

Analytical Maturity Model (DELTA)



	DATA	ENTERPRISE	LEADERSHIP	TARGETS	ANALYSTS
STAGE 5 Analytical Competitors	Relentless search for new data and metrics	All key analytical resources centrally managed	Strong leadership passion for analytical competition	Analytics support the firm's distinctive capability and strategy	World-class professional analysts and attention to analytical amateurs
STAGE 4 Analytical Companies	Integrated, accurate, common data in central warehouse	Key data, technology and analysts are centralized or networked	Leadership support for analytical competence	Analytical activity centered on a few key domains	Highly capable analysts in central or networked organization
STAGE 3 Analytical Aspirations	Organization beginning to create centralized data repository	Early stages of an enterprise-wide approach	Leaders beginning to recognize importance of analytics	Analytical efforts coalescing behind a small set of targets	Influx of analysts in key target areas
STAGE 2 Localized Analytics	Data useable, but in functional or process silos	Islands of data, technology, and expertise	Only at the function or process level	Multiple disconnected targets that may not be strategically important	Isolated pockets of analysts with no communication
STAGE 1 Analytically Impaired	Inconsistent, poor quality, poorly organized	n/a	No awareness or interest	n/a	Few skills, and these attached to specific functions

Adopted from the Five Stages of Analytics Maturity developed by Tom Davenport and Jeanne Harris in their book, *Competing on Analytics: The New Science of Winning*, and the DELTA Model developed in 2010 by Tom Davenport, Jeanne Harris and Bob Morison in their book, *Analytics at Work: Smarter Decisions, Better Results*.