



Change Management:

4-Day Implementation

What is Adoption & Change Management?

			
New tech = a new way of doing things	People learn at different paces	Reduce the risk of error	A positive experience is better for everybody

Why it's important for us



Remove hesitancy and barriers to a full digital transformation



Increase the deal size



Accelerate projects



Makes the customer much stickier



Get direct access to the business leadership



Overview



Change Management Programme



On-Demand Training

A winning partnership



LSPs

Enterprise-scale programmes



Helping the ambitious thrive – quickly and safely

Traditional Gold Partners
Likely to have limited cloud knowledge



- Change Management & Microsoft specialists
- Align well with Cloud Direct
- Joint project run with IOPP
- Partnership status

Overview

Change Management Programme

On-Demand Training

Our GTM offerings



Change Management Programme

A hands-on approach to change management when a more strategic, consultative approach is needed. Fixed consultancy price, irrespective of seat count.

- ❑ Champion networks and end-user workshops
- ❑ Geared towards specific workloads
- ❑ Builds awareness and excitement



Overview



Change
Management
Programme



On-Demand
Training

Key stages to Adoption & Change Management

Planning

- ✓ Understand your objectives
- ✓ Work with PMs to build a change management plan
- ✓ Recruit a pool of Champions

Staff engagement

- ✓ Upskilling of Champions
- ✓ Generate awareness & interest
- ✓ Upskilling of cross-functional teams

Knowledge transfer

- ✓ Available to deal with escalations and Q&As

On-Demand Training

- ✓ Sustaining momentum for 12-months

Consultation &
Programme
Design

Champions
Onboarding

Buzz Day

Workshops

Promotional Items

Escalation &
Knowledge
Transfer

On-Demand
Training*

*On-Demand Training is an additional cost

Benefits to the customer

- ✓ Confidence in M365
- ✓ Positive user experience
- ✓ Reduced support burden
- ✓ Technology seen as a key enabler



What does the Consultancy process look like?

