



Envisioning Workshop

Data Platform Modernization

Is your **organization cloud** ready?

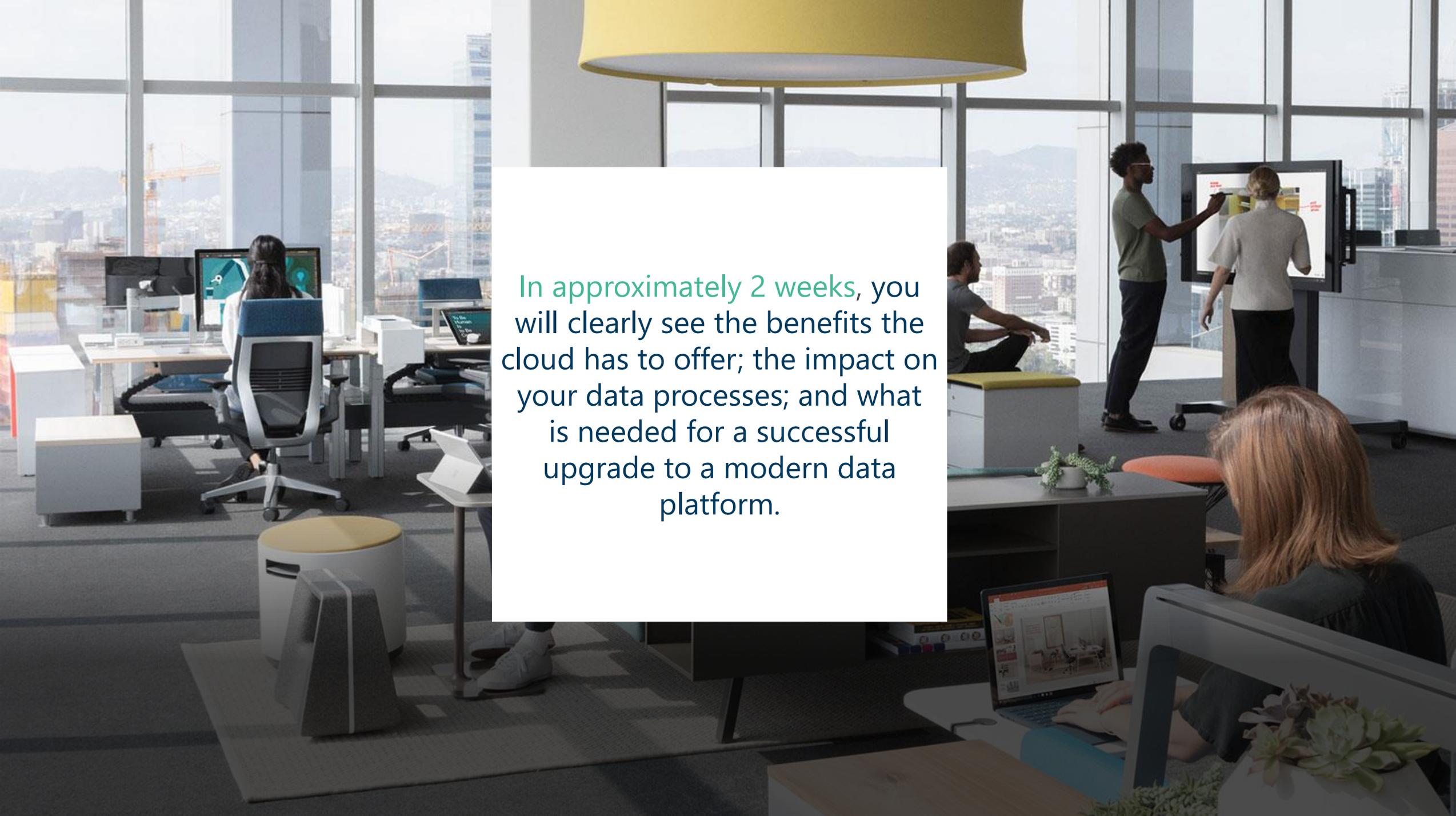
It's no coincidence that more and more companies are switching from on-premise data warehousing to a Cloud modern data platform. Business Analytics artifacts in the cloud offer flexibility, support faster innovation and help you to respond better to market demands.

Cloud software is constantly improving and when using Azure technology, you are assured of the highest level of security. But where to start?

Upgrading to a modern data platform comes with a few important questions:

- What does an upgrade process entail?
- What will the impact on your organization, processes and employees be? Do you have insight into the differences between your current data landscape and the potential capabilities of Microsoft Azure Data & Analytics solution?
- How should you manage your data when migrating to the cloud?

HSO offers companies a Data Platform Modernization Workshop to get answers to these important questions in a short time and without an extra investment. This factsheet shows you what the assessment entails, our project approach and the outcome you can expect. We look forward to supporting your Data-to-the-Cloud journey!



In approximately 2 weeks, you will clearly see the benefits the cloud has to offer; the impact on your data processes; and what is needed for a successful upgrade to a modern data platform.

How to get started on your Data Platform Modernization journey

Envisioning Workshop

(1 day)



Inspire

Imagine a future state data platform solution for your business

Use design thinking

a proven problem-solving process - to organize great ideas through creative and critical thinking exercises. With this workshop,

we will address:

- Key Drivers and their impact to your Data Platform roadmap
- Major process enhancements
- Change Management considerations

week 1

Solution Assessment

(3 days)



Design

Discover what's possible by aligning technology to business goals

Analyze what is feasible

whether it is about an expansion of your current business application landscape or a greenfield approach, it's about how technology will affect your objectives.

Our technical analysis will cover:

- High-Level Data Analytics Architecture
- Azure Cloud artifacts

week 1

Visual Solution Demonstration

(1 day)



Empower

Empower others in your organization to see the value

Share demo

or video assets across your organization to increase alignment and enthusiasm for the value of your modern data platform.

Your will get a feeling about working with Azure Data artifacts and how it integrates with your ambition.

week 2

In approximately 2 weeks, you will clearly see the benefits the cloud has to offer, the impact on your data processes and what is needed for a successful implementation of a modern data platform.

Questions you might be asking yourself?



Are you able to deliver the right data and insights?



Are the technologies you're using today supporting your business' needs?



How are you using analytics to predict issues and proactively provide solutions?



Does data improve efficiency and enable monetizing new business models?



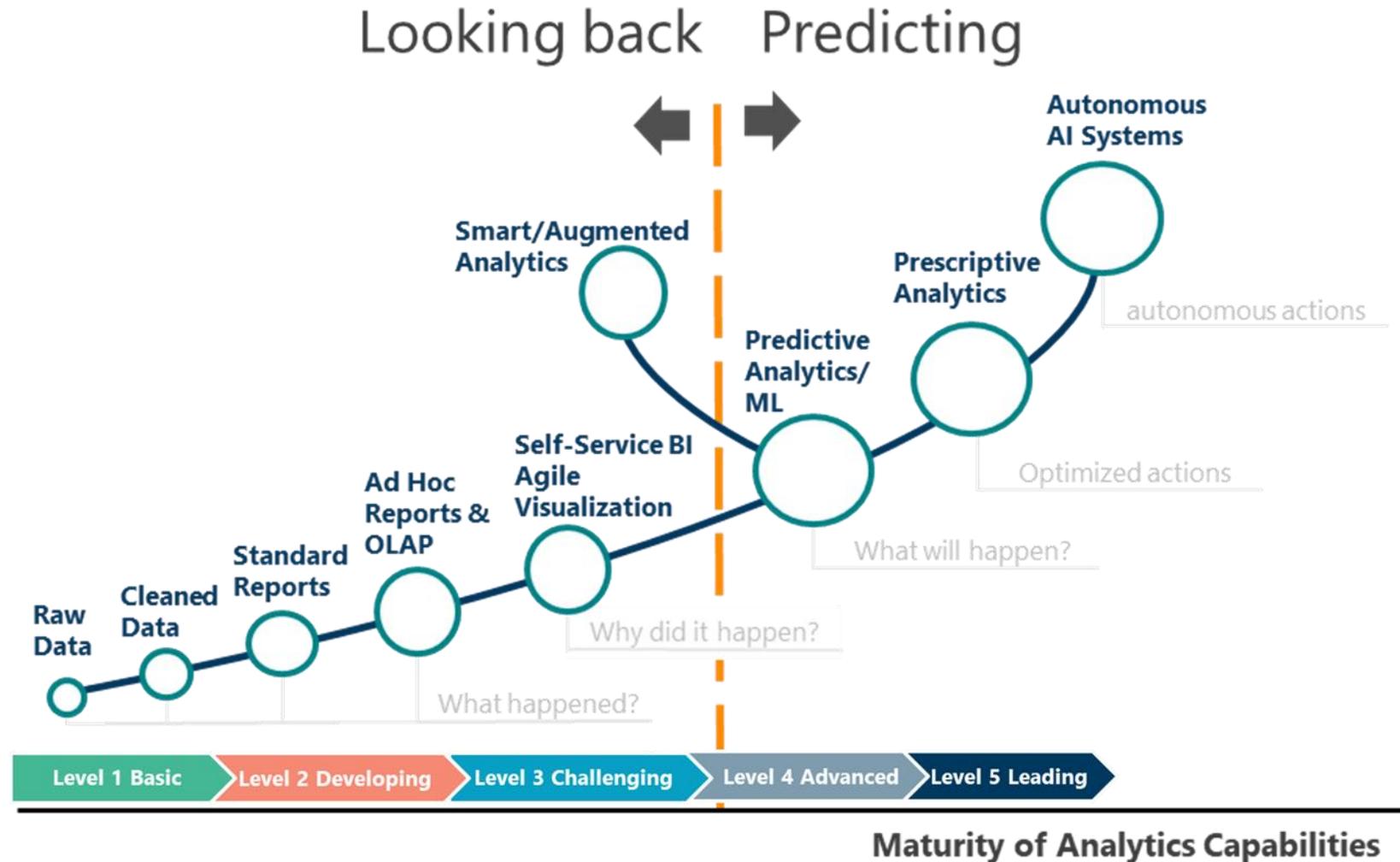
The following questions probably pop-up in your mind while you are thinking of implementing a modern data platform:

- How do I get the ability to constantly adapt and scale to meet internal and external –customer- demand?
- How can I get a 360 view over my data?
- How can I aggregate data in a centralized location?
- How are we able to work with data from legacy systems?
- How can we connect into the primary customer data source?
- How do I get up-to-date information?
- How to make the shift from preventive to predictive maintenance?
- How to define the value of data?
- How to connect assets with IOT?
- Should we invest in new data platform?
- How to define a business case?

Fully utilize the power of data – Increase customer loyalty – increase business agility – Strengthen the competitive advantage

Data Roadmap, what's the next level?

“How do I get from standard reports/ cleaned data to predictive / prescriptive analytics?”



Data Platform Modernization, how to start?

You see the potential and have probably already intended to start modernizing your data platform but so far you haven't defined the roadmap yet, the situation is complex and changing. Your opco's and departments work different and have their own beloved siloed data processes.

Our answer:

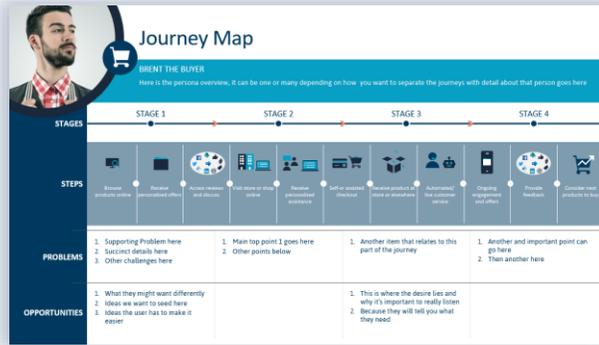
- Start with initiatives that can be concretely named and can be approached pragmatically
- Involve domain experts & stakeholders
- User adoption is key
- Apply an agile way of working
- Grow on your data platform

HSO can guide you to define the next steps with their *envisioning workshop*.

Envisioning Workshop, a conceptual overview

HSO has a concrete approach to *create the roadmap for the implementation* of the most value-adding data initiatives

Document the current situation



Understand the business needs

PERSONA
Newbie Nick

ABOUT
New to company within 0-3 years with either little or some industry transferable knowledge from a competitor I will bring relationships with me and want to learn how Ecolab does things. Company offers excellent training. I work from a home office and spend a lot of time traveling to clients developing relationships to discover TCO opportunities. I typically spend 3-5 days at customer sites. If I am not successful with the first 3 years, then I'm at risk for leaving the company. If I'm still with the company for 3-8 years, I can effectively discuss and sell value to customers well.

GOALS / MOTIVATION

- Want easy/intuitive tools and processes
- Want only a few tools that guide me
- Want to learn from tenured employees
- Increase sales competency and credibility

NEEDS

- Prospecting guidance and tools to help
- Internal network to find information quickly
- Devote more time on TCO than doing support
- Automated inventory pricing and preventative maintenance tools to help clients

WANTS

- Make the admin work automated so I can focus on performing higher value and more interesting work that clients want/need
- Excellent training, but how do I leverage tenured employee knowledge

ROLE - RESPONSIBILITIES

- Learn how to prospect
- Learn all the new tools
- Meet clients and find issues
- Understand how to do TCO
- Find best TCO opportunities
- Receive coaching from manager
- Propose and land TCO projects
- Inventory, ordering, reporting, and service support

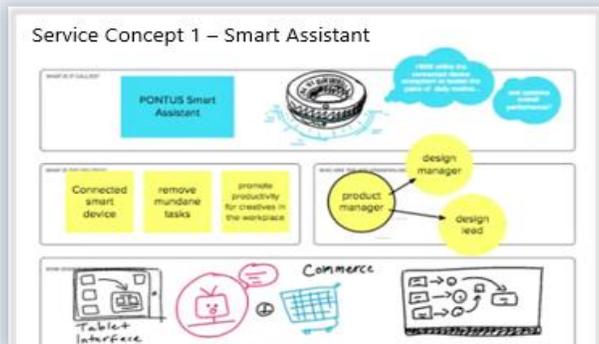
PAIN POINTS

- Feels like drinking from the firehose
- Hard to prospect! It's hard to find and access to right people
- Siloed information hard to find what I need
- Inventory, ordering, reporting, and service support
- My hardware doesn't support my needs

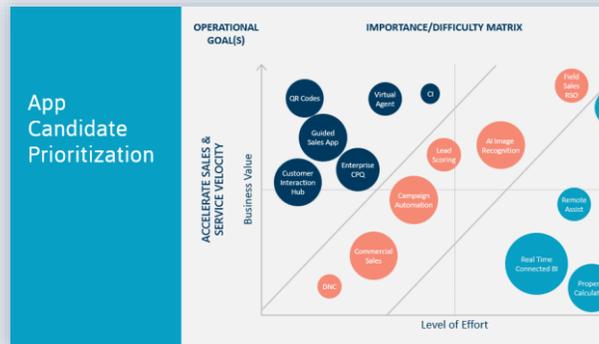
Art of the Possible – find opportunities



Create use case concepts



Assess concepts – impact & feasibility



Use case Candidate prioritized



Workshop Agenda: 4 sessions, 8 hours

Time	Discussion Point	Led by
Session 1 Duration: 150 mins	Introduction and Background <ul style="list-style-type: none"> Facilitating Team Workshop objectives Desired outcome 	HSO
	Customer Current Situation <ul style="list-style-type: none"> Vision Statement or Value Hypothesis Existing Initiatives and Deployments Review Observations and Discovery Challenges & Opportunities 	Customer
	Inspiration session <ul style="list-style-type: none"> Use case Inspiration & Business understanding 	HSO
Session 2 Duration: 150 mins	Business needs Ideation (Design Thinking) <ul style="list-style-type: none"> Review the homework submissions Leverage whiteboard to collate new ideas, benefits and pain points Concept Cards and initial use case definitions 	HSO
	Value needs Ideation <ul style="list-style-type: none"> Use case visualization and value understanding 	HSO

Homework – Concept Cards & Use cases scoping		
Session 3 Duration: 120 mins	Concept Prioritization <ul style="list-style-type: none"> Review concepts and define use case KPI's Identify top priorities & define approach 	HSO
Feedback survey		
Session 4 Duration: 60 mins	Reporting <ul style="list-style-type: none"> Aspirational timeline Data Platform Initiatives Next Steps, Actions and Owners 	HSO



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***Would you like to know more
about this workshop?***

Our experts are ready to help you.
Feel free to contact us.



2000

Projects

25

Offices

1000

Employees



the results company

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