Value Realization Workshop

Architecture Service

Duration: 6 to 7 Days [Remote]
Difficulty Level: 300 - Advanced

Description

This engagement is a collaboration with Business Decision Makers in their language – identifying ways to drive incremental business value in an accelerated timeframe from their existing investment and from solutions they don't have today.

Objectives

- Clarify and refine objectives
- and key results
- Review existing implementation of the business application
- Identify where customer can achieve more value

Outcomes

- Customer-specific business objectives and key results
- A roadmap of prioritized and time-bound recommended initiatives aligned to business objectives
- A plan of action to deliver the key results

In Scope

- Collect End user Feedback about the current Dynamics solution in place
- Align Business Outcomes and Strategic Intent
- Provide recommendations how to enhance the current solution to gain even more business value

Out of scope

- Technical assessment of the architecture / code review
- As outcomes we provide recommendations, the execution of these recommendations is not in scope

Knowledge Transfer and Implementation		
Discovery	Observations and Interviews	• Understand customer's solution, goals, priorities, and user sentiment
Usage	Capability Map	▪ Review of licensed workload and usage
Intent	Business Alignment	▪ Align on customer's goals, priorities, KPIs
Co-creation	Reverse Demonstration	▪ Align business capabilities with guided discussion on potential use cases
Value Path	Board-ready Document	▪ Roadmap of Technology innovation aligned with Intent
Action Plan	Output Document	▪ Roadmap of Key Activities and Recommendations aligned with Intent

Microsoft

6-Day Methodology

Prep Phase (55%)
- Understand customer's solution, goals, priorities, and user sentiment
- Review of licensed capabilities and usage

Workshop Delivery (30%)
- Align on customer's goals, priorities, and Key Performance Indicators
- Facilitate discussion on potential use cases

Final Report (15%)
- Co-create a roadmap of technology innovation aligned to business objectives
- Outline initial action plan with roadmap of key activities

7-Day Methodology

Prep Phase (55%)
- Confirm agenda and attendees
- Send pre-workshop stakeholder survey by sponsor
- Interview 1:1 key stakeholders
- Execute role-based ride-alongs
- Send end-user survey by sponsor
- Review licensed capabilities and usage

Workshop Delivery (30%)
- Align on intent
- Identify key business outcomes the organization wants to achieve as a result of investment
- Align with a set of observable behaviors and key results which are the basis of measuring success
- Establish aspirational targets
- Demo existing solution aligned to desired outcomes
- Align, prioritize new ideas, processes, workloads
- Draft roadmap of innovation aligned with intent

Final Report (15%)
- Summarize Workshop Findings
- Align recommendations with aspirations, outcomes, KPIs
- Identify and prioritize next best action(s)
- Outline initial action plan with roadmap of key activities

Requirements

Participants
- Business Decision Makers
- Technology leaders
- Strategic Leads
- Operational Leads
- Dynamics365 Product Owners
- Dynamics365 Service Owners
- Engagement Sponsor

Skill Requirements
- Awareness of Dynamics 365 usage in the Customer Organization.
- Awareness of the Customer Strategy

Time Commitment
- Four hours per day engagement with relevant roles

Delivery Requirements
- Ensure attendance to all sessions
- Ensure Surveys are sent out to Users ahead of workshop commencement
- If on-Site Building access
- Presentation facilities
- Meeting Room

For more information: Please contact your Microsoft Representative for more details.

Microsoft