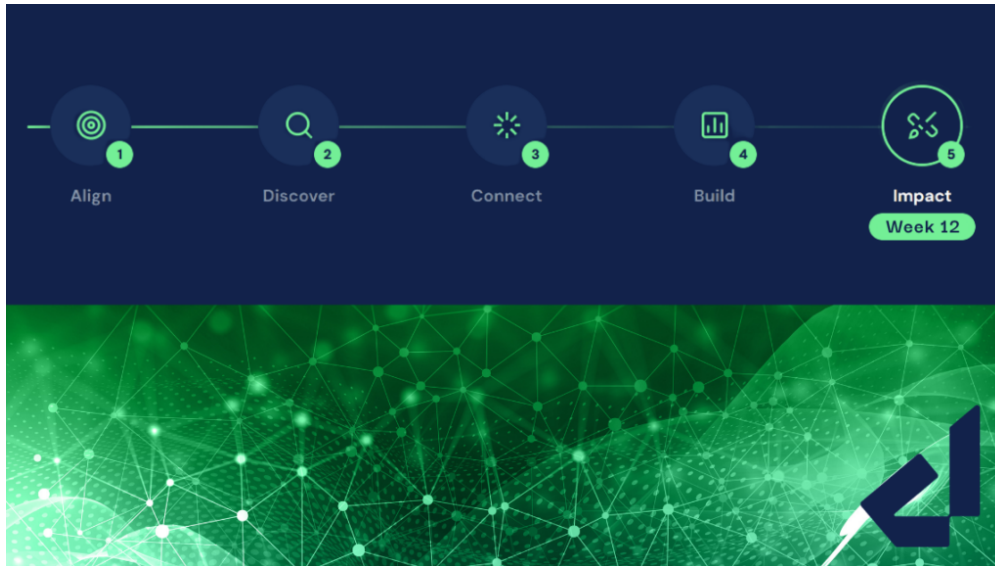


Datore Launches The Impact Pathway for FM Data

3 hours ago



Built across six years and hundreds of FM data projects, [The Impact Pathway](#) is [Datore](#)'s structured, five-stage methodology that takes organisations from strategic intent to measurable return – in twelve weeks.

Datore, the UK's only subscription-based data department specialising in the built environment, has launched [The Impact Pathway](#) – a structured, 12-16 week methodology that gives FM organisations a clear, repeatable route from strategy goals to measurable business results. Built across six years and hundreds of client engagements, the Pathway translates hard-won delivery experience into a framework any FM organisation can follow, regardless of where they are in their data journey.

The cost of no methodology

Most FM organisations are not short of data. The challenge is translating it into decisions that move the business forward. Without a structured approach, data projects follow a familiar pattern: early enthusiasm, a proof-of-concept dashboard, then a slow loss of momentum as the work disconnects from the strategic questions that actually matter.

Datore estimates that organisations without a clear methodology typically wait twelve to eighteen months – sometimes longer – before seeing meaningful returns, if they see them at all. In the meantime, contracts are lost to competitors who can demonstrate data capability in bids, and margin erosion goes unseen until it is too late.

David Leslie, Head of Strategy & GTM, Datore, said: “The Impact Pathway is the result of six years of real delivery – not theory. We've run this process across hundreds of data projects with FM organisations at every stage of maturity and refined it every time. What we've built removes the guesswork: every stage

has a purpose, every deliverable is tied to a business outcome.”

A proven path, five stages The Impact Pathway runs across five stages. Align is a leadership workshop that maps strategic priorities and decision gaps before a single piece of data is touched. Discover audits every system and data source against those goals, scoring data quality and identifying which sources unlock which outcomes. Connect automates pipelines into a single cloud data warehouse, eliminating the manual data movement that steals hours from FM teams each week. Build turns that data into board-ready dashboards built around the questions leadership actually asks. Impact embeds analytics into how the organisation operates, with go-live support, role-specific training, and continuous iteration as the business grows. Each stage produces a defined deliverable, nothing is left open-ended.

What FM professionals gain from The Impact Pathway

FM businesses partnering with Datore through the Impact Pathway gain real-time visibility across contracts and operations, the evidence base to win bids and retain clients, and automated reporting that replaces hours of manual data work – all without building an in-house team. Because the process begins with strategic alignment rather than technology selection, organisations avoid the common trap of investing in technology that doesn’t fit the purpose.

“Most FM organisations expect to wait a year or more before data investment starts paying back. The Impact Pathway is designed to change that. By week twelve, our clients have a live analytics capability tied to their strategic priorities – not a prototype, but something their leadership team is already using to make better decisions. That is a twelve-week return on investment, and it is achievable because every stage is focused on outcomes from day one,” David Leslie added.

For more information, visit www.datore.co.uk or contact info@datore.co.uk.