B|U|I

INNOVATION ™
DELIVERY
RESULTS

Adoption and Change Management in a Day

Understand the benefit of ACM while adopting cloud solutions

What is Adoption and Change Management (ACM) and why should I care?

Wondering what the hype around Adoption and Change Management is and unsure how it will benefit your existing change management practices? Considering the reasons behind well executed project failures?

Adoption and Change management is the foundation to successful user adoption, utilization and proficiency making the end user first priority.

CHALLENGES

Project failure due to minimal user adoption, despite completing projects on time and within budget.

Inexperience and lack of technical acumen leading to technical / solution project failure.

Increased project costs through waste – transportation, inventory, motion, waiting, over processing, overproduction, and defects.

IDEAL SOLUTION

Create a customized and scaled approach that aligns with the project lifecycle and milestones.

Improve employee adoption and usage of the solution to drive project results and outcomes.

Create deliverables that supports individual attainment of the key milestones of successful transition.

DESIRED OUTCOMES

Strategic partnership with the end user – involved from the onset of new technologies and innovations.

Project and Adoption plans aligned; taking into consideration technology and people.

End users that have adopted, are utilizing and are proficient in the use of the solution.

Individual adoption usage supporting project results and benefits value.

BUI - Adoption and Change Management in a Day

A one-day workshop to discuss the value proposition of modern ACM and the role it plays in adopting new technologies. Establish the purpose of adoption and change management in your environment and define your ACM Strategy aligned with technical and business objectives.

ACM Lifecycle

Collaborate with the project executive sponsors, the purpose and validity of adoption and change management in the modern project approach.

ACM Pillars

Unpack the ACM execution pillars and the impact it has on people, technology and processes.

Identify the core stakeholders, technical, business and end-user representatives for successful adoption.

ACM GAP Analysis

Determine through interactive collaboration, your company's readiness for adoption.

Identify ACM requirements and gaps as input into the ACM Vision and Strategy.

ACM Vision and Strategy

Build the baseline adoption and change management vision and strategy.

Present the value proposition of ACM for your business.

1 Day Workshop

Outcome

Prosci CERTIFIED Change Practitioner

BUI leverages Microsoft ACM Framework to establish the value proposition of Adoption and Change Management for your Microsoft 365 enablement.

Using a structured and well proven ACM framework, BUI establishes the value proposition, define your ACM Strategy

1 Adoption and Change Management Explained

Understand the purpose of adoption and change management integrated into the delivery of modern projects and how it relates to your business.

2 Vision and Strategy

Have a clearly defined vision and adoption strategy for all modern project execution, with individual user centric focus to support ease of adoption and use.

3 Readiness for Change

Know exactly where the readiness gaps are, with supported recommendations to ensure a successful adoption of new technologies.

4 Integrated ACM Practice

Have the knowledge, vision, strategy and plan to integrate ACM into all modern project executions focused on achieving your business and strategic objectives.

5 FastTrack Ready

BUI as a FastTrack ready partner is approved to provide the FastTrack benefits to customers that qualify as per the program terms.

Customer success: Capitec achieve Microsoft Teams adoption in record time with BUI ACM practices

With secure access and information protection as key objectives, Capitec Bank appointed BUI as their Cloud Consulting and Adoption and Change Management Partner to jointly develop and support Capitec on a strategic modern workplace roadmap.

With integrated ACM and Deployment plans, users were made aware of the solution well in advance, attended online workshops and excitement days and were well equipped to use the Microsoft 365 solutions from launch date.

Having support from BUI post launch, assisted with additional learnings, gap identification and improved training plans.

Financial - Banking
3 900+ employees

01 **Strategic Modern Workforce Roadmap**
Well defined and actionable Modern Workforce roadmap, taking into account business objectives and requirements.

02 **Deployment Plan**
Using proven workshop and planning framework lead to an actionable and business aligned collaboration deployment plan.

03 **Rapid Deployment**
Having a secure foundation, the rapid deployment of specifically Microsoft Teams, SharePoint and OneDrive enabled secure remote work capabilities across the entire business estate in record time.

04 **Adoption and Change Management Plans**
Strategic and scenario-based plans were developed with supporting targeted awareness-, communication-, training- and adoption tracking.

05 **User Adoption**
Successful User Adoption plan execution resulted in 90% adoption, utilization and proficiency of key Microsoft 365 solutions.

06 **Management and Support**
BUI provided continuous post deployment support for a limited time, which ensured all employees had the opportunity to adjust, learn and collaborate.

LET'S TALK

Connect with the BUI Adoption and Change Management Team to book the ACM in a Day workshop or one of our ACM Packages.

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