projects
- High visibility "Workshop mode"
- Forcefield analysis and validity checking
- Finance calculator with Capital, Revenue and Savings figures.
- Semantic anchors provided for scoring purposes
- Unlimited options and criteria per matrix
- Notes section per option
- Highlight (hold/release) individual options

### Compatibility

Please note that Optioneering is designed to work with Google Chrome Browser on a desktop or laptop computer only. The mobile interface is HTML based and optimised for SmartPhones.

### Known Limitations

- We do not recommend comparing more than *five* options in any given grid as the limited screen real-estate can cause formatting problems.
- The number of participants who can score "per grid" has been limited to 20 for the same reasons.
- To "save" a grid it must be given a unique name (no spaces) and a license must be in effect. Grids can be printed for permanent archive.
- The design of a grid (i.e., the labels, criteria and options) cannot be changed once a grid has been set-up. However, you may load a grid then save it with a different name to create a copy and you may permanently change the *number of participants* in "live" mode.
- Only one "live" scoring session may be conducted in parallel for each license holder.

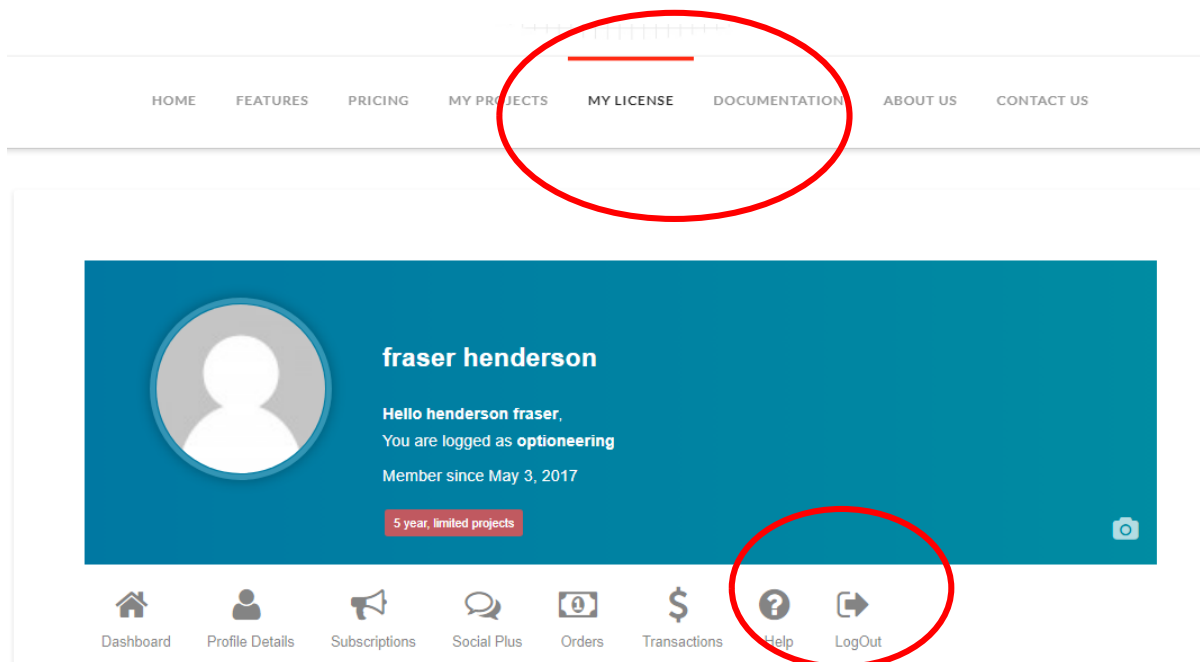
## Getting started

You will need to login to Optioneering with your supplied username and password in order to create a new matrix or retrieved saved work.

Browse to: <http://optioneering.co.uk/iump-login/> and enter your credentials in the following screen: -

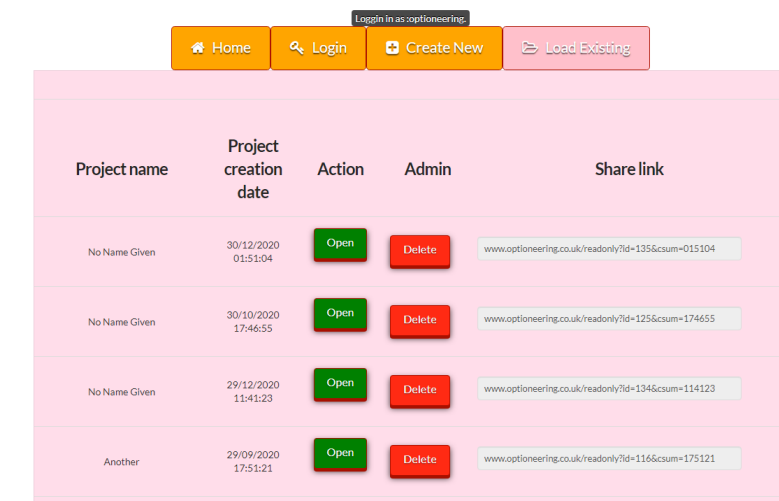
The login form consists of two input fields: 'Username' with a person icon and 'Password' with a lock icon. Below these is a checkbox for 'Remember Me' and a blue link for 'Lost your password?'. A large blue 'Log In' button is centered below the fields. At the bottom, there is a link: 'Dont have an account? [Sign Up](#)'.

To log out at any time (for example, to switch accounts), navigate to “my license” then click “LogOut” as per below



## Creating a new project or recalling a saved project (from 1<sup>st</sup> screen after login)

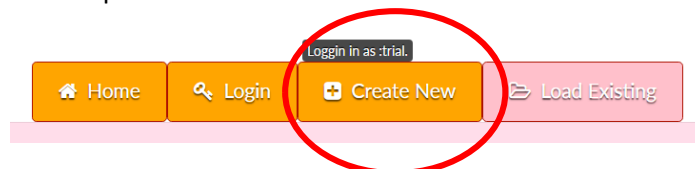
In Optioneering, projects are called grids or matrices because they are based on a scoring chart. When you first log-in you will see a list of archived projects, a project name, a creation date, the public sharing link and a delete option. Projects are listed in chronological order. Click on the “open” button if you want to retrieve an existing project. Click “Delete” to remove a project permanently (you will be promoted to confirm the project name for safety purposes).



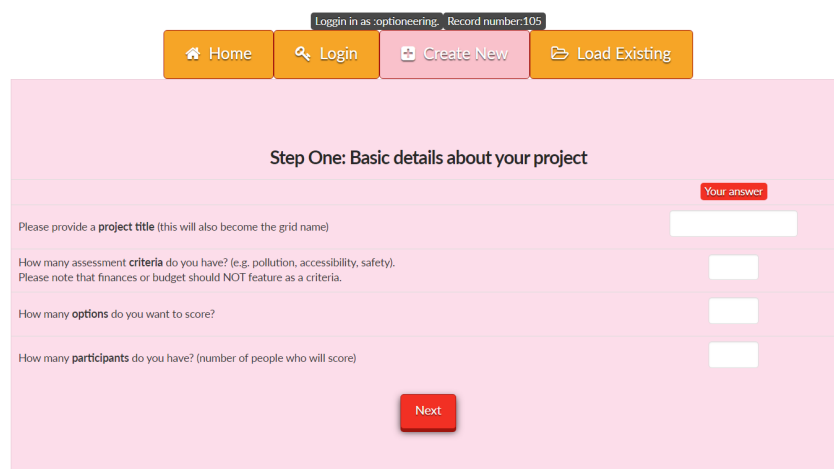
The screenshot shows the top navigation bar with buttons for Home, Login, Create New, and Load Existing. Below the navigation bar is a table with the following columns: Project name, Project creation date, Action, Admin, and Share link. The table contains four rows of project data.

Project name	Project creation date	Action	Admin	Share link
No Name Given	30/12/2020 01:51:04	Open	Delete	www.optioneering.co.uk/readonly?id=135&csum=015104
No Name Given	30/10/2020 17:46:55	Open	Delete	www.optioneering.co.uk/readonly?id=125&csum=174655
No Name Given	29/12/2020 11:41:23	Open	Delete	www.optioneering.co.uk/readonly?id=134&csum=114123
Another	29/09/2020 17:51:21	Open	Delete	www.optioneering.co.uk/readonly?id=116&csum=175121

In this section we will show you how to create a new project based on consultation data. First, click on “Create New” from the top ribbon.



A new screen will appear asking you about the design of your scoring process as per below: -



The screenshot shows the 'Step One: Basic details about your project' form. The form has a title bar with 'Login in as :optioneering' and 'Record number:105'. Below the title bar are buttons for Home, Login, Create New, and Load Existing. The form contains four questions with input fields and a 'Next' button at the bottom.

**Step One: Basic details about your project**

Your answer

Please provide a **project title** (this will also become the grid name)

How many assessment **criteria** do you have? (e.g. pollution, accessibility, safety). Please note that finances or budget should NOT feature as a criteria.

How many **options** do you want to score?

How many **participants** do you have? (number of people who will score)

Next

Firstly, provide a project name. This should be a short name which will help identify your project and this will become the default filename. **Do not use spaces in the project name.**

Secondly, specify the number of criteria which each option will be assessed against. For example, this might be 'distance from the city', 'pollution' and 'sustainability' in which case the answer is three. Please note that COST or AFFORDABILITY is never a criterion, this is dealt with separately in Optioneer.

Thirdly, specify the number of options or proposals that you wish to evaluate. *Please note that these will appear horizontally on your scoring grid and subsequently it may be impractical to appraise more than 6-7 per project.*

Finally, specify the number of participants involved in Optioneering. This number is the number of people who can cast a vote in the development of criteria weightings, if applicable. It does not have to be the same as the number of people involved in the scoring process but it is later the *maximum* number of individual scores that can be collected for any given box.

In this example, we have used 3 criteria with 4 options and 2 participants. Click "Next".

On the next screen you will be asked for more information and labels for your matrix. Spaces are allowed.

**Step Two: Matrix Labels**

Enter your **criteria** labels (Cost is an OUTPUT and should not be listed)

1: Distance from the city

2: Pollution

Enter names for your **options**

1: Do nothing

2: Close the hospital

3: Provide beds

How do you want scoring to work? By Group or Individually (multiple inputs) ▾

If you have selected by group or individual above, how many inputs for each criteria? 1

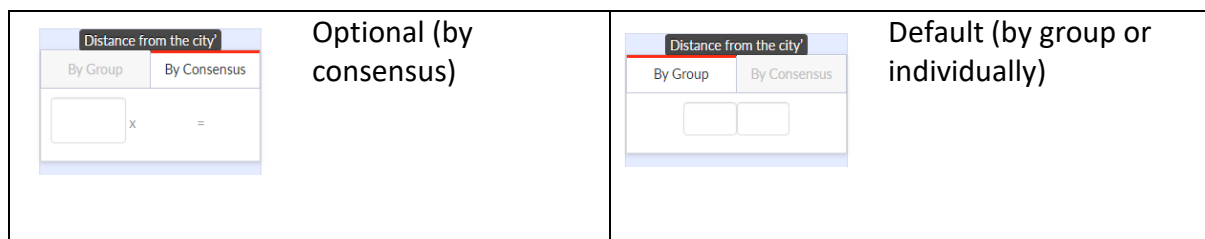
Back Continue to determine weightings

Go straight to grid with equal options

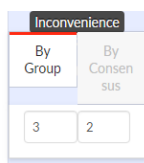
On this screen you will need to label each of your criteria. For example, 'distance from the city', 'pollution' and 'sustainability'. Best practice dictates that criteria should be derived or developed during pre-consultation but they may also be taken from business values or aims.

Next, label your options. You could stick with “option 1, option 2...” but we recommend using meaningful names such as “Do Nothing” or “Relocate Hospital”. The number of fields corresponds to the number of options selected on the previous screen.

On the section “how do you want scoring to work” you have two choices. You may want the grid boxes to appear with only one score appearing in them. For example, if you are operating a workshop and want to come to a consensus about the score then select “by consensus/one input”. By default, this is set to “by group or individually” as this provides the greatest flexibility. Under this arrangement, you can select how many sub-scores you will collect and add for each option/criterion combination (i.e. each box).



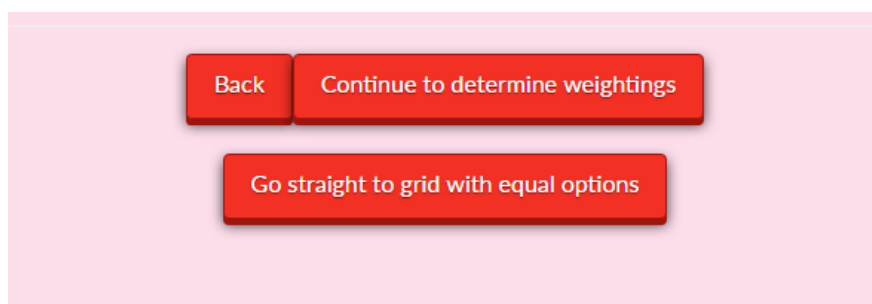
Finally, select the number of inputs for each box. This is the number of individual scores that can be collected and averaged for each option/criterion combination and it reflects the number of groups or individuals who are going to participate in the scoring process.



In this example there are two inputs to reflect two participants.

To proceed there are two buttons with two different options: -

1. **Continue to determine weightings:** The weighting for each criterion is determined by a scoring process or has been determined separately. Each participant can score to determine average weightings which are taken forward into the grid.
2. **Go straight to grid with equal weightings:** A weighting of “1” is applied to each criterion and there is no weighting scoring process. This means that each criterion has the same weight.





## Weightings screen (forcefield analysis) - optional for democratically determining weightings

You will see your criteria in columns and rows to reflect the number of participants selected in the first “basic details” screen.

Enter the distribution of points for each participant horizontally in the grid.

Determine weightings for each criteria			
<input type="button" value="Refresh"/>			
+ Proforma Info			
+ Debug			
	sdf	sdf	Total
Participant.			
1	<input type="text"/>	<input type="text"/>	<input type="text"/>
2	<input type="text"/>	<input type="text"/>	<input type="text"/>
3	<input type="text"/>	<input type="text"/>	<input type="text"/>
Checksum	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Average1	Average2	
	<input type="text"/>	<input type="text"/>	
	<input type="text"/>	<input type="text"/>	

The proceed button will appear below when all average weightings add to 100

The average weighting score for each option is automatically calculated by this screen and put into the lower fields.

You cannot progress onto the next stage until the total of all the averages equals 100 points (rows and columns will change green when they are good). For this reason, the “Continue to scoring button” does not appear until the matrix is correctly configured.

However, sometimes the sum of the averages doesn’t quite equal 100 due to mathematical division. In this instance, the totals can be manually rounded-up or down.

### Weighting procedure inside optioneering

Each participant is given 100 points. These points are distributed across the criteria by entering them into the appropriate boxes. More points equate to more importance.

		Distance from the city'	Pollution	Sustainability	Total
Participant.	1	80	10	10	100
	2	20	30	50	100
Checksum	100	Average1 50	Average2 20	Average3 30	Checksum 100

[Continue to scoring](#)

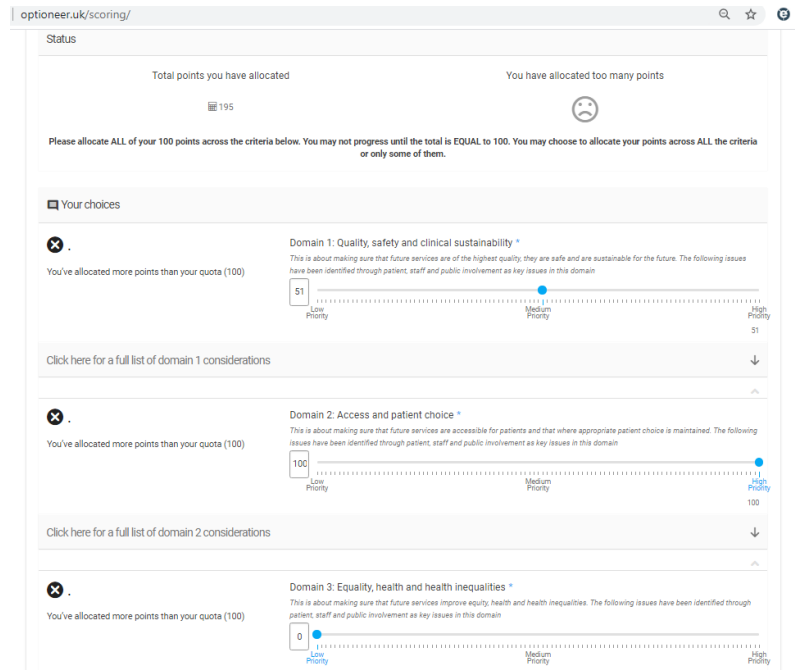
The number of points given by each participant for should add up to 100 across the criteria. If this is the case, the row "total" indicators will go green. If not, they will be pink.

The average weighting for each criteria will then appear in these boxes.

The row below will contain the *actual* multiplier used in the system. It should be green to indicate that the sum adds up to 100 but you can adjust the number in this row should the averages not work out neatly.

## Inserting weightings from an external system

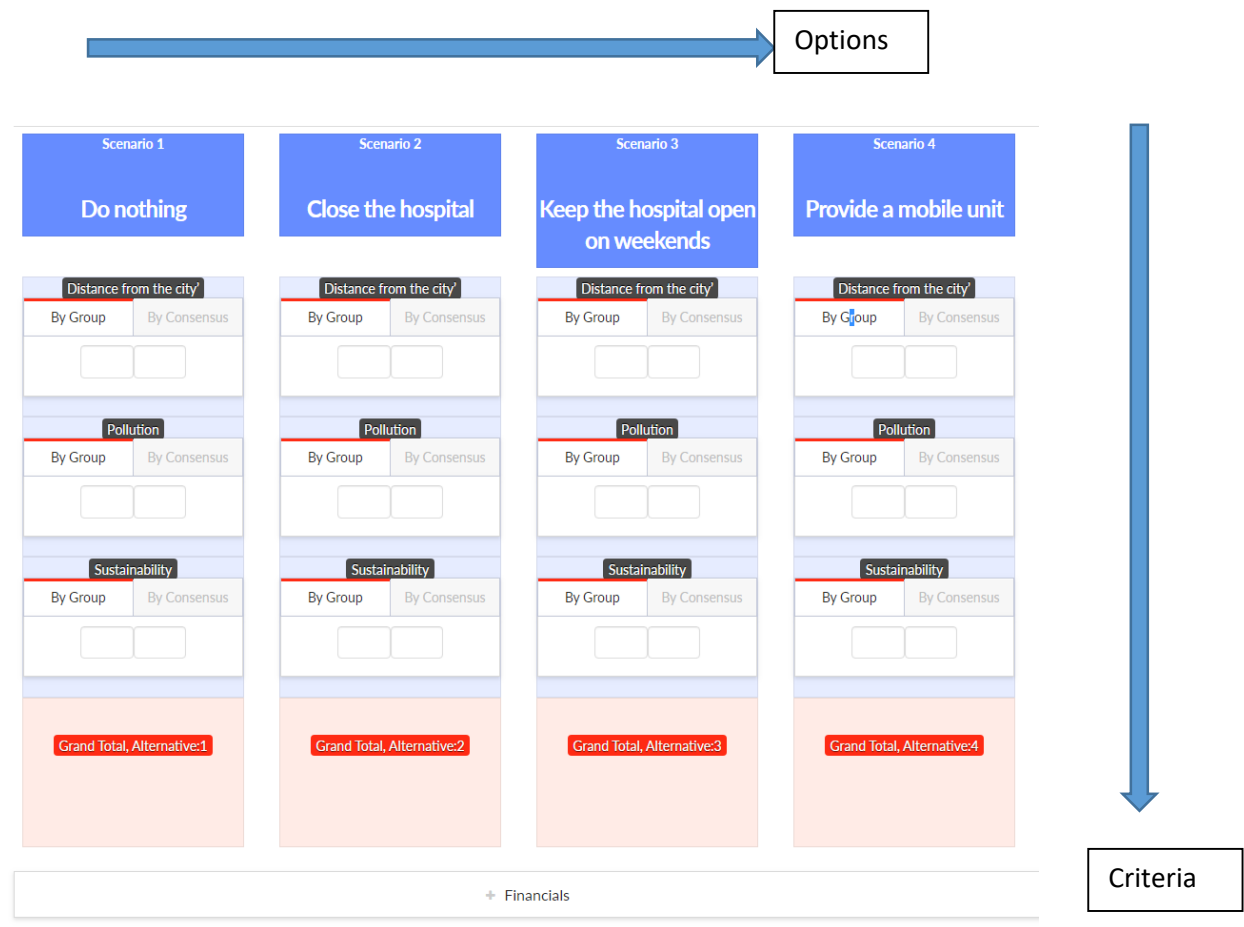
You can choose to use our weightings questionnaire which can be used to collect weightings from individuals at their own leisure via the issue of a web link.



The average scores collected from the questionnaire can then be transposed into the weightings screen by populating each participants/row with the overall averages.

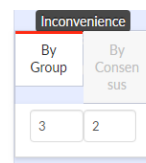
## Scoring screen orientation

The scoring screen is the default view and screen after weighting. Based on our example, it will look something like this



## The “grid”

A box is an element of the “options grid” that can be created by Optioneer. A grid contains multiple boxes and each contains the individual scores received by participants for each option and each criterion. You can switch between the “by group” and “by consensus” tabs by clicking on them – this reveals the individual and total scores. The default view (presented on load) is set during the design process.



A total score for each box is calculated by adding the individual sub-score and multiplied by a weighting<sup>1</sup> for each criterion to create a total score for that box. All the box scores for each option are then added up to create a total score for each option. Finally, the total scores are compared and divided by the cost for each option to give a cost per unit benefit.

**Hint: Hover over a sub-score box to reveal the participant number for that sub-score**

<sup>1</sup> The weightings can be set manually by the administrator or created democratically by the participants

At the top of the screen are the matrix controls. Click on each section header to see expanded functionality. Click the section headers again to collapse.

\* Viewing modes

\* Control Panel

Number of groups: 
 Number of criteria: 
 Number of alternatives:

\* Advanced Functions

Filename for archive:

### Entering financial data

Optioneering supports the input of financial data for each option so that cost benefits can be calculated. Cost data should not be visible to participants during the scoring process so these inputs are hidden behind a collapsible section as per below: -

\* Financials

Enter X year costs per alternative

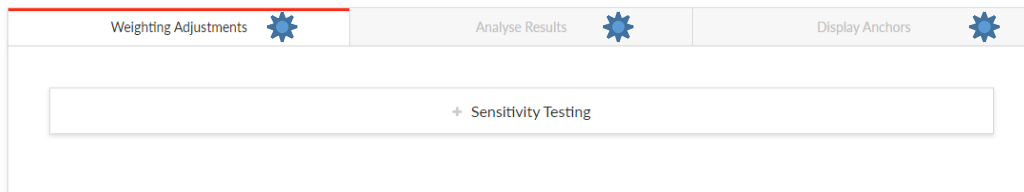
<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>
£k (Cap.)	£k (Cap.)	£k (Cap.)	£k (Cap.)
<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>
£k (Rev.)	£k (Rev.)	£k (Rev.)	£k (Rev.)
<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>
£k (Save)	£k (Save)	£k (Save)	£k (Save)
<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>
£k Total.	£k Total.	£k Total.	£k Total.
<b>Cost Per Unit Benefit, Alternative:1</b>	<b>Cost Per Unit Benefit, Alternative:2</b>	<b>Cost Per Unit Benefit, Alternative:3</b>	<b>Cost Per Unit Benefit, Alternative:4</b>
<input type="text" value="NaN"/> £k/point	<input type="text" value="NaN"/> £k/point	<input type="text" value="NaN"/> £k/point	<input type="text" value="NaN"/> £k/point

To calculate the cost benefits, simply specify the capital, revenue and savings estimates for each option in the appropriate column. To make this accurate, we suggest you think about the costs over a set period of time – perhaps 5 or 10 years.

The “£k (Total)” is automatically populated. This is the capital cost PLUS the revenue cost MINUS the savings. If scoring has already occurred then a cost per unit benefit is displayed in the row at the bottom of this section. The lower this number the better in terms of ranking results.

## Helper tabs

There are three tabs at the top of the screen. Click on the headings to scroll through these.



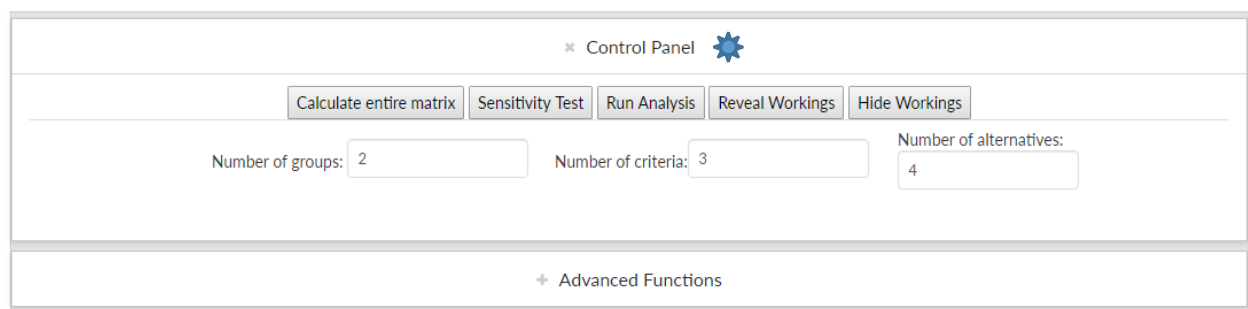
- “Weighting adjustments” is used after scoring to test different weighting sets
- “Analyse results” is also used after scoring to automatically rank the options
- “Display anchors” displays a useful graphic to help normalise scoring. We recommend this is displayed during the scoring process for the benefit of participants.

## Viewing modes (first collapsible tab)

- **Normal mode.** This is the standard view. Use this when analysing results or inspecting the scores.
- **Workshop mode.** This creates a “high visibility” view of the matrix where consensus scores are enlarged and notes sections are collapsed. The scores and calculations will be easier to see but it can only accommodate one sub-score per box (i.e. is only really suitable for consensus methods).
- **Live mode.** A cut-down version of normal mode. In this mode, scores can be collected remotely by participants using their mobile devices.

*Note that if you switch between viewing modes, no data will be lost but we recommend grids are saved before this point. The ability to switch viewing modes will depend on your current mode.*

## Control panel (second collapsible tab)



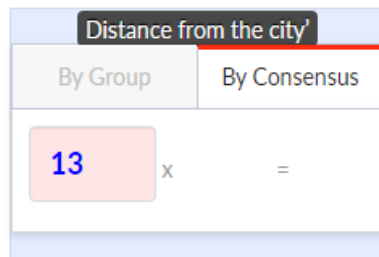
The control panel also shows you the number of groups/participants, criteria and options as specified in the design screen. This cannot be adjusted.

The 'control panel' is used to update the matrix calculations. If you are scoring "by group" then the matrix will automatically update once a number is entered into a box. For all other methods, you must click "calculate entire matrix" to calculate the totals. This is to prevent bias in terms of a total score being revealed during the process of scoring.

Clicking in the "by consensus" tab of any box will reveal the workings for that box for any time as long as the 'calculate entire matrix' button has been pressed. This is the total of the sub-scores multiplied by the weighting. For example: -



Consequently, if you click on the "hide workings" button in the control panel then the calculation is hidden, as are all the totals. The "reveal workings" button undoes this.

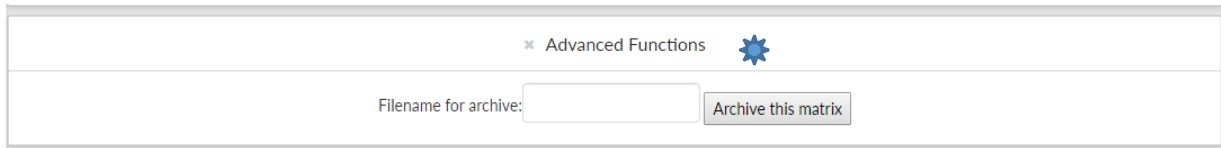


For details of "sensitivity test" and "run analysis", see further sections of this document.

### Advanced functions (third collapsible panel)

The advanced functions tab only has one purpose and that is for saving the data in the matrix to file/cloud storage.

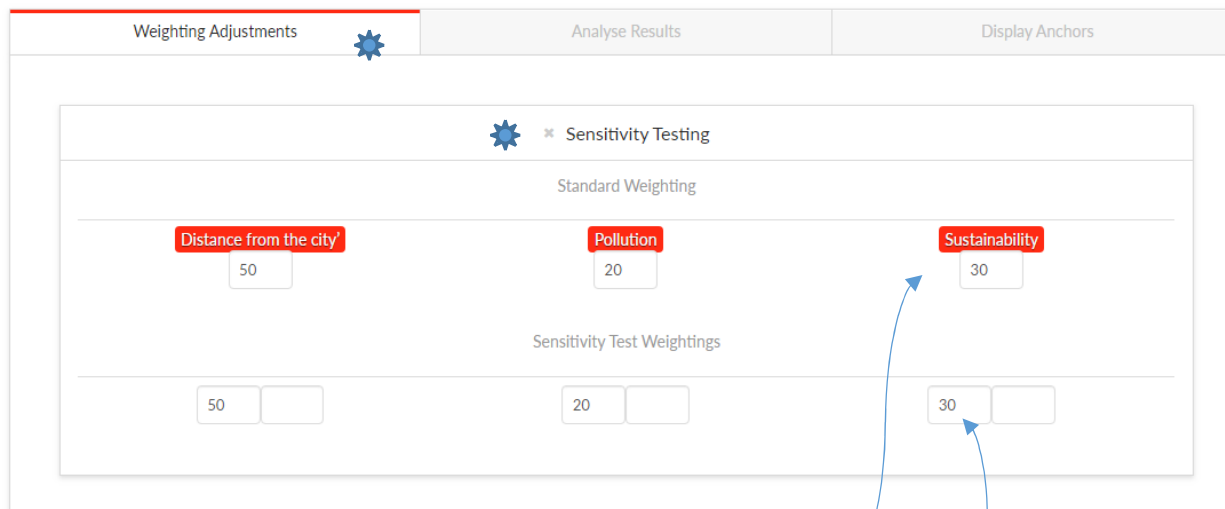
All you need to do to save the data is specify a filename and click “archive this matrix”. *Please note that once you click to save, the matrix will close and you will need to load it back if you wish to restore it. If a duplicate filename is specified, it will not over-write an existing file.*



### Weighting adjustments

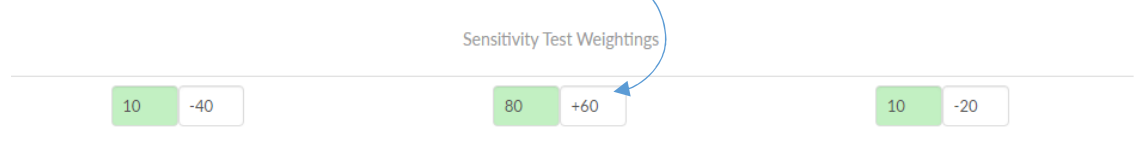
Optioneer brings forward the weightings for each criterion from the design screen and these cannot be adjusted. However, Optioneer allows you to specify an alternative/second set of weightings for you to experiment with. This is useful to see if an alternative view would change the preferred option.

You can recall the default weighting by selecting the weighting adjustments tab and expanding the sensitivity testing section by clicking on the label.



The weightings for each criterion are revealed in the uppermost rows.

To specify alternative weightings, put the corresponding numbers in the lower row for each criterion. The boxes will go pink if the total weighting does not add up to 100. They will show green if the total is 100 (as per the original weighting distribution). You will also be shown the positive or negative adjustment from the original values in the box adjacent.





To apply the alterantive weightings to the matrix, click the “sensitivity test” button in the control panel. The grid will go yellow and the new scores wil be applied with the new multipliers. To switch back to the original weightings, cilck “control panel” “calculate entire matrix”.

### Analyse results tab

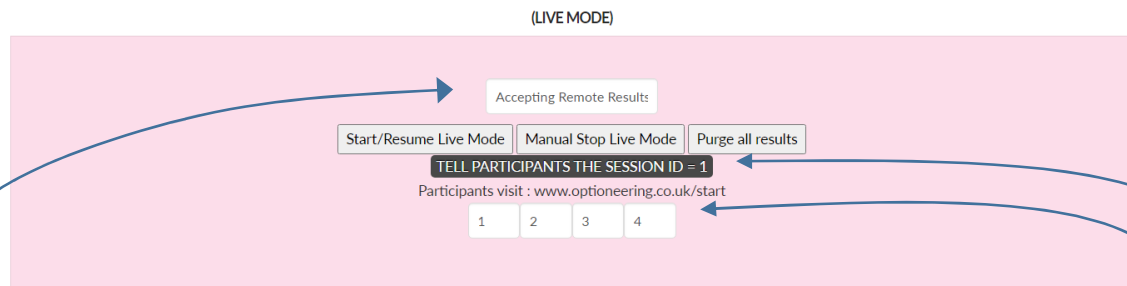
The analyse results tab can be used to quickly determine the rank (from top to bottom) of options based on both total score and cost benefits. This is only useful if scoring has taken place.

Weighting Adjustments	Analyse Results	Display Anchors																
	<p><b>Score Based Rank</b></p> <table><tr><td>1150</td><td>Close the hospital</td></tr><tr><td>650</td><td>Do nothing</td></tr><tr><td>0</td><td>Provide a mobile unit</td></tr><tr><td>0</td><td>Keep the hospital open c</td></tr></table>	1150	Close the hospital	650	Do nothing	0	Provide a mobile unit	0	Keep the hospital open c	<p><b>Price Based Rank</b></p> <table><tr><td>0.004:</td><td>Close the hospital</td></tr><tr><td>0.004:</td><td>Do nothing</td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr></table>	0.004:	Close the hospital	0.004:	Do nothing				
1150	Close the hospital																	
650	Do nothing																	
0	Provide a mobile unit																	
0	Keep the hospital open c																	
0.004:	Close the hospital																	
0.004:	Do nothing																	

To get the results you must click “control panel” “run analysis”. *Please note that the ranking wil fluctuate if there is an option with the same score or cost benefits so pressing the ‘run analysis’ buttno a number of times is recommended to see if this is the case.*

## Collecting scores using 'live mode' and mobile devices

This mode allows the remote collection of scores for each participant. The project screen will display a new upper control panel as show in the screenshot below: -



You have the ability to 'start' and 'stop' a scoring session by clicking on the buttons – it is *only* during this time that remote scores will be collected and put into the grid automatically. The "analysing results" indicator will illuminate yellow when the collection process is running else it will appear white.

Hence, in order to collect scores, you must click "start live mode" before participants submit their scores. You can stop collect by clicking "stop live mode". When collection is started, scores are refreshed periodically and inserted on the grid as each participant submits them. There is a small delay. Collection can be stopped by clicking the "manual stop" button and started again at any time.

There are a further set of indicators at the bottom of the section. These represent each participant and are numbered accordingly. If the indicator illuminates green then the participants has submitted their score. If the indicator is white then scores are yet to be submitted by that participant. *Once all participants have completed the scoring process and all the participant indicators are green, the collection process will stop automatically.*

Please note that if any of the indicators illuminate green when the "start" button has first been pressed, this means that data already exists in the scoring matrix for that participant. In this instance, clicking "purge all results" will reset the matrix back to revert back to its original state. Note that the original state may not be "all blank". Purging can therefore be useful if you want to re-run a scoring session.

When start is pressed you will see two green progress bars. The upper bar will indicate progress against scores received by all participants (shown as %). The lower progress bar simply indicates the passage of time.

Take note of the "session ID" that appears at the *top* of the screen. Each participant needs this to log into their scoring screen and each participant must also be assigned a participant number (incrementally from number one onwards).

One approach is to issue a unique participant number and the fixed session number to participants in advance of scoring. The other approach is to provide voting terminals (e.g. iPads) which are "pre-programmed" with this data. The session number is unique to your optioneer account and does not change. To operate the mobile scoring, participants should navigate to **optioneering.co.uk/start** on their devices<sup>2</sup>. Next, they should input the SessionID and participant code.

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<sup>2</sup> This works on any web browser, including from a desktop computer

The mobile user will be able to scroll through each criterion in turn and be able to score them for each option. When they click “submit” their scores will be transported into the desktop matrix assuming the collection process is running (the “start” button has been pressed on the desktop interface).

**Please note that there is a short delay of up to 10 seconds between pressing “start” and the collection of scores while the system initiates. Similarly, there is a short delay when stopping the live mode. Be patient during this time and resist pressing the control buttons multiple times. This is particularly true when stopping live mode manually – hover your mouse over the button and wait for it to turn to a hand symbol before pressing the button.**

**If a live session is stopped before participants have submitted their scores, any future remote submission will not be registered. However, sessions can be “re-started” at any time.**

### Making changes to a project once it has been created

It is only possible to change the number *of participants* once a grid has been created and this can only be done in “live” mode.

Click “control” panel

Control Panel

Calculate entire matrix | Sensitivity Test | Run Analysis | Reveal Workings | Hide Workings | Change no. participants

?&maxname=Twelve&groups=12&participants=12&criteria=3&options=3&maxname=Twelve&passuser=sunderland&=&crit1=Criteria 1&crit2=Criteria 2&crit3=Criteria 3&option1

Number of participants:	Participant adjustment:	Number of criteria:	Number of alternatives:
12	12	3	3

Enter a new number in the “participants adjustment” box. Then click “change number of participants”. Please note that all scoring data will be lost if this operation is selected.

## **Draft Plan: Option Scoring Workshop (Includes weighting specification)**

Consultors must ensure that there is a robust and trustworthy approach to option development. Good practice dictates that Consultees should have an understanding of how alternatives became options, why any viable alternatives were discounted and how options were assessed and subsequently shortlisted or chosen as preferred in preparation for public consultation.

### Prerequisites (advance preparation)

- Impact analysis of each presented alternative (including equalities assessment)
- Checking that the initial scoring criteria are definitely output related.
- Confirmation of who is entitled to vote and who is not (observers).
- Materials – overhead projector linked to PC and geographical map showing affected sites if related to service re-design. • Printed copies of semantic anchors for each attendee.
- Pens and paper for each attendee.

### Suggested Format

- ½ day

### Attendees

- Needs facilitation
- Optimal between 7 and 15 persons
- Senior representatives and those who have knowledge about the issues (e.g. heads of service, policymakers)
- Service user (not mandatory)
- Portfolio holder (not mandatory as political bias may be a concern. If political bias is a concern, then inviting the chair of the scrutiny committee as an observer may help)

### Suggested Agenda

It is advisable to tell the attendees that the process is “provisional”. That is, subject to any new proposals or changes which might have impact on it until the consultation is finalised.

#### 1. Build comprehension levels

- a) Consult briefly on criteria. How have they been derived (e.g. from pre-consultation or council agenda setting). What was the sum of the sentiment from pre-consultation deliberative events? Do the people in the room agree with them? Should any more be added?
- b) Explain what each of the attribute criteria mean. For example, ‘Access’ may have a multitude of meanings such as opening hours or physical access.
- c) Go through each option and describe what it is and what the anticipated impacts are (from prior research).

2. Determine weightings for each criterion (non-consensus, optional step)

- a) Explain the force field method of determining weighting for each attribute. Allocate 100 points to each person.
- b) Allow individuals to allocate their points by working on each criterion
- c) Display empty grid on screen and take all of the scores
- d) Calculate an average for each
- e) Discuss (look at how they have been ranked)

3. Normalisation - trial run, consensus building

- a. Split attendees into pairs. Explain this is a dummy run.
- b. Display empty scoring grid on screen (no weight at this point).
- c. Ask the pairs to agree on a score the first attribute for each option (i.e. moving horizontally in the grid). Use the 10-point scale and anchors provided.
- d. Collect these up within the group and present them on the grid then calculate totals
- e. Debate any outlier scores (i.e. those with most variation)
- f. Repeat for other attributes

4. Individualised scoring Explain that this is not a dummy run.

Repeat the process in but allow attendees to score individually across all options and attributes. Collect up the scores from each person and type these into the grid or collect them from the mobile app so the attendees can see how each has scored. Do NOT add up the columns but DO save this information.

5. Comfort break

At this point the individual scores should be taken off the screen

6. Finalisation

At this point you can populate the full grid (scores and weight) and present this back to the room. Add in the monetary value if possible and calculate the cost per benefit point. Discuss the outcome, confirm any preferred options and those which are likely to go forward to the consultation paper

### **Draft Plan: Online only**

This plan is similar to the 'scoring workshop' but conducted online.

In this scenario, audiences can be segmented into "similar audience groups". Each group conducts an online scoring exercise with one grid per group.

#### Methodology

- In advance of the scoring workshop, grouped participants are asked to allocate their 100 points to each of the criteria by return of email. This creates the average weightings to take forward into each grid.
- The grids are pre-programmed and prepared for the scoring workshop using the average weightings.
- Using the data from the grid, the fixed session ID and unique participants IDs are emailed to each participant from a group alongside the background materials for each option and a date/time for a future meeting invite.
- A webinar is started whereby the scoring grid is broadcast to participants and the grid is entered into "live" mode. Participants enter their scores remotely (using a web browser or phone) and then grid is saved.

#### Analysis

At the end of the process you should have a number of grids with the same options and criteria but with different scores and weighting. Consider: -

- Creating a "cumulative score" across each grid for each option to discover the overall consensus;
- Creating an average "cost per unit benefit" across each grid for each option to discover the overall consensus;
- Comparing the top three "score" based and "cost per unit benefit"-based results from across grids to see how opinions varied.
- Identify where the key variations were in terms of criteria weighting from across the audiences;
- Identify where the key variations are in terms of overall criteria scores from across the audiences.