Achieve **Transformation Plans** in **6 Weeks or Less**

ProConsult Advisory Services for IT, Application and Workforce Transformation

Dell Technologies Consulting Services
Gain alignment among your stakeholders

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.

You’ll gain an unbiased, end-to-end assessment that addresses internal and external obstacles to create your future state plan.

IT TRANSFORMATION
- Multi-cloud
- Business resiliency
- Data center modernization

APPLICATION TRANSFORMATION
- Infrastructure as code
- Application profiling
- Data analytics

WORKFORCE TRANSFORMATION
- End user computing
- Digital portals
- Office 365
Pictures are more impactful than words

STRATEGIC VISION and GUIDING PRINCIPLES
creates consensus on what you are trying to achieve

TO-BE
Represents the high level, unbranded view of “what good looks like” i.e., target state

AS-IS
Documents the current baseline

ISSUES
Focuses on understanding and categorizing the key issues

BENEFITS
Builds the justification that allows stakeholders to understand the benefits and investment required

TRANSFORMATION ROADMAP
A clear roadmap on how to achieve the TO-BE vision

Your engagement outcome is an easy-to-reference pictorial representation of your transformation plan with immediately actionable initiatives. We actively engage your stakeholders throughout the process using our proven AS-IS / TO-BE methodology to gain alignment across your organization.

"The collaborative approach we took with Dell enabled us to create a transparent view of how we operate today across a highly autonomous and federated business. The Dell Technologies Consulting team engaged our businesses with an open and honest conversation, which created the trust and independence that was required to create the vision for the future. They highlighted the inefficiencies we’d built and carried over the last decade, and gave us the validation to create a new direction."

IT Director,
UK-based Distribution and Outsourcing Company
How we work with your team

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

**IT Stakeholders**
- CIO
- Operations executive
- Application lead
- Enterprise Architecture lead

**Business Stakeholders**
- Strategy/Innovation lead
- App Development lead
- Security and Compliance

**Stakeholders Interviews**
- Capture the AS-IS current state of your environment to develop topology diagrams and document key systems

**Facilitated workshops**
- Understand related projects in progress, with a summary of objectives, approximate duration and team structure

**Collaborative design sessions**
- Determine the strategic vision and guiding principles for your TO-BE future state

- Identify and categorize the issues in your environment impacting cost or service delivery

- Understand your planned investments, long-term strategy decisions, organizational and financial information

- Build your proposed TO-BE future state

- Develop a holistic roadmap with actionable initiatives to achieve your TO-BE future state

- Create a benefits analysis including your current, future and transformational costs

- Present the pictorial representation of your plan to sponsors and stakeholders
Modernize IT infrastructure services to cost-effectively drive business growth.

How will you achieve a multi-cloud consumption model for your IT services?

**Multi-Cloud**
Fuel business innovation with outcome focused multi-cloud IT services leveraging cloud infrastructure platforms and service-focused operations.

*How do you achieve an actionable strategy and roadmap for your multi-cloud vision?*

Re-envision outcome-focused IT services in a multi-cloud world with a plan that powers your business growth. Planning considerations span applications, infrastructure, platforms, operating model implications and current capabilities. Leverage solutions such as the Dell Technologies Cloud, as well as automation technologies including ServiceNow.

**Business Resiliency**
Leverage modern cloud-based approaches to ensure application and infrastructure availability.

*How can you leverage the cloud to modernize data protection services and operations?*

Develop a resiliency plan, architectural approach and roadmap that reflects modern application and cloud recovery capabilities, meets risks and service objectives, with cloud and on-premises recovery solutions from Dell Technologies.

**Data Center Modernization**
Drive efficiencies and optimize service levels through data center consolidation or migrations.

*How can you minimize risk and cost for your data center modernization initiatives?*

Create a data center strategy that aligns with your multi-cloud service objectives including evaluation of build vs. buy options, organizational challenges, site locations and CapEx/OpEx trade-offs. Craft a plan that helps you reduce cost and risk with our application-oriented approach and purpose-built migration toolsets.
Accelerate innovation using modern data and application patterns and technologies through expert-lead workshops.

Infrastructure as Code / DevOps
Accelerate and simplify infrastructure management and software development.

**How can you maximize automation while improving the way development and IT teams work together?**

Create a plan that leverages continuous integration / continuous delivery approaches and technologies to automate your infrastructure operations and software development with consistency. Our approach includes best practices from software development and release management disciplines to drive IT agility and performance.

Application Portfolio Optimization
Cut complexity and cost from your application portfolio by determining the optimal cloud consumption model.

**How can you quickly identify the right platform for your applications?**

Develop a strategy to maximize the business value of your application portfolio using delivery platforms such as SaaS, PaaS, IaaS, CaaS and FaaS. Our experts evaluate key business, technology and financial drivers to align your application portfolio with the best cloud.

Data Analytics
Transform your data into actionable insights.

**How can you optimize your infrastructure and analytics solutions to drive high-impact use cases?**

Create a strategy for a more intelligent and competitive business by incorporating best practices for information management, big data, IoT and data science. Our experts develop a plan to unlock your data capital and apply advanced techniques such as artificial intelligence (AI) and machine learning (ML) with analytics solutions and modern infrastructure.
Enable dynamic teams to innovate faster with the most productive technologies and consumer-grade, personalized experiences.

**End User Computing**
Enhance worker experiences with Dell Client devices and EUC services.

**How will you achieve fully-configured just-in-time computing workspaces for your workforce?**
Develop a strategy to securely deliver computing workspaces with solutions such as Dell client devices, Unified Workspace and Microsoft Windows 10. Determine how a persona-based operating model will help you improve worker experiences while balancing costs.

**Digital Workplace Portals**
Re-imagine worker experiences with intuitive, personalized, consumer-grade portals.

**How will you apply industry best practices to achieve your digital workplace vision?**
Leverage our expertise with experiential design and workforce personas to envision a strategy for Office 365 based intranets, ServiceNow based IT portals and Dynamics 365 business applications.

**Microsoft Office 365**
Modernize worker experiences with collaborative, chat-centric workstyles from anywhere, at any time.

**How will you realize the full value of your Office 365 investment?**
Build a persona-centric adoption plan that identifies which Office 365 applications will have the most impact on your workers’ experiences and productivity. Our approach includes how to help your workers transition to the new way of working.
Choose the level of detail and depth you want

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<th>Activities</th>
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"We consider Dell Technologies Consulting a strategic partner. It was important for us to have an outside-in view to help ensure that we didn’t miss anything, that we sequence projects properly and partner with an advisor that has helped other companies deliver their digital journey."

Client Computing Work Cell Lead, US-based insurance company
The Executive Summary visually represents our 1-day engagement delivered in a single-sided 12″x17″ brochure. It includes a high-level summary of the AS-IS current state and identifies issues blocking transformation based on a single workshop with your team. Considering your strategic vision and guiding principles we will create a high-level TO-BE future state with recommended next steps based on best practices. The engagement concludes with a presentation of the Executive Summary to your sponsors and stakeholders.
The Executive Vision Map represents our 3-week engagement expressed in a tri-fold brochure. With your strategic vision and guiding principles in mind, it includes a high-level TO-BE future state and high-level roadmap resulting from 2 workshops and 3 stakeholder interviews. Our consulting experts will present this to your sponsors and stakeholders at the conclusion of the engagement.
The **Transformation Canvas** represents our 6-week engagement delivered in a one-sided 33”x47” poster size plan, ideal for displaying in your war room for all to see. Our most comprehensive service, it includes 4 workshops and 10 stakeholder interviews. With your strategic vision and guiding principles in mind, it includes detailed representations of your AS-IS current state, prioritized issues blocking transformation and your TO-BE future state. A comprehensive transformation roadmap and benefits analysis provides you with a plan and justification to begin immediately executing. At the conclusion of the engagement, our consulting experts perform a walk-through of the Transformation Canvas to your sponsors and stakeholders.
Experience the value of our approach

- Easy to consume transformation plan
- Gain consensus with stakeholders on issues and priorities
- Establish a strategic vision and guiding principles for your TO-BE future state
- Leverage our experience of “what good looks like” and how other customers have done it
- Realize results in weeks rather than months with our AS-IS / TO-BE methodology
- Identify immediately actionable initiatives with our end-to-end assessment
Realize transformational business outcomes with Dell Technologies Services

Drive rapid adoption and optimization of your digital technologies

CONSULTING Services
Achieve business outcomes with strategic guidance and expert execution

DEPLOYMENT Services
Accelerate technology adoption with deployment designed for you

SUPPORT Services
Maximize productivity with expert support backed by proactive, predictive technology

MANAGED Services
Realize digital transformation value for client systems, storage, backup, and converged infrastructure

EDUCATION Services
Develop and retain valuable IT talent through continuous learning