

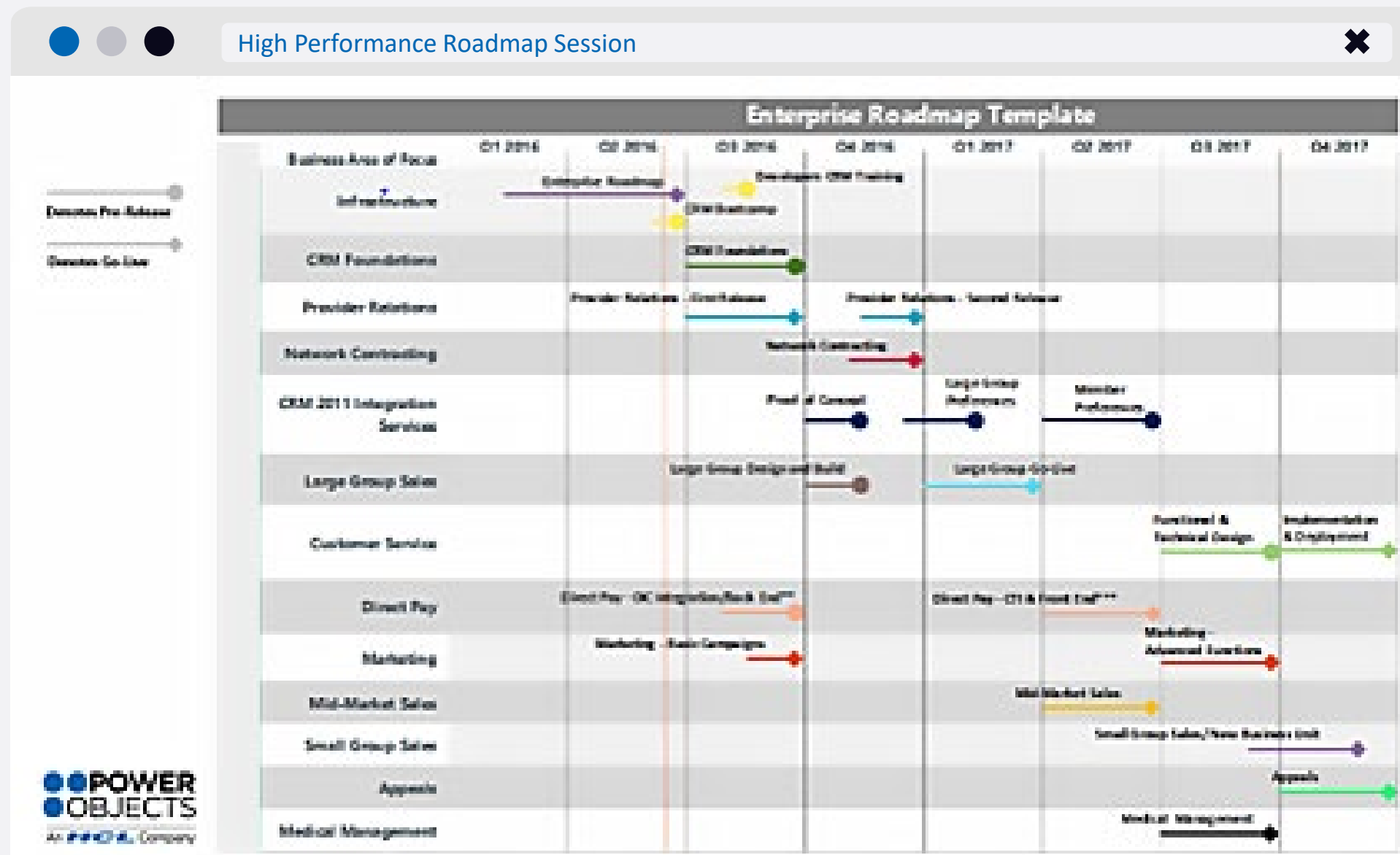
●● POWER ● OBJECTS

An HCL Technologies Company

「**Roadmap Phase**」

Recommendations: Roadmap Roadmap Activities

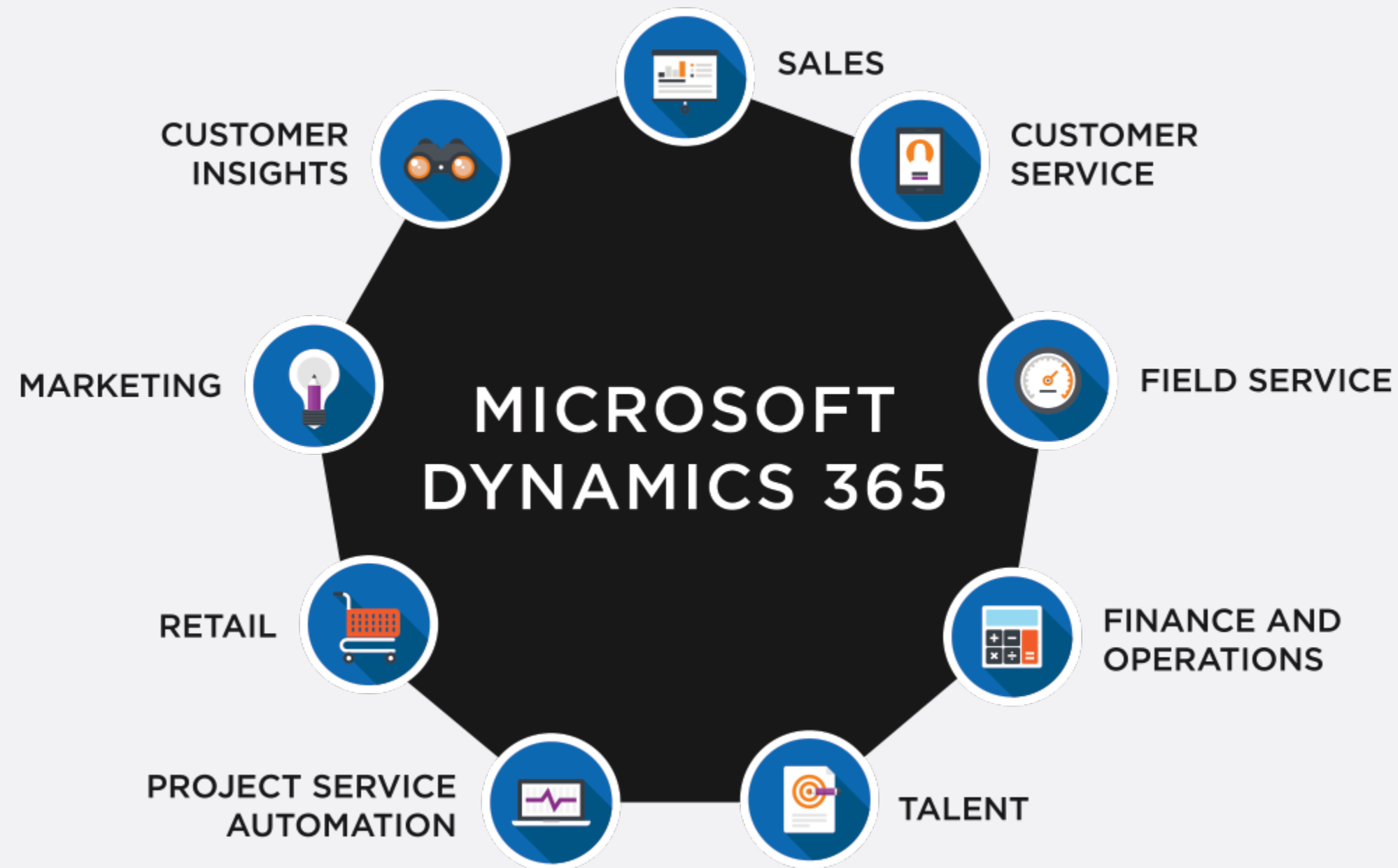
Roadmap Planning (Plan the Plan)



- Planning/Scheduling
- Six Questions
- Vanguard University
- Preliminary Sequencing
- Deep Dives
- Interviews and Shadowing
- Testing and Deployment Planning
- Business Need
- CRM Functionality and Features to Meet Business Need
- Technical and Functional Constraints

The Best in Microsoft Dynamics 365

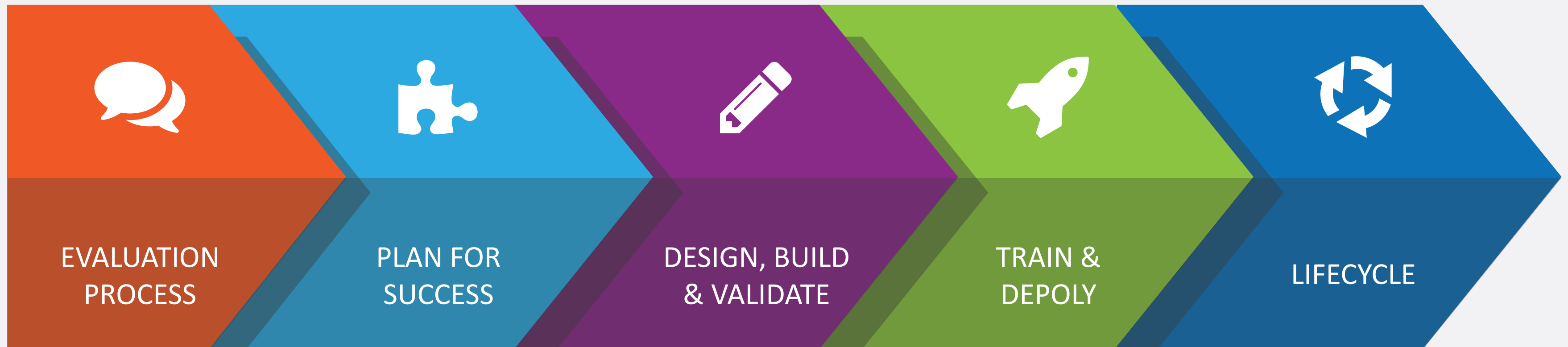
Power of Microsoft Business Applications



North American Delivery

Who We Are

*Proven Process – 1,200+ Dynamics 365 Projects
Unmatched, Proven Success*



- 100% Focus on Dynamics 365 Implementation
- More than Just Bodies that Execute the Work – Thought Leadership, Analysis, Best Practices, Collaboration
- ~300 Consultants Strong | Approximately 50% in the Twin Cities

- Centers of Excellence (COEs) – Focus on What Matters the Most
- Leverage Our Four Pillars
- We Bring a Depth of Expertise – Breadth of Experience
- Evaluated by our “Think Team”, “Always Add Value” mentality

PowerObjects' Four Pillars

The Resources, Tools, Thought Leadership, Education, Support Required to Execute



SERVICE



SUPPORT



EDUCATION

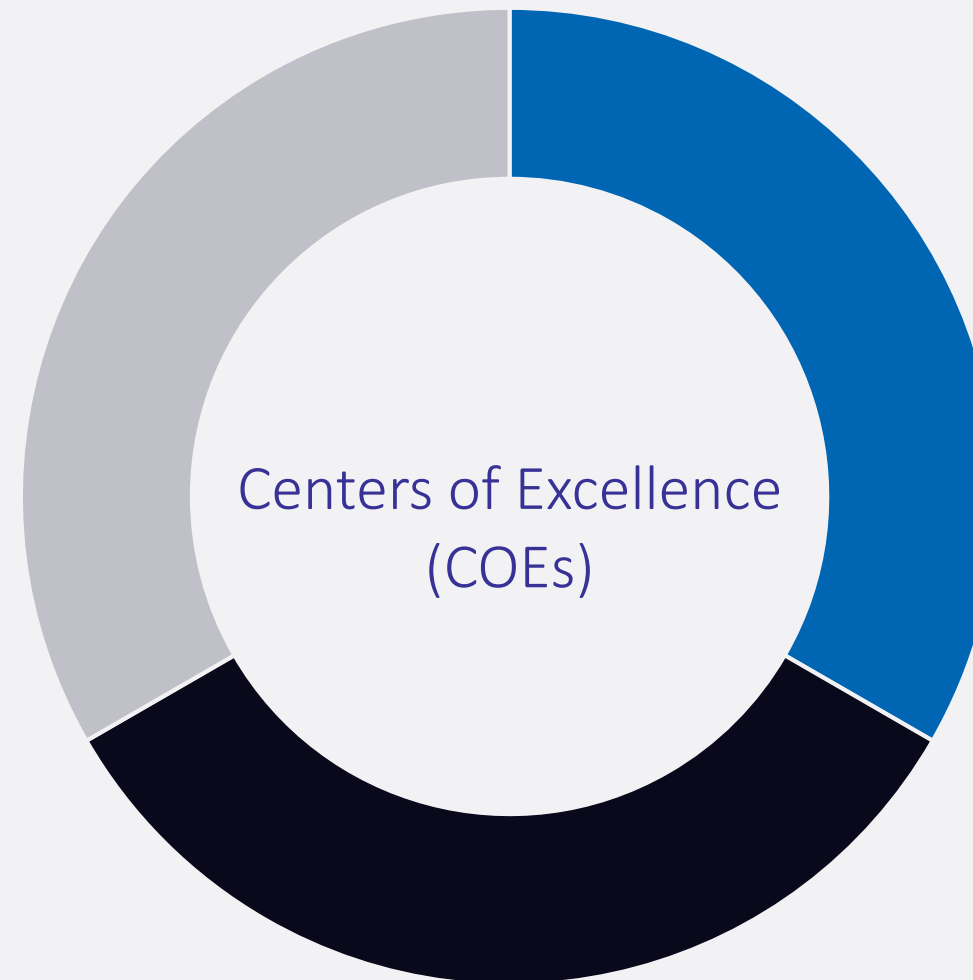


ADD-ONS

Centers of Excellence (COEs)

F&O - Carri Lesatz
Business Applications - Venkat
Marketing - Kevin Sexton
USD/Call Center - Lee Zuckett
Field Services - Bob Zeman

Infra & Architecture - Oscar Sadder
Data COE - Aki Rova
Developers - Jasson Lattimer | Daryl LaBar



Continuous Quality - Andrew Voget
PowerBA - Steve Chambers
PMO - Beth Angelo
Education - Deb Enloe

Application - Keith Benson | Doug Greiner
Application - Carri Lesatz (Talent, Retail)

Program Managers - Rich Nasser
Solution Architects - Nike Levisay

■ DeliveryOps ■ Capability Directors & Managers ■ Project Directors

Goals of a Roadmap

Business Need

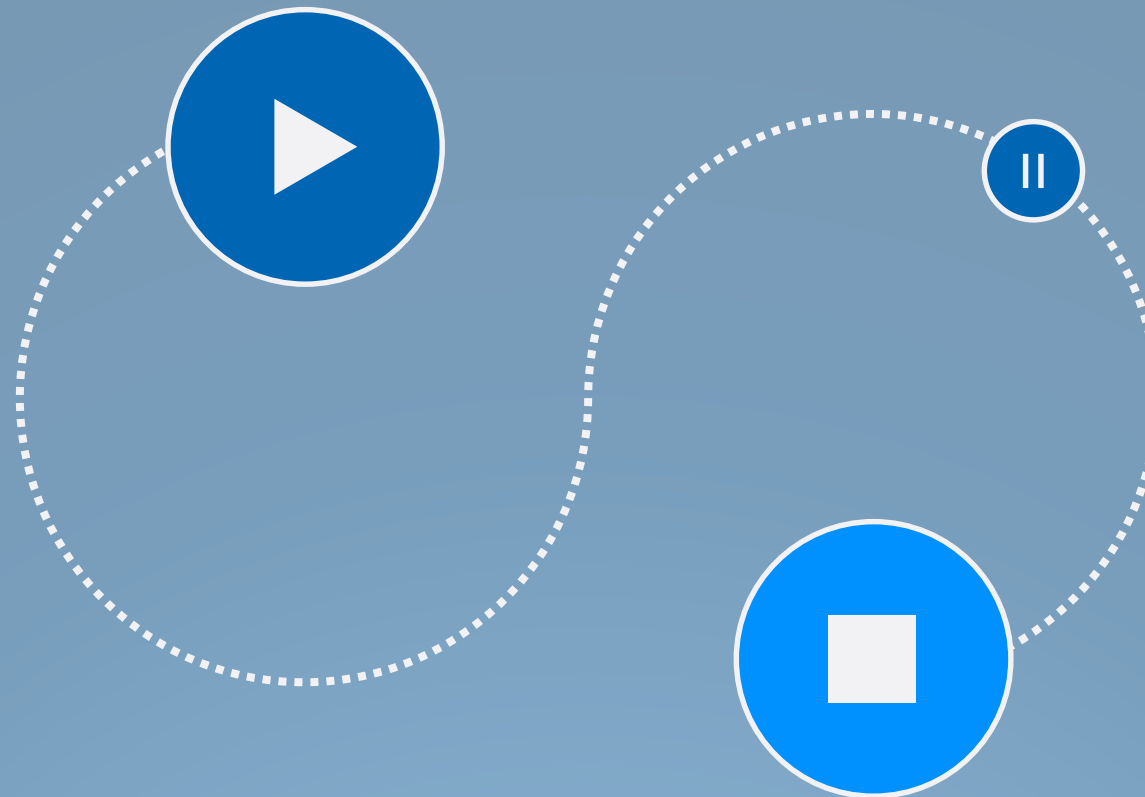
- Business Process
- Current State/Pain Points
- Org Structure
- Business Process
- Interactions/Dependencies
- Collaboration
- End User Input

Features and Functionality

- CRM Capabilities
- Applications
- Design Strategy
- Architecture
- Integrations

Technical Landscape

- Data Systems Analysis
- Tools and Technology
- Integration Approach
- Data Stewards
- Infrastructure Analysis
- Service Architecture
- High-Level Scaling



- | uncover the high-level *business needs* across your enterprise
- | align *D365 features and functionality* to meet those business needs
- | understand the *technical landscape* upon which D365 will be implemented.
- | *organizational consensus* on functionality, priority, and sequence

The Making of a Enterprise Roadmap



Roadmap Planning

- Planning the Plan
- Organizational Structure
- Schedule Weeks Out
- Existing Documentation
- Change Management Intro
- Requirements
- Core Team Kick-Off
- Project Charter
- Governance



CHR University

- Educating PowerObjects
- High-Level Enterprise Focus
- Business Area Segmentation
- Six Questions**
- Change Impact Assessments & Success Planning**
- Focus on *People Process & Technology*



D365 University

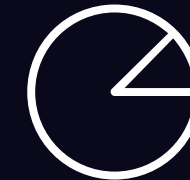
- Educate on D365
- Core Team D365 Demos
- Extended D365 Demos
- D365 Bootcamp
- Developer Bootcamp
- Transformation

The Making of a Enterprise Roadmap



Strategic Milestone

- Initial Phasing/Sequencing
- Initial Capabilities Alignment
- Deep Dive Planning
- Executive Kick-Off
- PMO Strategy
- Testing/Deployment
- Fast Tracking Builds, POC/Pilot



Business Deep Dives

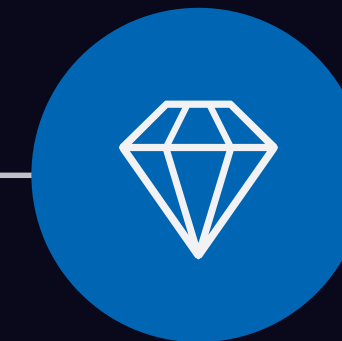
- Address Identified Areas of Risk
- Deeper Process Analysis
- Business Area Focus
- Business Interviews
- Shadowing
- SME Break Out Sessions
- Refined Sequencing

The Making of a Enterprise Roadmap



Technical Landscape

Data Systems Analysis
Tools and Technology
Integration Approach
Data Stewards
Infrastructure Analysis
Service Architecture
High-Level Scaling



Governance Plan
Roadmap Findings
Change Strategy
SOW
ROM

Enterprise Roadmap Timeline

Red = Technical Landscape
Green = Education



Roadmap Deliverables

Governance Charter

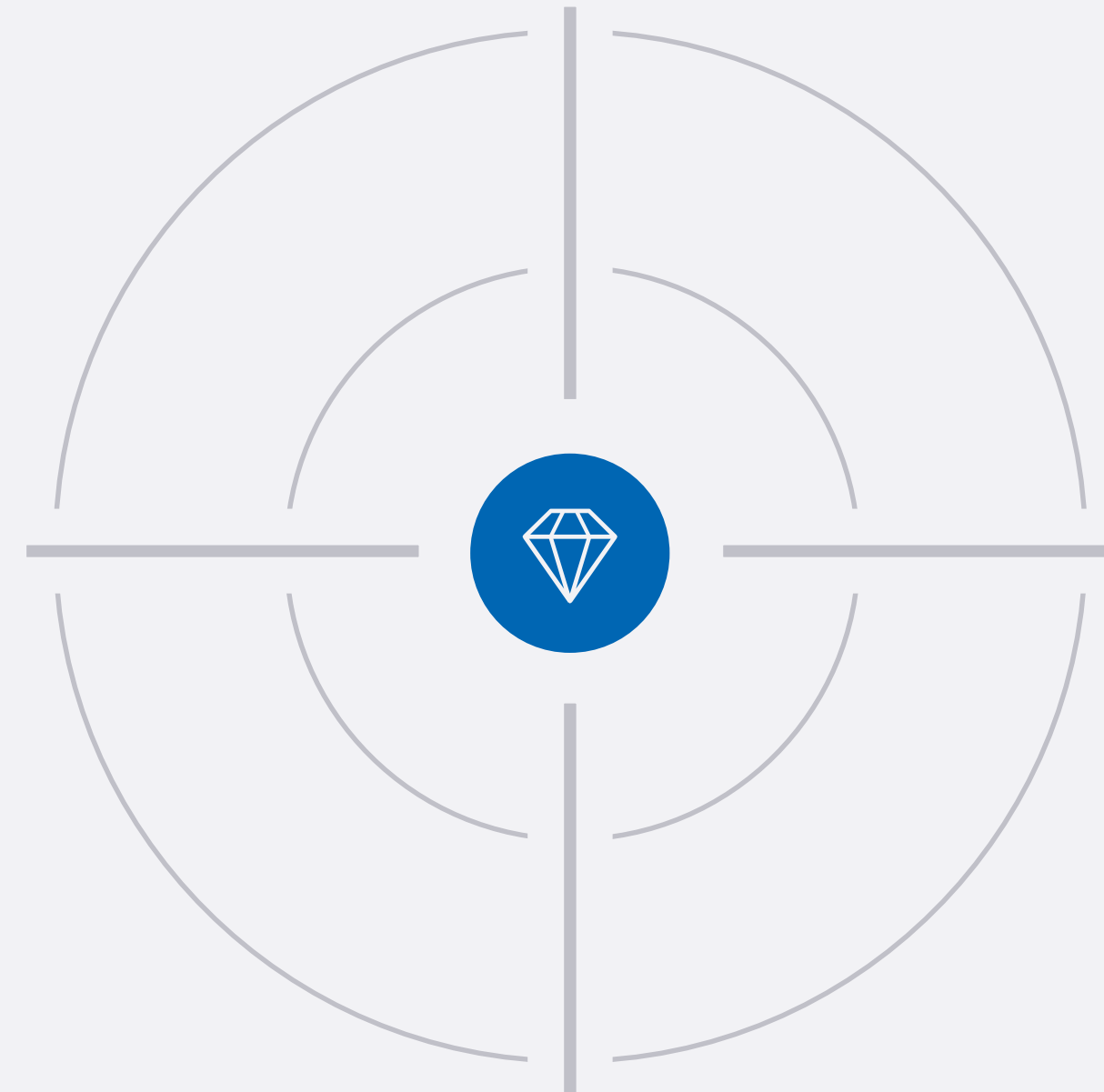
Project Charter and Governance Plan provides critical business strategy, vision, and decision hierarchy. These are critical success components to help guide planning, design, build, deploy, and lifecycle.

Roadmap Findings

The Roadmap Findings report will provide a comprehensive summary of the phased and sequenced rollout plan. It will provide key insight into business needs, proposed D365 solutions, and technical constraints

Foundational SOW

PowerObjects will provide a Foundational Statement of Work (SOW) targeting the efforts that falls during the initial phases of implementation. This SOW will include scope, timeline, and cost.



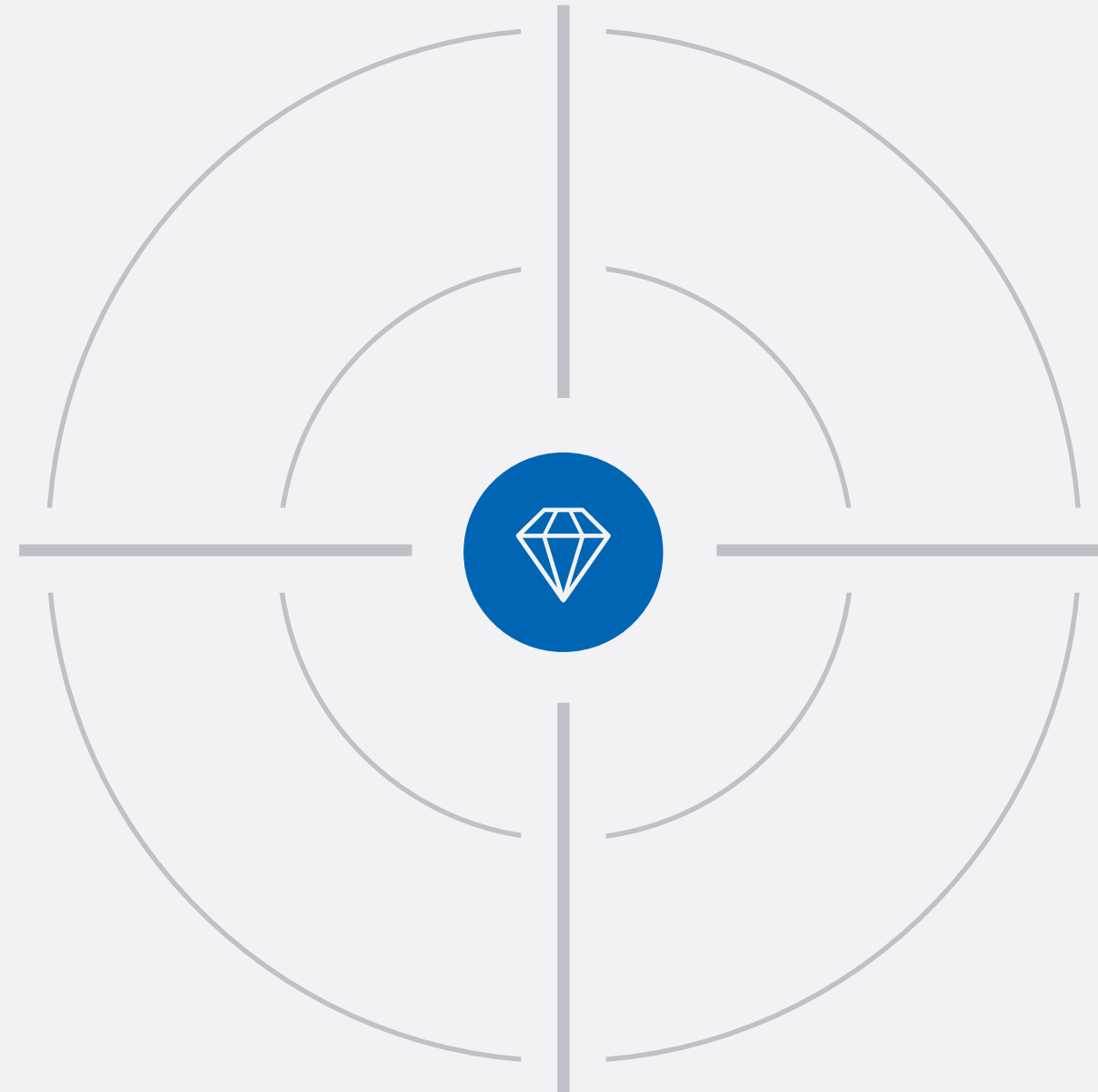
Roadmap Deliverables

Enterprise ROM

PowerObjects will provide a long-term, **Rough Order of Magnitude (ROM)** estimate for the entire enterprise rollout. This will include estimated costs for the initial Foundational Build and subsequent rollouts for all lines of business.

Change Plan

Our **Education** team will present a plan to embrace and communicate change; execute key user adoption strategies; and provide a full lifecycle training plan to support CHR during implementation, go live, and beyond.

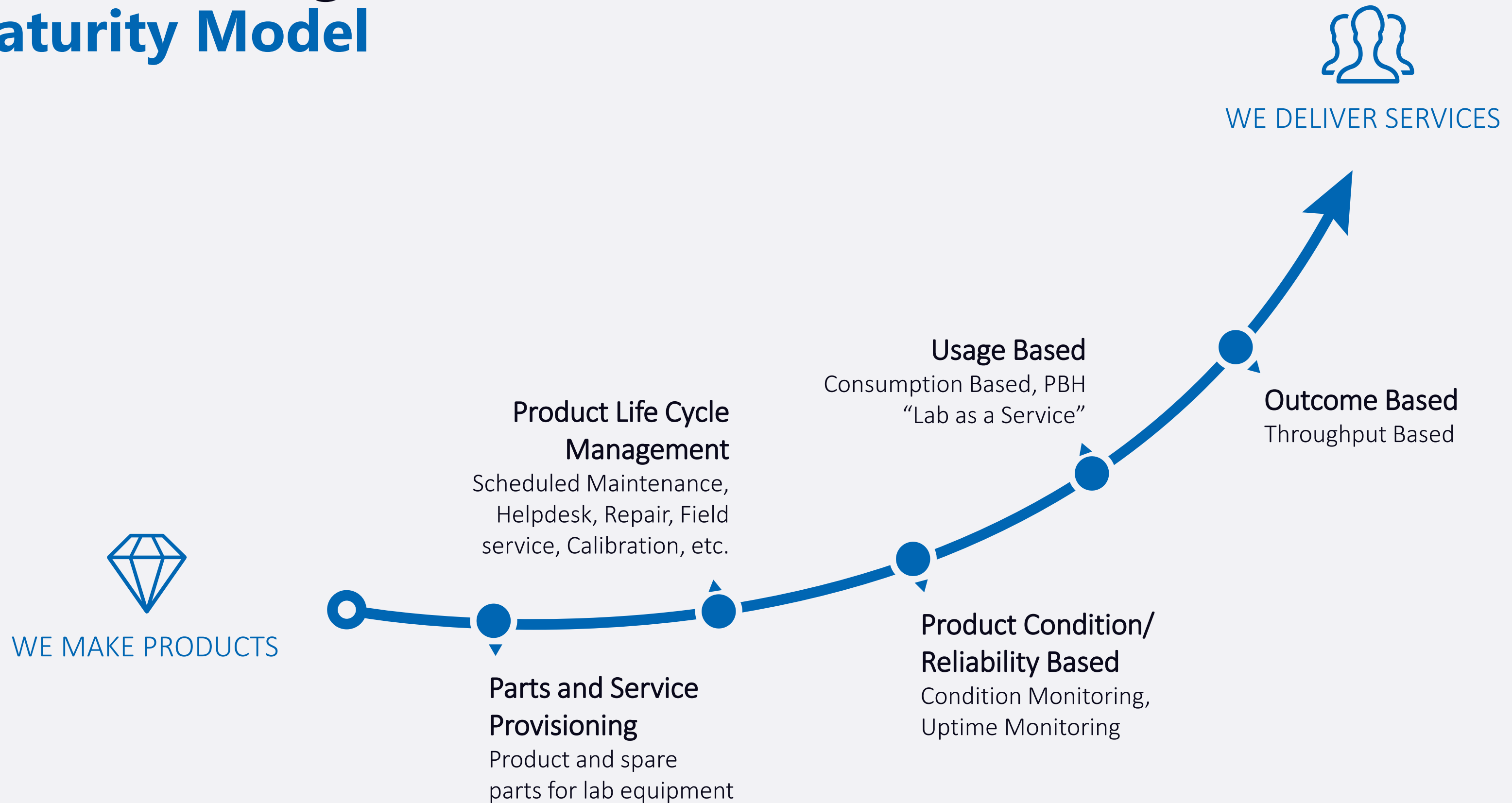


Enterprise Delivery Model

*The Resources, Tools, Thought Leadership, Education,
Support Required to Execute for Success*



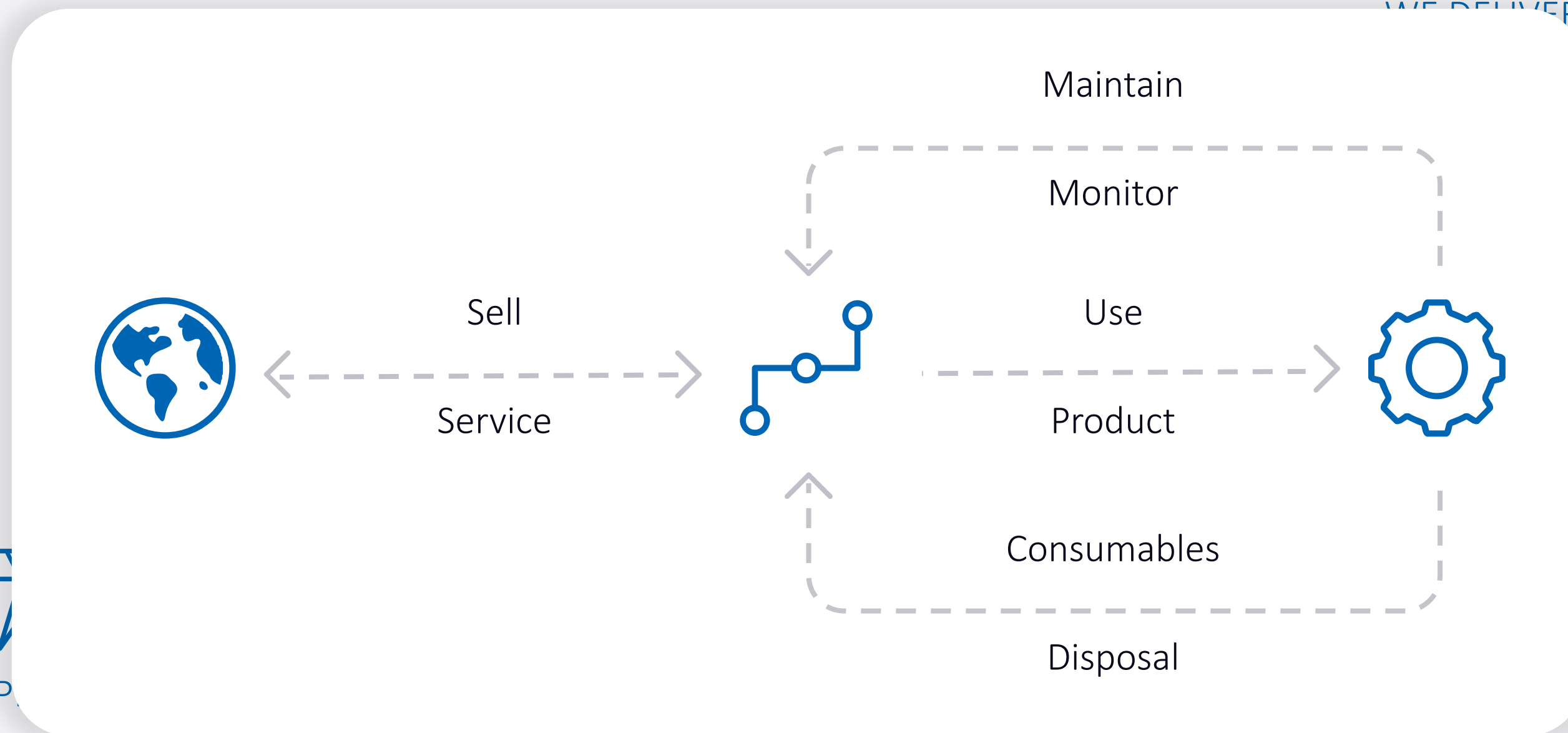
Manufacturing Service Maturity Model



Manufacturing Service Maturity Model



WE DELIVER SERVICES



Based
t Based



WE MAKE P

Parts and Service Provisioning
Product and spare parts for lab equipment

Condition Monitoring,
Uptime Monitoring

Field Service: The Components

SHAREPOINT | OFFICE 365 | SOCIAL ENGAGEMENT
MOBILE | PORTAL | AZURE | POWER BI | ERP

Comprehensive Business & Technology Platform



Service
Agreements



Work Orders



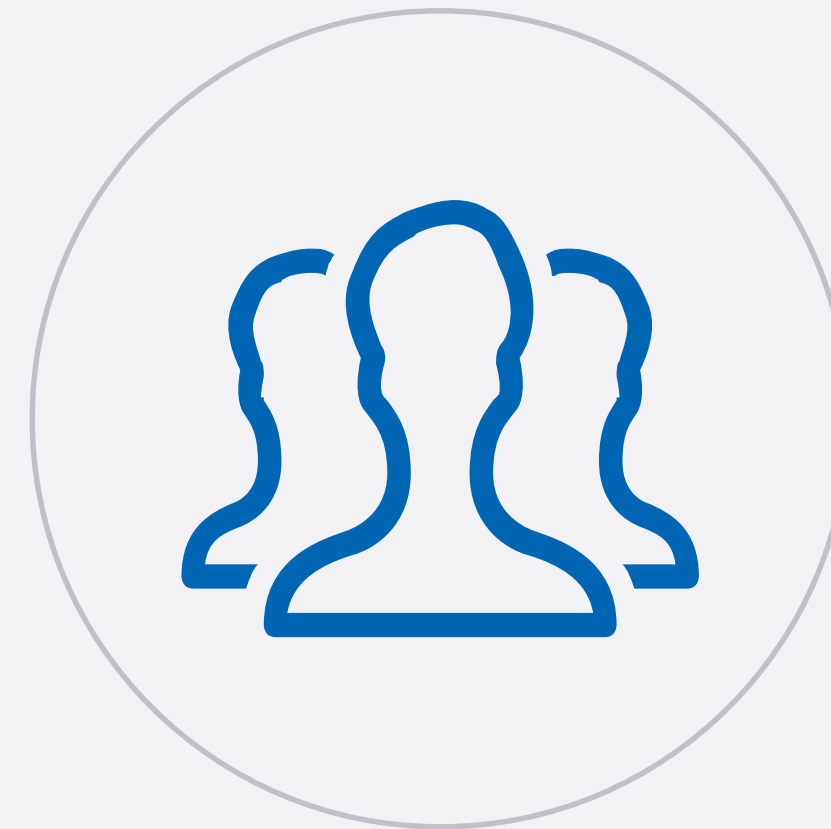
Preventive
Maintenance



Scheduling &
Optimization



Parts &
Logistics



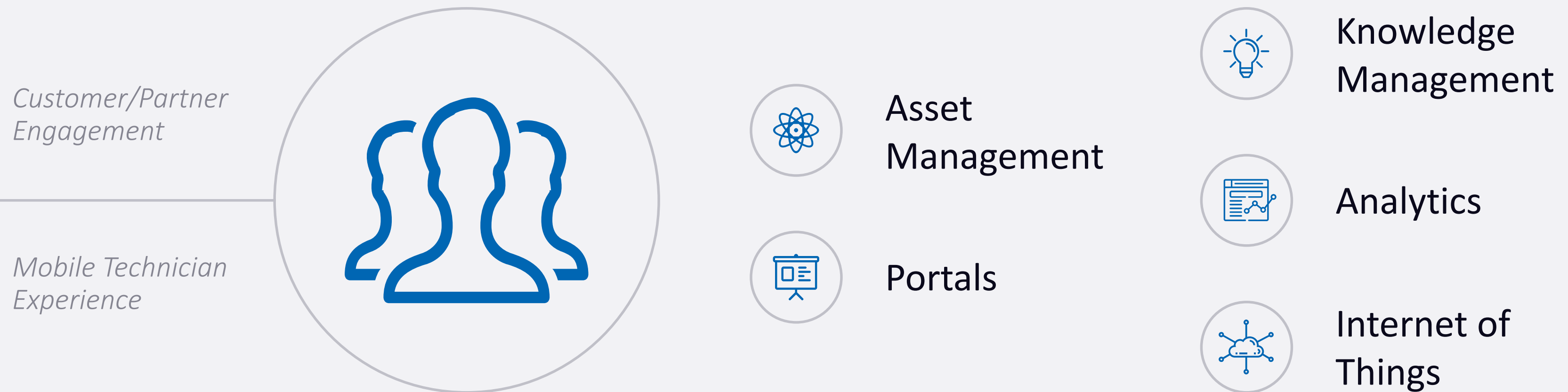
*Customer/Partner
Engagement*

*Mobile Technician
Experience*

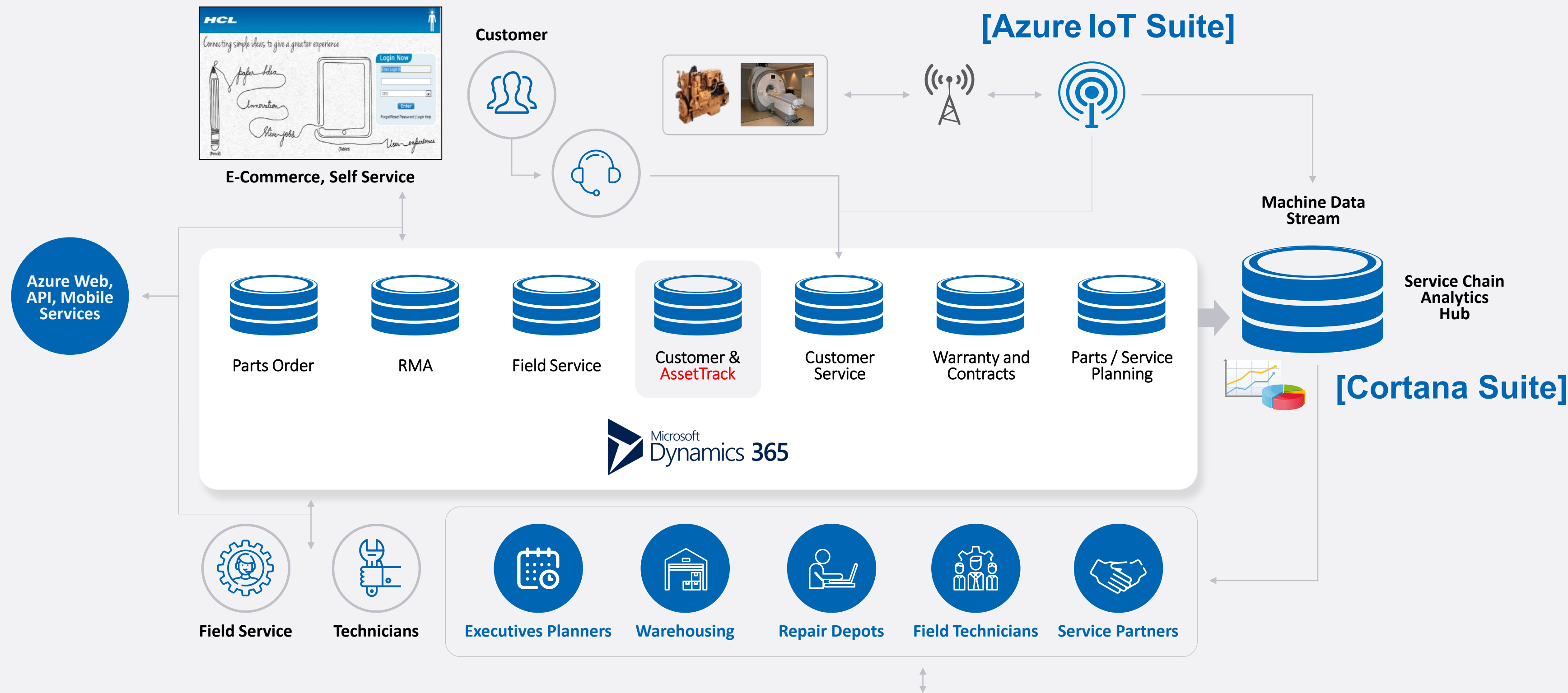
Field Service: The Components

SHAREPOINT | OFFICE 365 | SOCIAL ENGAGEMENT
MOBILE | PORTAL | AZURE | POWER BI | ERP

Comprehensive Business & Technology Platform



ServSmart





Service
Agreements



Parts



Work Order
History



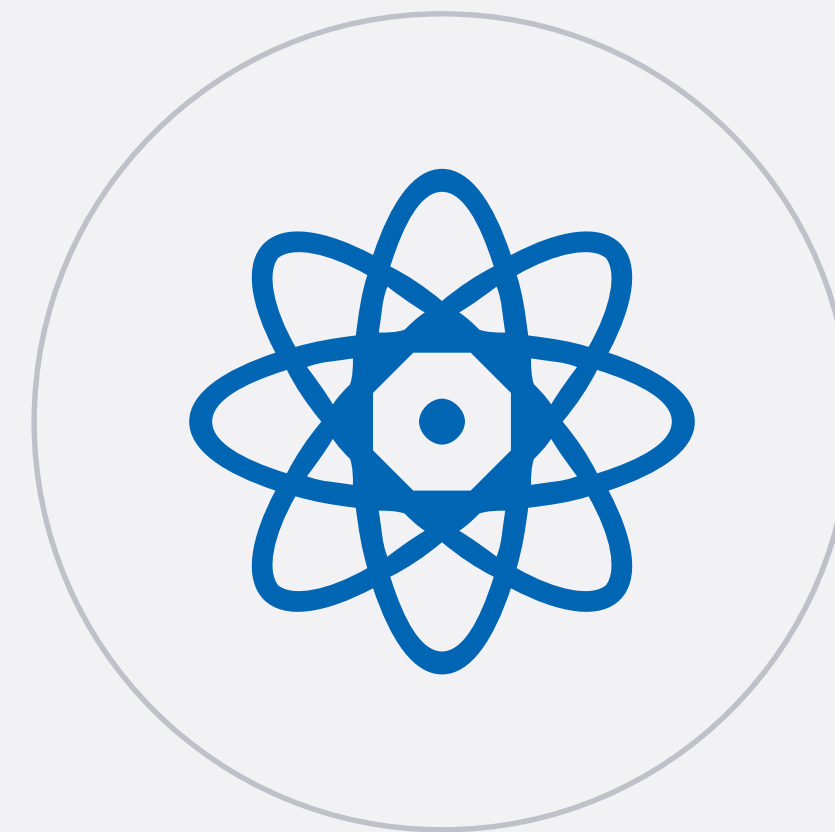
Snapshots

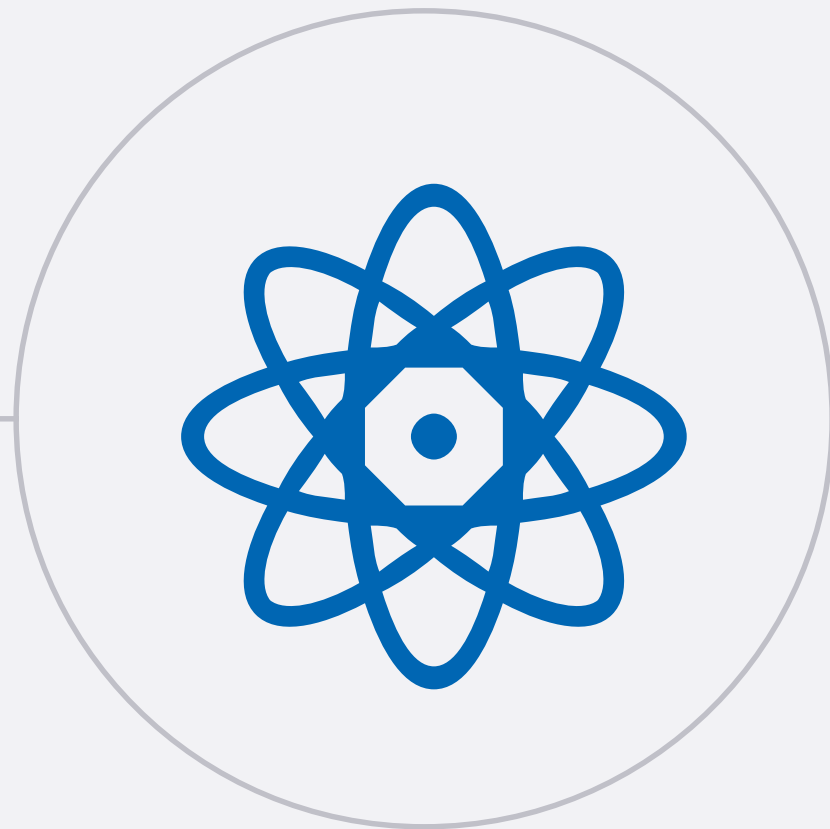


PM Schedules



Attributes





Performance
Characteristics



Stake Holders



Settings



IoT



Identifiers



Machine Learning
& Analytics

Meet Our Speakers



Jim Cook

Power Objects

Business Development Director



Corin Main

NOV

Director Global Services



Paul Kiley

Microsoft

Digital Transformation Enabler



Dan Cefaratti

Power Objects

Field Service Practice Director

