



Business Value Planning Service

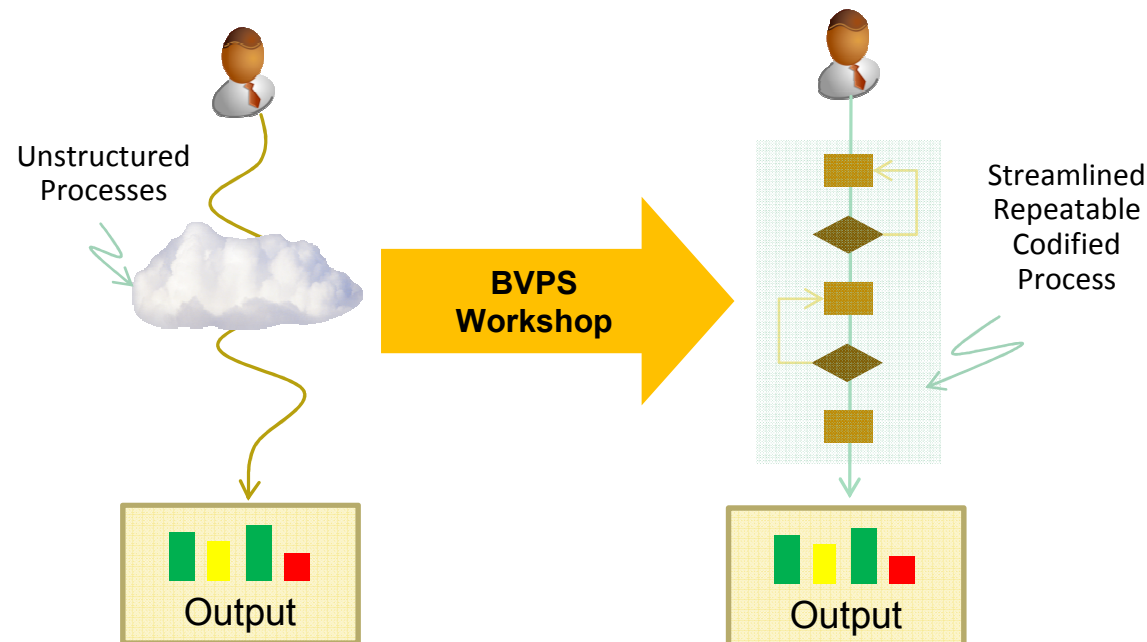
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The BVPS Opportunity

Improving Business Processes by Exploiting Existing Software Capabilities

- Off the shelf and custom applications implement many of the **Structured** pieces of business processes
 - Most organizations have these in place today
- Providing better support for **Unstructured** work through a BVPS Workshop is an opportunity for further business process improvement
- Better management of unstructured work is a new source of competitive advantage



BVPS Overview

What is BVPS...?

- Partner initiative where partners deliver a 3, 5, 10 or 15 day service engagement to drive customer adoption and create new Partner Services opportunities.
- Joint Investment model where Microsoft and Partner share cost
- Focuses on a number of key business process areas
- Targets customers who WANT to adopt



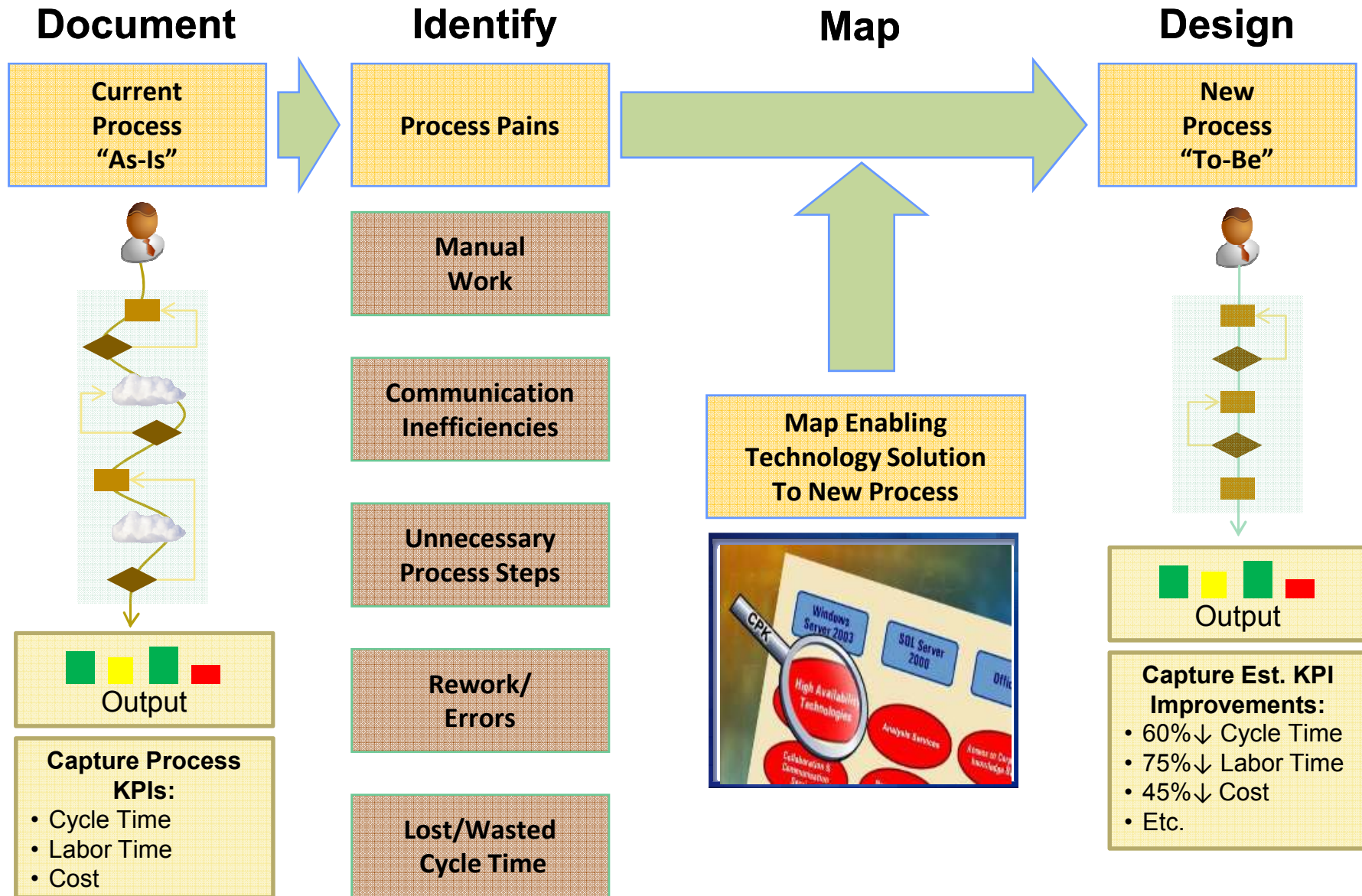
BVPS Overview (cont.)

BVPS's Goals

- Develop relationship between customer and partner
- Decrease cost/uncertainty of adoption by customer
- Create a customized IW Solution Adoption Plan
- Demonstrate Adoption Best Practices
- Increase Partner Service Revenue



The BVPS Solution Workshop



Supported Scenarios

Scenarios

Automated Forms

Automated Performance Reporting

Budgeting

Collaborative Document Development

Communications and Collaboration (new!)

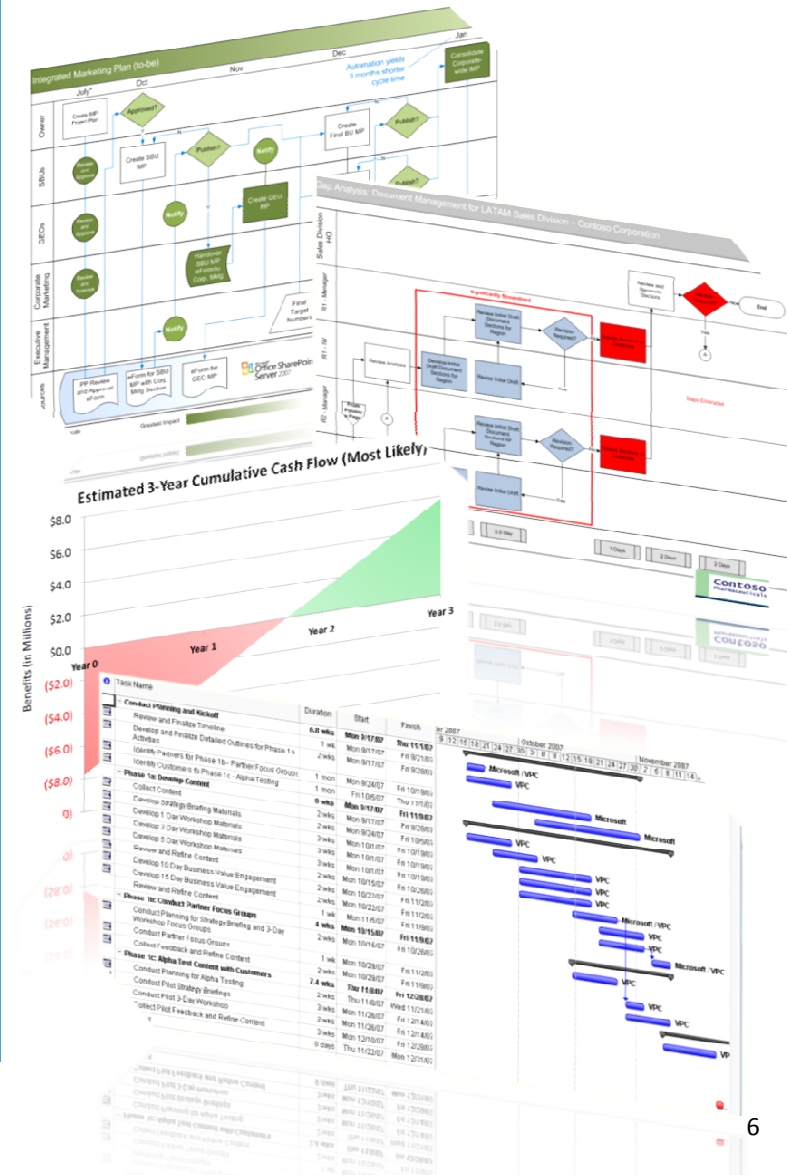
- Ad-hoc Collaboration
- Maximize Your Meetings
- Partner and Customer Communication
- Simplify Communications
 - Social Networks

Content Management (new!)

- Control Your Content Chaos
- Records Management
- The Easier Way to Search and Share
- Web Content Management

Content Search and Reuse

Merging Project Plans



Supported Scenarios, cont.

Scenarios

Operations and Process Management (new!)

- Optimize Your Project Portfolio
- Save a Tree - Use an eForm

Performance Management (updated!)

- Manage Your Performance
- Self-Service BI

Project Portfolio Management

Remote Training

Routing Communications

Sensitive Records Management

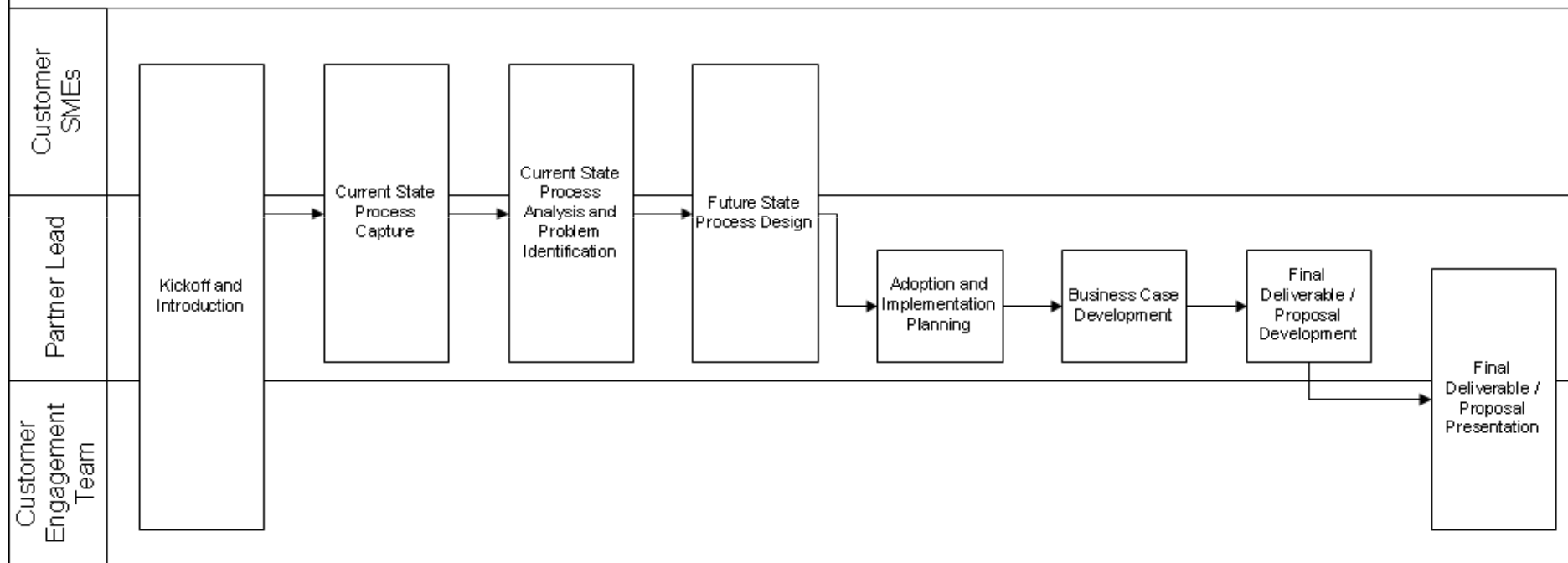


Sample 5-Day Workshop Agenda

Day	Timing	Details
Day 1	AM	Kickoff and introductions / Group Process Analysis and Discussion (Group Kickoff)
	PM	Process Documentation and Analysis Interviews (1-on-1 with SMEs)
Day 2	AM	
	PM	Discuss Findings from Day 1-2 with Group / Begin Solution Design
Day 3	AM	Solution Design Discussions/Interviews with Focus on Adoption (1-on-1 with SMEs)
	PM	Customer Checkpoint: Current-State Process Analysis Review
Day 4	AM	Future State Process Financial Benefits and Costs Analysis Future State Process Improvement(s) Implementation Plan Adoption "Roadblock" and Mitigation Analysis
	PM	
Day 5	AM	Deliverable Presentation & Discussion (Group Presentation)
	PM	

Workshop Execution: BVPS Engagement Sequencing

Business Value Planning Services – Five Day Engagement Lifecycle



Solution Workshop Deliverables

Component	Description
Current State Analysis	Review, documentation, and analysis of the way a process is currently performed
Future State Analysis	Develop a revised and improved business process utilizing IW technologies
Business Case	Develop a cost / benefit analysis and business case for proposed process change, including key performance indicator improvement and multi-year cash flow analysis
Adoption & Implementation Plan	Guidance on resources required, solution owners, risk identification and mitigation, task sequencing, change management, and communication required to implement the solution
Deliverable/ Proposal	Formal proposal to implement developed solution, including summary of current state, future state, and business case analyses



BVPS – Business Value Planning Service



- Escolha de um processo crítico para o negócio;
- Definição dos especialistas atuais no processo;
- Agendamento com a equipe da empresa;
- Execução do trabalho



Choose your demand level



- Focused on **Scenarios Exploration**
- Generate Key Areas of Interest



- Focused on **Business Value** Identification & Sizing
- Specific Process / sub-process is evaluated (Cycle Time, Labor Time and Cost)



- Focused on **Technology Implementation**
- Selected technologies are used for process improvement evaluation and demonstration of fitness



- Focused on **Corporative / Departmental Deployment**
- Process and Systems are designed and deployed



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