

# Enabling Business Transformation in the mid-tier market

Our Technology, Data & Analytics and Security capabilities drive the success of challenging transformation projects underpinned by Microsoft cloud and data technologies.



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# The mid tier market and our offering



Dynamics 365 business applications, Azure cloud solutions, Data tools, Power BI and Office 365 solutions provide the technology to underpin digital transformation



**Our offering to Mid Tier clients focuses around three, outcome orientated propositions**



*Microsoft Dynamics 365 is recognised as a visionary by Gartner Magic Quadrant for Cloud ERP for Product-Centric Midsize Enterprises*



## Transformation

Delivering transformation programmes to meet the organisation's business case



## Data and analytics

Establishing data centres of excellence and value based analytics capabilities to drive sustained performance improvement



## Security

Delivering enterprise wide security solutions for the transformed estate

# Our six tailored propositions for the mid-tier market

Technology,  
data and analytics

Cybersecurity

## 1 Programme recovery

**Objective:** Focus on recovering failing transformation programmes, typically involving Dynamics 365 F&O or CE solutions

Helping sponsors and executives regain control of distressed or underperforming transformation programmes.

- Healthcheck and diagnostic
- Programme reset
- Supplier, cash and budget control

## 2 Programme control

**Objective:** Assisting mid-tier clients with programme management and business integrator solutions, driving successful outcomes

Embedding strong programme control and organisation to deliver against a refreshed and clear objective.

- Clarification of business case, scope and plan
- Programme management and PMO
- Data, Test, Supplier and Change

## 3 Data and analytics

**Objective:** Helping organisations to utilise data to drive value from evidence based decision making

Building the foundations of Digital transformation through Data architecture, processes, people and tooling.

- Azure and Infrastructure
- Data centre of excellence (CoE)
- BI and analytics

## 4 D365 security and controls

**Objective:** Deliver built in security and controls within Dynamics 365 implementations

Implementing effective security, control and monitoring solutions to sustain new processes.

- Security and control solutions
- GRC solutions
- Process and controls analytics

## 5 Security platform playbook

**Objective:** Engage with clients with a Microsoft cloud services investment who want to explore the security capabilities and services available

Defining the roadmap to adopt the Microsoft security platform to update security capabilities.

- Cyber vendors and solution cost optimisation
- Proof of value through extended service trials
- Cloud security architecture and roadmap

## 6 Secure cloud shell

**Objective:** Design and configure security controls for clients undergoing digital transformation using Microsoft security services

Embedding preconfigured cloud security services and controls for digital transformations using Microsoft's security platform technology.

- SIEM, Identity, Threat Protection, Data Security
- NIST and security control alignment
- Implementation and deployment

# Programme recovery

Targeted intervention to diagnose issues and reset distressed programmes for success

## 1 Programme recovery

A healthcheck to diagnose the issues followed by a short term recovery plan to fix critical issues and establish:

- Effective governance and control
- Clear scope and planning
- Refreshed business case and budget
- Optimised resource (including suppliers)

### Healthcheck focus areas:

High performing teams	Engaged Stakeholders	Smart financing
Focused benefits management	Clear scope	Integrated suppliers
Strong governance and reporting	Managed risks and opportunities	Active quality management
Active lifecycle assurance and learning	Delivery enabling plans	Agile change control

### Benefits of using our services



Improved delivery confidence



An independent perspective of failures



Accelerated business benefits



Transparency on programme performance

# Programme control

Implement and run strong programme control and organisation against refreshed and clear programme objectives

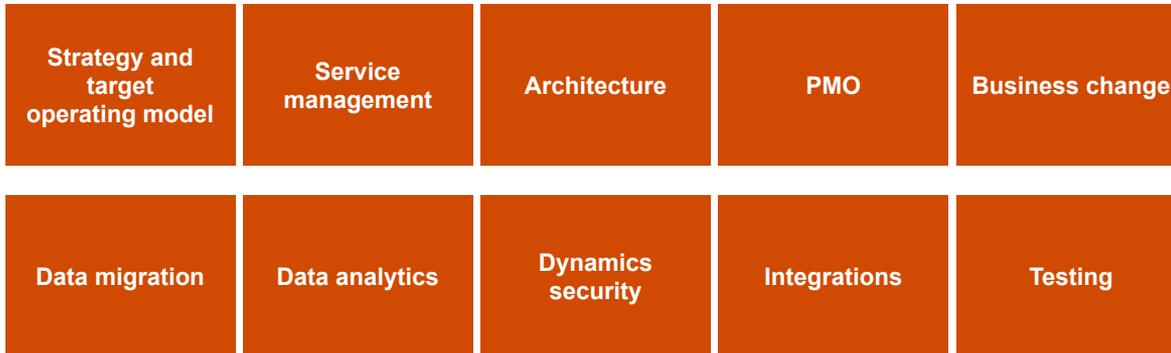
## 2 Programme control

### We run programmes alongside you to:

- Establish clear governance, oversight and control
- Increase confidence and accelerate delivery

We provide direction and leadership across programme management and key workstreams.

### Our service catalogue:



### Benefits of using our services



Increased clarity over case for change



Greater confidence in programme outcomes



Improved governance and transparency



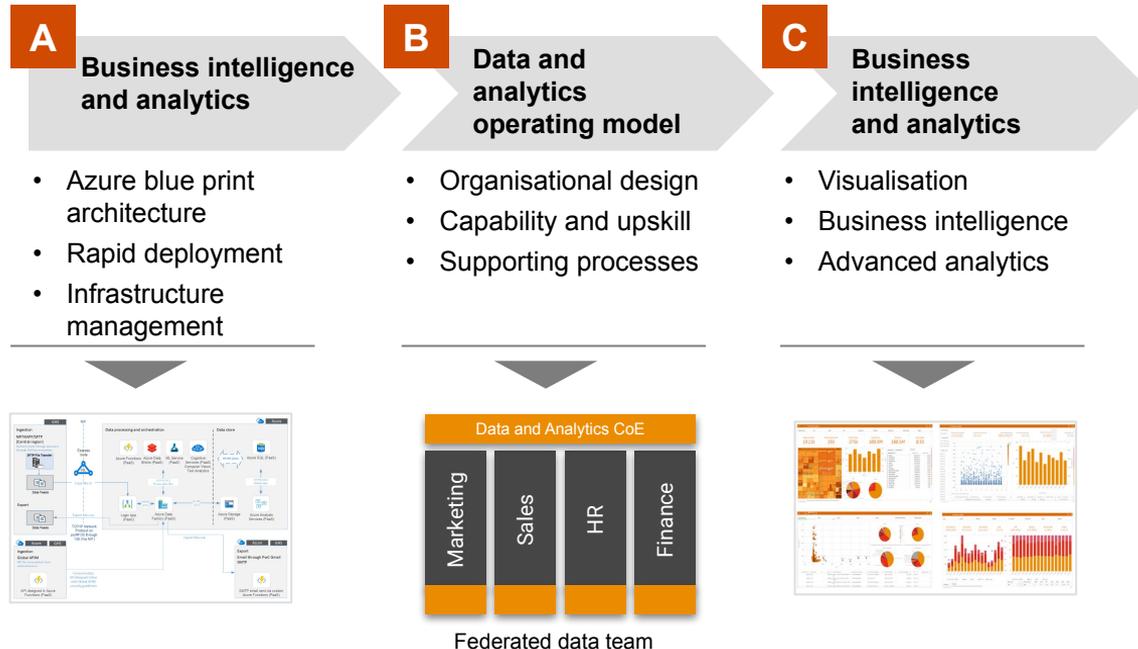
Tighter control over supplier delivery

# Data and analytics

Build value generating prototypes while piloting Microsoft Azure cloud technologies, or rapidly deploy Microsoft Azure cloud technologies and develop products to demonstrate the value of data and analytics in the cloud

## 3 Data and analytics

### Three primary data workstreams



### Benefits of using our services

- ↑ Low upfront investment cost
- ↑ Rapid delivery – 8 weeks to a minimum viable product
- ↑ Accelerated value generation through pre-built dashboards
- ↑ Low risk approach for your client to explore cloud tech

# Delivering Security and Controls in D365

Define, implement and test a robust framework of automated and access controls within your D365 environment

## 4 Security and controls

### Essential activities

Risk assessment	Security and controls design	Security and controls testing
Initial risk assessment to identify key unmitigated risks	Security and controls design, leveraging our good practice aids and seeking opportunities to automate	End to end testing of the security and controls design leveraging our library of test scripts and automation

### Recommended activities

Security and controls training	Go-Live and support	GRC technologies
Business and audit users training including training manuals and SOPs	Running and embedding security, processes and controls supported by analytics to aid user adoption and adherence	Setup and implementation of GRC technologies to sustain future security and controls post go-live

### Benefits of using our services

-  Tailored control options, effective implementations
-  Flexible involvement depending on risk appetite
-  Collaborative and sustainable approach to transfer understanding to your organisation

# Security platform playbook

Identify where the Microsoft Security Platform can benefit you the most, and plan the transition of your security services to meet this vision

## 5 Security platform playbook

### Three step approach



**A**

#### Benefits analysis and business case

- Capability assessment
- CSTR<sup>A</sup>\* and TCO<sup>\*\*</sup> to accelerate insight.

\*Cloud security transformation reference architecture

\*\*Total cost of ownership



**B**

#### Trialling Microsoft on existing estate

- Proof of value exercises

**C**

#### Architecture and transition roadmap

- Optimise current assets
- Mitigating of future risk



### Benefits of using our services



Increased return on investment



Streamlined security operations



Your organisation evolves to meet new threats

# Secure Cloud Shell

Rapidly transform your security operations and technology to embed and extend cyber controls to your cloud estate

## 6 Security cloud shell

### Our approach



### Secure cloud shell capabilities

Security operations with Microsoft Azure sentinel

Data security and governance with Microsoft information protection

Identity and access management with Microsoft Azure active directory

Threat detection and response with the Microsoft M365 defender suite

### Benefits of using our services

- ↑ Consolidate security capabilities.
- ↑ Accelerate cloud control deployment
- ↑ Adapt cyber operations for cloud

# Our approach is proven to deliver exceptional results

## Large financial services company

The aim was to enable evidence based decision making through the creation of a data centre of excellence, deployment of Azure infrastructure and developing PowerBI tools for business intelligence.

**300**

Sales and Marketing professionals are regularly using the business intelligence tools to drive sales and engagement

**100%**

of the manual reports are now being automated through a central data warehouse

**30**

employees have been upskilled to form the Data CoE, ensuring that successful data solutions are delivered to the organisation

### Chief Operating Officer

“Delivering our technology transformation is crucial to ensure we meet our customers’ changing needs, and I see PwC as a key partner from strategy to execution.”

### PwC Partner Lead

“By working together, we’ve created a longer term transformation journey and benefits case that sets out the vision for how technology and data solutions can support business strategy and transformation outcomes”

***79% of the organisations sales people strongly agreed that the dashboard has helped to identify better prospective customers.***

***69% said that they agreed succeeded at scheduling appointments with customers identified through the dashboard.***

# Want to know more?



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