



## Simulation Modeling: The AnalysisWorks Difference

AnalysisWorks is an industry leader in using Simulation Modeling effectively as a tool to assess solution options and drive decision-making. Our clients tell us that they appreciate both our focus in identifying the specific business questions to be addressed, and our evidence-based approach to validating our models, so that they can be confident in the model results. Our clients often are amazed with the level of intelligence that goes into our models, in often times mimicking human decision-making patterns. The following are a few key differentiators between how we approach simulation modeling in comparison to other simulation practitioners.

Other Simulation Practitioners	The AnalysisWorks Difference
<ul style="list-style-type: none"> <li>Tend to program using standard “if...then” logic, and capture <b>“how things work in theory”</b> rather than how things really work.</li> </ul>	<ul style="list-style-type: none"> <li>We custom-program our logic until the model reflects <b>“how things really work”</b>. Approach allows us to look at it from a <b>patient-centric view</b> as well as a systems view.</li> </ul>
<ul style="list-style-type: none"> <li>Tend to develop crude <b>2-D animations</b> that represent an approximation of the real environment.</li> </ul>	<ul style="list-style-type: none"> <li>We clarify the role of animation in communicating the model results and where appropriate we develop <b>realistic 3-D animations</b>.</li> </ul>
<ul style="list-style-type: none"> <li>Tend to individually program the logic for each scenario, which means <b>fewer scenarios</b>.</li> </ul>	<ul style="list-style-type: none"> <li>We develop models that are flexible and scalable, which means <b>we can evaluate many scenarios efficiently</b>.</li> </ul>
<ul style="list-style-type: none"> <li>Tend to <b>think of simulation modeling as a programming exercise</b>, and only perform verification (checking your code).</li> </ul>	<ul style="list-style-type: none"> <li>Our standard approach is to <b>validate our models against reality</b>, and generate a body of proof of our validation.</li> </ul>
<ul style="list-style-type: none"> <li>Tend to <b>rely on the client to translate the model results into actionable results</b>.</li> </ul>	<ul style="list-style-type: none"> <li>We clarify the “must have” business questions at the beginning and <b>commit to generating practical results that translate directly to decision-making</b>.</li> </ul>

