

PROCONSULT ADVISORY SERVICES

Accelerate your application, IT and workforce transformation initiatives

ESSENTIALS

Dell Technologies Consulting will help you:

- Gain consensus across the organization on issues and priorities
- Establish a strategic vision and guiding principles
- Leverage our experience of “what good looks like” and how other customers have done it
- Identify immediately actionable initiatives using an unbiased, end-to-end assessment
- Realize results in weeks rather than months based on our AS-IS / TO-BE methodology

ProConsult Advisory Services are available for:

Application Transformation

- Infrastructure-as-Code
- Application Profiling
- Data Analytics

IT Transformation

- Multi-cloud
- Business Resiliency
- Data Center Modernization

Workforce Transformation

- End User Computing
- Digital Workplace Portals
- Microsoft Office 365

Business Challenge

Transformation—an overused term, an under-achieved desired state, or both? Transformation initiatives pose challenges for organizations around how and where to start.

How can you and your stakeholders gain alignment on the best approach to tackle your application, IT and workforce transformation initiatives? You need to dedicate time to gather the concerns of your team, articulate the key issues and formulate a compelling vision for your transformed future.

Internal friction can exist because of the siloed view organizations often have, preventing you from gaining a complete understanding of your current state. The pressures of day-to-day responsibilities can inhibit the allocation of internal resources to define and execute change, especially around major programs. The absence of a common language between IT and business stakeholders adds to the complexity of implementing change.

Dell Technologies Consulting can help with an unbiased, end-to-end assessment, addressing internal and external obstacles to help you create a plan for your future state.

Service Description

Dell Technologies ProConsult Advisory Services facilitate a plan for beneficial and lasting change. Our AS-IS / TO-BE methodology, the foundation of our services, can help you realize the business benefits of transformation faster, more reliably and with lower risk. Our services are designed to help assess and plan transformations that achieve measurable outcomes aligned to your corporate vision and strategy.

Using facilitated workshops and stakeholder interviews, our consulting service experts work with your team to:

- Capture the AS-IS current state of the environment under review to develop topology diagrams and document information on key technical systems
- Understand related projects in progress, with a summary of objectives, approximate duration and team structure
- Identify and categorize the issues in the environment impacting cost or service delivery
- Determine the strategic vision and guiding principles for the future environment
- Understand planned investments, long-term strategy decisions, organizational and financial information for the targeted environment
- Build a proposed TO-BE future state

- Develop a holistic roadmap with actionable initiatives for migrating from the AS-IS to the TO-BE state
- Create a benefits analysis of current, future and transformational costs, with suggested timeframes

Pictures Are Better Than Words

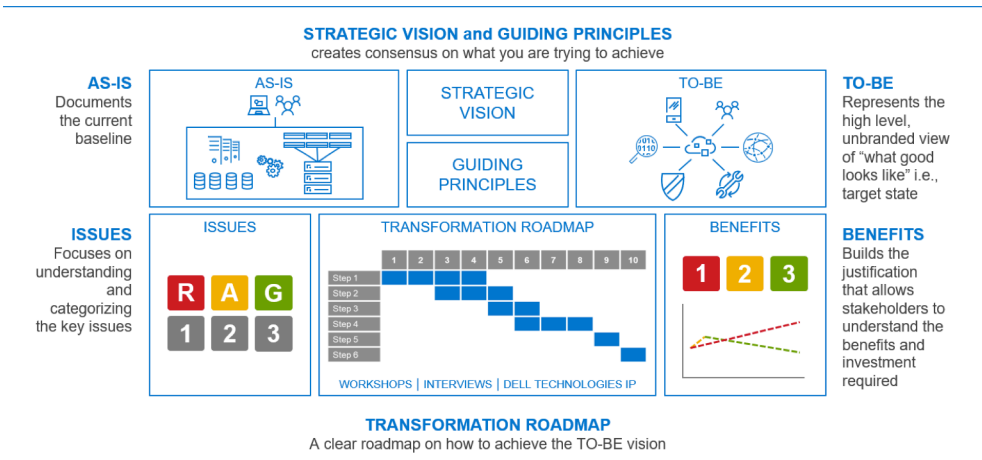


Figure 1. AS-IS / TO-BE visualization deliverable.

ProConsult Advisory Services Provide a Range of Depth and Level of Detail

Activities	ProConsult Advisory Base	ProConsult Advisory Core	ProConsult Advisory Plus	ProConsult Advisory Custom
Service duration	1 day	3 weeks	6 weeks	>8 weeks
Strategic vision and guiding principles	●	●	●	●
AS-IS current state summary and issues mapping	High level	●	●	●
TO-BE end state	Best practices	High level	●	●
Roadmap		High level	●	●
Benefits analysis			●	●
Business case and ROI				●
Workshops	1	2	4	>4
Stakeholder interviews		3	10	>10
Executive summary	●			
Executive vision map		●		
Transformation canvas			●	●

Summary of Benefits

Experience the value of an end-to-end assessment that delivers actionable outcomes with ProConsult Advisory Services. Dell Technologies Consulting can help you:

- Secure participation and support from key stakeholders
- Align cross-functional teams with a single vision and guiding principles
- Leverage our experiences with what "good" looks like, including best practice guidance
- Deliver a plan for transitioning from your AS-IS to your TO-BE state
- Prepare to immediately execute on findings and recommendations



Learn more about Dell Technologies Services



Contact a Dell Technologies Services Expert