



Xpediant Strategy Workshop

The Xpediant Strategy Workshop assists companies in discovering the opportunities within their organizations. The focus is to create a roadmap that guarantees a positive Return on Investment (ROI). The Strategy Workshop is a confidential, in-depth, five day process in which Xpediant experts consult with the clients to develop a detailed understanding of initiatives, business objectives, and key performance measures.

Purpose

The most important challenge facing executives today is to recognize "hard" ROI from their Portal and Content Management initiatives. This workshop provides executives and sponsors the opportunity to explore the various process and technology directions available to create an environment that will give a "hard" ROI in the short and long term.

Objective

Explore a wide variety of corporate functions and identify and decide upon a subset of those functions for analysis and prioritization in a business enablement solution.

Xpediant has demonstrated the ability to rapidly deliver both strategic thought leadership and deep Internet technology integration expertise.



The Results

- A scorecard that is specific to the client's environment. The scorecard identifies current metrics and highlights the areas in which investments could bring the largest return.
- Xpediant uses a ROI calculator as an initial baseline on potential savings and opportunities that feeds the requirements process.
- Together with the client, Xpediant develops an initial Case for Change by prioritizing opportunities, translating those opportunities into well-defined initiatives, and summarizing the potential savings.
- The Case for Change arms the executives with the justification for investment and serves as a call to action to the client's leadership team.

Fast-track innovation begins with the Xpediant Strategy Workshop. Xpediant then translates business objectives into exact requirements and into successful business enablement solutions.

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Participation – Who Should Attend?

- Chief Information Officers who want to understand how to develop and map out a portal initiative
- IS Managers and Directors who will be overseeing the portal technology selection process, portal design, development, and deployment
- Departmental Managers and business leaders who can learn how to integrate their information in a portal
- eBusiness Managers who want to ensure that the Corporate Portal initiative is an integrated component of the overall eBusiness strategy

What is it?

The Xpediant Strategy Workshop has several facilitated sessions designed to explore broad opportunities for cost reduction and productivity improvement. Discussions begin at a high level with the intent of discovering areas where further exploration and detailed analysis is warranted.

Purpose	Stages	Deliverables
<ul style="list-style-type: none"> ➤ Discover if the client has a case for change ➤ Prioritize the areas where an investment can bring the largest return ➤ Create a Case for Change as it relates to improving the efficiency of backend processes with the goal being to reduce cost, increase productivity, improve quality, and shift ownership of the transactions to the true owners ➤ Get sponsorship for initiatives 	<ul style="list-style-type: none"> ➤ Current State Assessment <ul style="list-style-type: none"> ▪ Processes ▪ Metrics ▪ Service Delivery Model ▪ Cultural Enablers ▪ Technical Enablers ➤ Compile Measures ➤ Define Potential Future State <ul style="list-style-type: none"> ▪ Processes ▪ Metrics ▪ Service Delivery Model ▪ Technical Enablers ➤ Compile data for ROI work ➤ Analyze Gaps ➤ Develop Gap Resolution Alternatives ➤ Prioritize Gap Resolution Alternatives ➤ Document Assumptions ➤ Document Case for Change ➤ Prepare Case for Change Summary Presentation 	<ul style="list-style-type: none"> ➤ Scorecard & Measures ➤ ROI calculation ➤ Prioritized Opportunity Listing (gap resolution alternatives) ➤ Case for Change ➤ Case for Change Summary Presentation

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Process

To initiate the Strategy Workshop, Xpediant works with the sponsor to identify the corporate functions that meet the minimum criteria to be considered in the workshop process.

- **High-level corporate functions are identified to be included:** Xpediant and the client identify the people who should participate in the session and Xpediant conducts a short meeting with each of the proposed participants and invites them to a workshop session.
- **Best Practices:** During the first session, Xpediant presents a landscape of concepts, leading practices, and initiatives at other companies. Xpediant then leads the team through a process to recognize, discuss, and evaluate corporate functions that are potential candidates for inclusion in the business enablement solution.
- **Prioritized Functionality:** The evaluation leads to a prioritized listing of corporate functions for further investigation. Xpediant reviews the corporate function with the client and a prioritized list is created. A statement of work is created for the next step in analysis and planning (Xpediant Requirements Workshop).
- **Identify Team:** The team identifies the people delegated to work with Xpediant in the Requirements Workshop and the communication plan to invite these people to participate.