

FUSION LABS



Concept Envisioning Workshops



The best way to solve problems is to involve all key participants (subject matter experts, internal users, industry experts, etc.) in an intense workshop session that provides commitment, focus and facilitation.

OVERVIEW

Fusion Labs' **Concept Envisioning Workshops (CEW)** combines the critical internal knowledge of client personnel with the expertise of knowledgeable industry consultants to produce successful outcomes, quality solutions and detailed roadmaps.

Fusion Labs specialists represent a seasoned pedigree of IT Professionals that provide the strategy and direction in a number of areas. This experience enables us to develop truly client-centric workshops on an engagement-by-engagement basis. Fusion Labs provides practical strategies to solve real-world problems. Fusion Labs focuses on aspects that provide immediate benefits and returns, yet form a foundation for future growth.

BENEFITS

No matter what problem is at the top of your list, Fusion Labs can assist you by utilizing our targeted, pragmatic approach. Fusion Labs will review the specific situation, research the topic, interview your key personnel, provide a targeted workshop session, and provide feedback through an informative report detailing the findings and conclusions, including a practical roadmap from concept to realization.

Our **Concept Envisioning Workshops** are tailored to your specific requirements, to solve your specific business and technology problems, and are guaranteed to provide satisfaction.

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TOPICS

Fusion Labs has the experience to provide strategy in a number of key areas giving us the ability to develop client-centric workshops.

Business & Financials

- ❖ Budgets
- ❖ Cost Containment
- ❖ Due Diligence
- ❖ Process Optimization
- ❖ Return on Investment
- ❖ Workflows

Technology

- ❖ Legacy Systems
- ❖ Systems Integration
- ❖ Technology Initiatives
- ❖ Migration
- ❖ Outsourcing
- ❖ Remote Connectivity
- ❖ Technology Integration

Controls

- ❖ Contracts
- ❖ Licenses
- ❖ Government Regulations
- ❖ Program Management Office
- ❖ Security
- ❖ Service Level Initiatives
- ❖ Business Continuity Planning
- ❖ Disaster Recovery Planning

APPROACH

The basic format of a Concept Envisioning Workshop allows **the client to customize specific sessions** to resolve immediate issues and develop roadmaps to navigate to superior solutions. The following six steps outline our approach to CEWs:

1. **Approximately 5 business days prior to the required session**, the client provides Fusion Labs with the session topic; the discussion points, which need to be addressed and specific objectives expected of the workshop. A definite date for the concept envisioning session is scheduled.

2. **Fusion Labs assigns the required consultants/specialists to attend the workshop.** The consultants will be selected for their experience and knowledge in the subject area. The consultants will then spend a couple of days researching the topic and the client environment to ensure that all aspects of the subject can be covered in the time allotted.

3. **Targeted research and interviews will ascertain such information as:** What key decisions have already been made? What unresolved questions need to be addressed? Who are the key players from the organization and what are their opinions. Are there security, resource, and/or regulatory requirements? Are there financial and/or contractual impacts to any decisions? What are the key metrics that measure a successful objective

4. **The client will schedule a meeting room with:** Sufficient space to allow attendees to move around freely. White boards to keep important list and allow diagrammatic explanations of complex topics. Telephones, if the client requires people to conference in to the workshop. We do not recommend conference calls for workshop sessions, but recognizes that it may be the only way for specific people to attend.

5. **The consultants will facilitate** the meeting that can be attended by as many client personnel as needed, although we recommend between 6-8 people.

6. **Within five days after** the workshop session, Fusion Labs will generate a summary report detailing: The detailed discussions encompassing the concept topic. The key points which were made during the discussions. The outcome of the session. Further material that should be investigated by the client.

TOPIC DETAILS

BUSINESS PROCESS / FINANCIALS

Due Diligence: Helping clients analyze their current situation whether for mergers or acquisitions, takeovers, buyouts or even for outsourcing business/IT functions. In addition to scope and scale, the unique types of initiatives that distinguish due diligence projects include: repositioning assets, disaggregating parts of the company, redefining customer programs and developing new revenue streams.

Process Optimization: Helping companies outgrow their competitors and translate that growth into shareholder value. Through the downturn, companies have primarily focused on aligning their cost and asset base to declining market conditions; these actions are necessary, but they do not provide a source of sustaining value creation. Focusing on workflow issues and optimizing key process provides long-term benefits.

Profit Improvement: Delivering a dramatically improved baseline of operational performance. A strategic profit improvement project results in an integrated, strategic analysis of the opportunities for improvement and the recommended plan to implement them.

TECHNOLOGY

Migration: There are several types of migration (applications, data, environments) and several different migration approaches (evolutionary, revolutionary, stepwise, phased). All aspects of migration are reviewed and strategies for each combination of types and approaches are assessed.

Outsourcing: In the year 2000, more than half (54%) of IT Services purchased in North America were outsourced. Find out if outsourcing is an effective option for your company.

Remote connectivity: Technology that allows a user to connect to a computer from a distant location outside of the office. Examples would include VPN (Virtual Private Networks), RAS (Remote Access Services), WTS (Windows Terminal Server), Citrix, etc. This also includes Wireless technologies such as cellular, satellite, infrared, Bluetooth, and two-way paging.

Technology Integration: Bringing best practice change management and the benefits of our deep experience with implementing technology solutions, such as large enterprise-wide resource planning systems, into a modular solution that can be incorporated into any technology program.

CONTROLS

Business Continuity - Disaster Recovery Planning: The development, monitoring and updating of the process by which organizations plan for continuity of their business in the event of an 'interruption' due to impairments such as theft, viruses, weather damage, accidents, etc.

Contracts / Leases / Licenses: One part of Due Diligence is reviewing contracts / leases / licenses. Establishing a contract management processes ensures organizations maintaining regulatory compliance while minimizing cost impacts.

IT Management: Optimizing the operational effectiveness of the IT function. Establishing a Program Management Office provides tools, techniques and expertise needed to improve performance, balancing cost management with the effective IT service delivery.

Security: The hardware, software, processes and procedures in place to protect an organization's systems from internal and external threats. They include firewalls, anti-virus, passwords, patches, locked facilities, Internet-protocol strategy and perimeter control.