

Collaboration Consultancy

February 2022



Working together. Everywhere



THE HYBRID CHALLENGE



The way we do sales



The way we get creative



The way we stay connected

WAR ON TALENT

Challenges

- How to keep inclusiveness
- How to keep expanding knowledge and propositions
- How to maintain current talent
- How to attract new talent
- New way of work
- Wider pool of talent





REPURPOSING THE OFFICE

Challenges

- Bringing on- and offline together
- What sort of interactivity do we have
- What kind of tooling do we use (bricks & bytes)
- How do we enhance working from home experiences

THE NEW WAY OF WORK

Challenges

- Changing mindset management
- Wider pool of talent
- Follow the sun support
- Adopting the new way of work
- Adopting the new working mindset



BRICKS



MEET & COLLABORATE



MEET & PRESENT



The Timeline



Creating the right environment

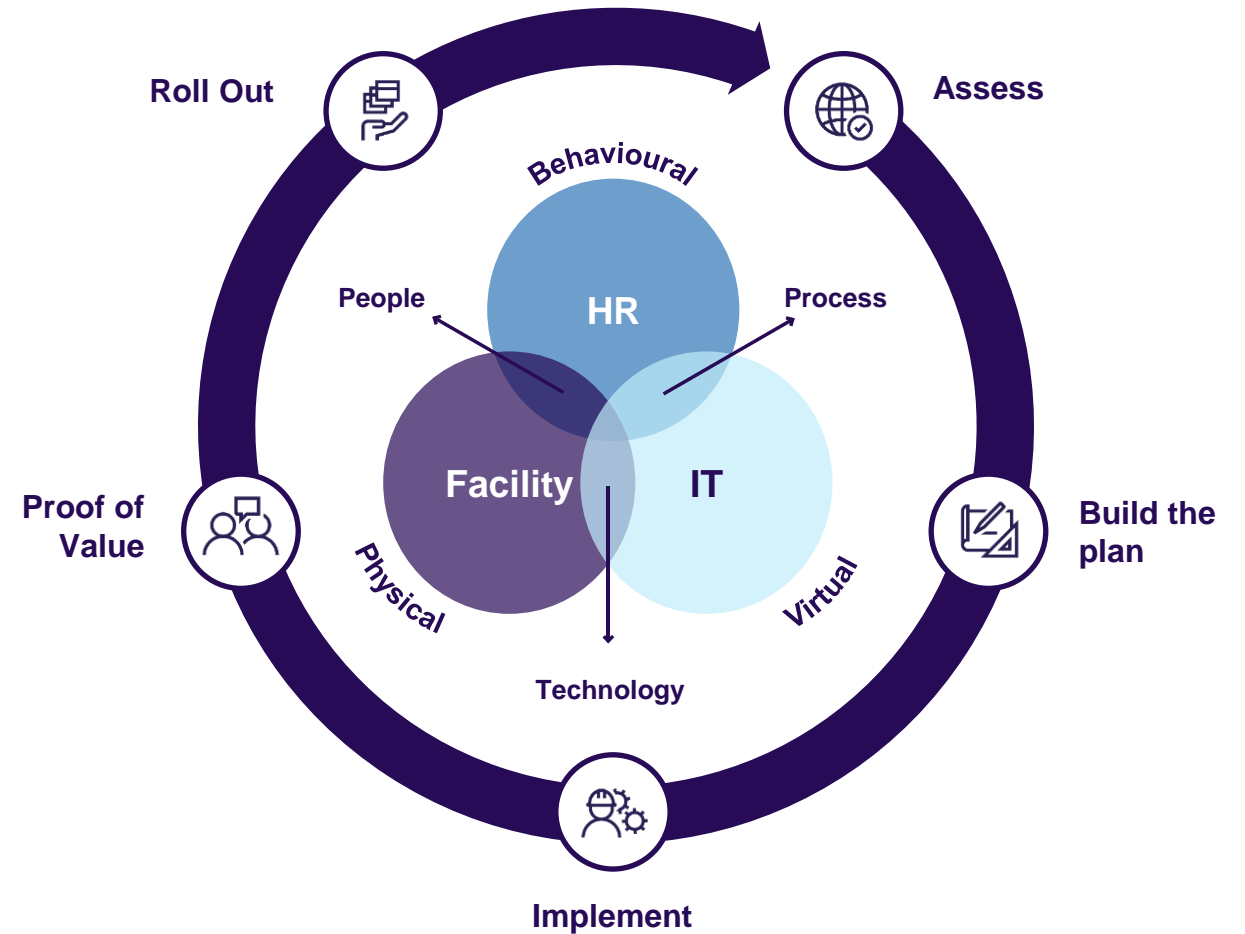
Collaboration Consultancy

EXPERT REVIEW

Company Blueprint
Build Business Canvas
Persona & Generations
Workflows

OUTCOME

Number of spaces to configure
Type of spaces to configure (Activity Based Workspaces)
Training, Adoption & Communication Plan
First cost estimate/Budget



The Timeline

From initiation to **FINAL DELIVERY AND TRAINING** of the proof of value phase



Inspired by experience

Implement

Preparing the environment

- Room and Network Assessment

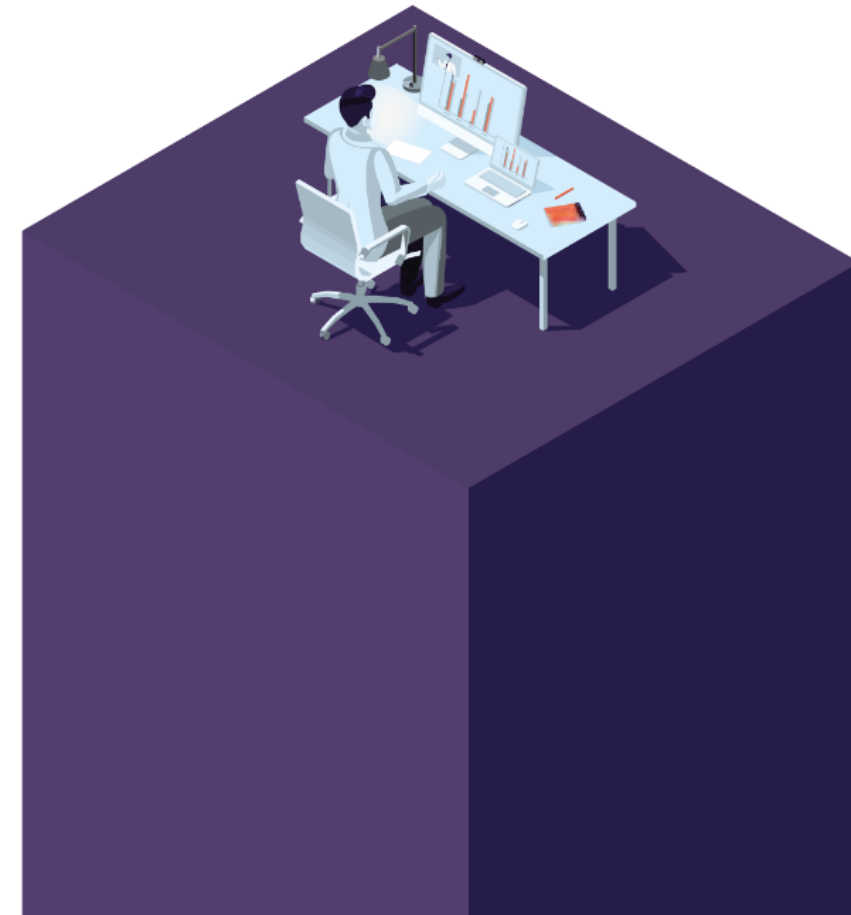
Physical Installation of Meeting Room(s)

- SurfaceHub, Small, Medium, Large

Room Configuration

- M365/Microsoft Teams Room License Activation**

** Kinly will provide MTR Demo Account



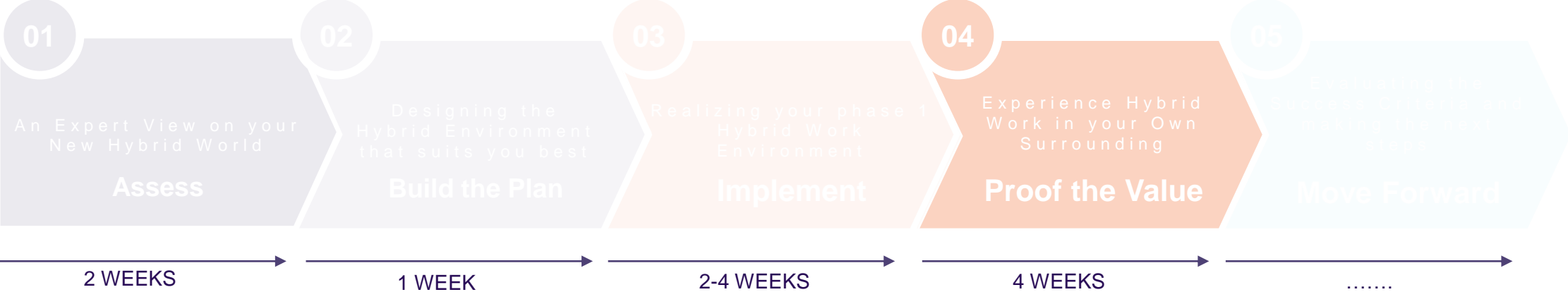
Inspired by experience

Implement



The Timeline

From initiation to **FINAL DELIVERY AND TRAINING** of the proof of value phase



Inspired by experience

Proving the Value

Project activities outline **ADOPTION SERVICES**

Dedicated CSM (5 days in total) which includes:

- Collaboration blueprint
- Functional training with data sheets and desk drops
- Standardised learning material
- Standardised eLearning resources
- Quick Reference Cards
- User feedback (QR Code + survey)

Success Criteria

ADOPTION

Adoption of implementation

Reduced operating costs

Increased productivity

Improved collaboration

Improved employee engagement

Success Criteria

TECHNICAL

Network assessment and pre-requisites

Tenant/Global configuration

Network configuration

Room Services and Account Set-up

Device Setup

Testing and sign-off of technical pre-requisites



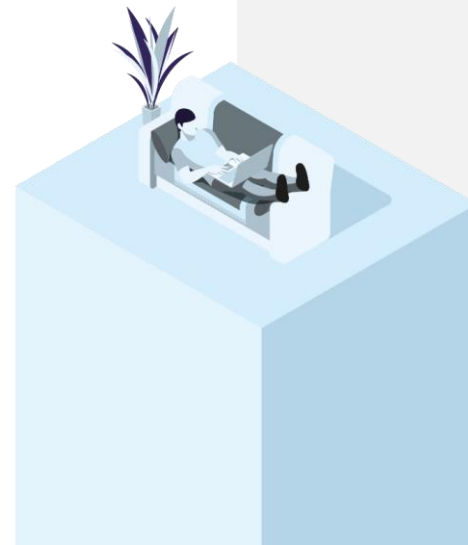
The Stakeholders

On the **Customer Side**

Facility Manager/Workplace Manager
IT Manager
CTO (Voice/Collaboration Strategy)
Internal Communications
Human Resources
Business representatives (Different Persona's)

On the **Kinly Side**

Your Account Manager
Business Development Manager Microsoft
Project Manager
Customer Success Manager
Service Manager



With an opportunity of 20 rooms and more

Pricing

Off all three steps

PREPARATION, DELIVERY AND ONBOARDING

Of two S/M/L Hybrid Meeting Rooms*

And a SurfaceHub 50"

On one location in the Netherlands

Including Expert Review

During a period of 4 weeks (POV Period)

\$20.000 / EX VAT

**Customer is allowed to keep the delivered MTR hardware & software afterwards, build on Logitech Hardware*

