

Enterprise discovery and recurring operational capacity

200+ cases

IDENTIFIED PIPELINE

Approx. 30,000 annual hours

10,000 hrs

DELIVERED INITIATIVES

Across three specified changes

Email -> FTP

DATA-CONTROL CHANGE

Stronger integrity and security

Operational challenge

- Manual work and fragmented data submission existed across finance, partnerships, membership, customer support and corporate functions.
- Email-based data collection and repeated checks created avoidable handling, chasing and control effort.
- The organisation needed both a prioritised opportunity pipeline and practical adoption support.

What Leania did

- Ran top-down, company-wide discovery and filtered more than 200 use cases for suitability, value and priority.
- Introduced OCR reported to release 5,000 annual hours, data-check automation reported at 2,000 hours and submission reminders reported at 3,000 hours.
- Shifted data receipt from email towards secure FTP within the enterprise ETL environment.
- Led executive presentations, department engagement, training and adoption activity.

Outcome and evidence

- The wider 30,000-hour figure was an identified opportunity pipeline, not delivered or cashable savings.
- Three specified initiatives totalled 10,000 reported annual hours of capacity release.
- Capacity release becomes cashable only through subsequent staffing, demand or management action.

What this demonstrates

- Enterprise discovery converted into a prioritised portfolio.
- Delivery spanning process, data, controls and adoption.
- Honest separation of pipeline, capacity release, cost avoidance and realised cash.

EVIDENCE CLASSIFICATION

Status: practitioner-reported

Metric classes: identified opportunity; capacity released

Hold until owner confirms contractual confidentiality and recognisability review.