Proposal day: May 20, 2020

Organization: Service Corporation

Who will be the day-to-day contact from your firm (name, position, phone and e-mail)?
Name & Title: Bart Simpson, Director of Marketing, AIM Suite
Phone: 1-253-555-4213
Email: BartS@service.com
Address: 1234 Main Street, Tacoma WA 98402

Who will be the project’s executive sponsor (name, position, phone and e-mail)?
Name & Title: John Doe, Chief Marketing Officer
Phone: 1-253-555-4213
Email: JohnD@service.com

We are proud to announce that this is the fourth year of our MSBA program at UW Tacoma. We are pleased to have had the opportunity for our Master of Science of Business Analytics student teams to work on 35 business analytics projects with 32 businesses and organizations in the Seattle / Tacoma region to date.

The companies and organizations that we have worked with over the past three years include...

Academic Year 19-20, two cohorts of 76 MSBA student consultants are working on 18 projects with 18 different companies including CHI Franciscan, Communities in Schools of Tacoma, Costco Whole Sale, Delta Air Lines INC., Harbor Wholesale Foods, Inc., IBM, Metropolitan Appliance, MultiCare Health System, Naval Undersea Warfare Center (NUWC) Division, Keyport, Point Defiance Zoo, Providence St Joseph Health, Sound Credit Union, South Sound Military & Communities Partnership, Stellar Industrial Supply, Tacoma Power, Tacoma Public Schools, TCS World Travel, Washington State Department of Natural Resources

Academic Year 18-19, one cohorts of 33 MSBA student consultants worked on 8 projects with 6 companies including CHI Franciscan, City of Tacoma, Columbia Bank, Harbor Wholesale Foods, Inc., Metro Parks Tacoma, Microsoft

Academic Year 17-18, one cohorts of 32 MSBA student consultants worked on 9 projects with 8 companies including Metro Parks, Data Central, Delta Analytics, CHI Franciscan Health, Stellar Industrial, SSMCP, Turnover Intelligence, Boeing

Our graduate students and faculty mentors are committed to deliver creativity, fresh insights and applied innovative approaches towards delivering tangible business outcomes to their assigned partner organizations over the course of their 12 month MSBA education.
Please provide as much information possible

While we expect that our partner organizations will provide reimbursement for nominal out-of-pocket student expenses (e.g., mileage, tolls etc. for project-related travel) we do not charge an up-front project fee to our partners for our students to work on these projects. Rather, we believe in a fair compensation model whereby our partner organizations define what they would be willing and able to contribute as a gift for a successful project outcome at the end of the project.

If the project deliverable and experience meet your expectations at the end of the project in May 2021, what amount would your organization be willing to contribute as a gift to the University of Washington Tacoma Milgard Center for Business Analytics to support future analytics projects, research and education in our community?

- $2,500
- $5,000
- $10,000
- $15,000
- Other: $_____________

Please note that gift contributions at the $15,000 level and above will be recognized with access to our graduating MSBA students and alumni that are seeking internships and full-time employment in the region. We will provide to the organization a resume packet and an invitation to meet our MSBA graduates and alumni in June 2021 during an in-person networking event at UW Tacoma.
Tentative project name: Aim Traffic/Digital Advertising

Brief background information about your organization
Service Corp, recently introduced its Service Corp, AIM Suite service to collect demographic metrics in digital signage networks, including proof-of-play, proof-of-impression, gender and age group data to measure advertising campaign effectiveness. Service Corp, is now planning to develop and launch a sister service to collect Traffic metrics in Retail environments. The proposed project will help develop the overall business plan and go-to-market strategy for this new Service Corp, service product to be launched 2H of 2021.

Statement of Purpose and Brief Scope (brief background, problem, challenge, or opportunity to be addressed by the project)
The ability to anonymously and privately determine the total number of shoppers in the store (or aisle) by time of day from the overhead DSS cameras. The software would be able to determine queue size and average customer wait time by time of day. The software would be able to determine the most visited (and least visited) parts of the zones being monitored. There is a big opportunity to utilize this solution at retail stores to increase sales.

Why the project is important to your company/organization?
For store owners to correlate traffic data with Point of Sale information to better understand visitor to buyer conversion. For advertising to monitor the impact of promotional activities based on the in-store traffic patterns. For store management to forecast the number of required sales associates by time of day and enable a real-time alert based on queue size/wait times to improve customer service.

What you hope to gain from an MSBA team? (What would you like to find out or have accomplished; what is the desired deliverable?)
Business model and strategic plan to apply these solutions at retail stores.
Sample models
Prototype digital solution
A blueprint report out consisting of competitive analysis, potential business/financial models and recommendation for next steps to build the business

What are some key tasks the students will perform to complete the project?
Student team and company contact will develop a Statement of Work/Project Charter
Student team will create a project plan
Student team will need to perform research to review the market needs and competition
Review the data, and provide sample models (e.g. Descriptive, predictive, prescriptive, cognitive/machine learning, visualization/storytelling, core analytical, statistical and computational techniques, regression and related statistical methods, data and text mining and cognitive analytics, and operations research methods)
Provide a list of business processes that will be impacted with this solution (organizational impact)
How to apply to our business?
Please provide as much information possible

**What resources are available to complete the project?**
We will provide a copy of software: AIM Suite
Sample data set
A subject matter expert from our company
Small amount of funding to cover students’ out of pocket expenses

**Any risks or assumptions that may be relevant to the project**
Billing/Payment infrastructure for Service offerings is weak
Sales Person incentive to sell Services is non-existent
Assume the project would take advantage of Service Corp, Architecture and Service Corp, AIM Suite

**Center for Business Analytics, Milgard School of Business, UW Tacoma**

WE ARE ONLY CONSIDERING SELECT ORGANIZATIONS FOR PARTICIPATION WHO AGREE TO
- identify a focus for a project of major interest to you
- make sure students have access to the people and internal information they need to do the project
- identify an executive sponsor for the project
- assign a key associate to act as project coordinator and be readily accessible to the students
- reimburse the student teams for out-of-pocket expenses
- use UW_INDUSTRY PROJECT AGREEMENT