September 2022

Innovation Jumpstart Horizon-driven

Disruption proof your business with Innovation Jumpstart Horizon-driven Workshop

Contents

Slalom & Microsoft

Driving Innovation **Together** in FY23

As part of Slalom's continued investment in the Microsoft Partnership, we are bringing forward a new co-sell opportunity to help our shared customers drive innovation & growth within their organizations.

Slalom Strategy will take our clients through a series of focused workshop activities to help identify both current and future opportunities for growth and together we will collaborate on how to bring those ideas to life powered by Azure and Microsoft 365.

This session can be delivered in a Microsoft Technology Center, one of Slalom's offices, in the Slalom Element Lab212 in NYC, or of course via a Hybrid.
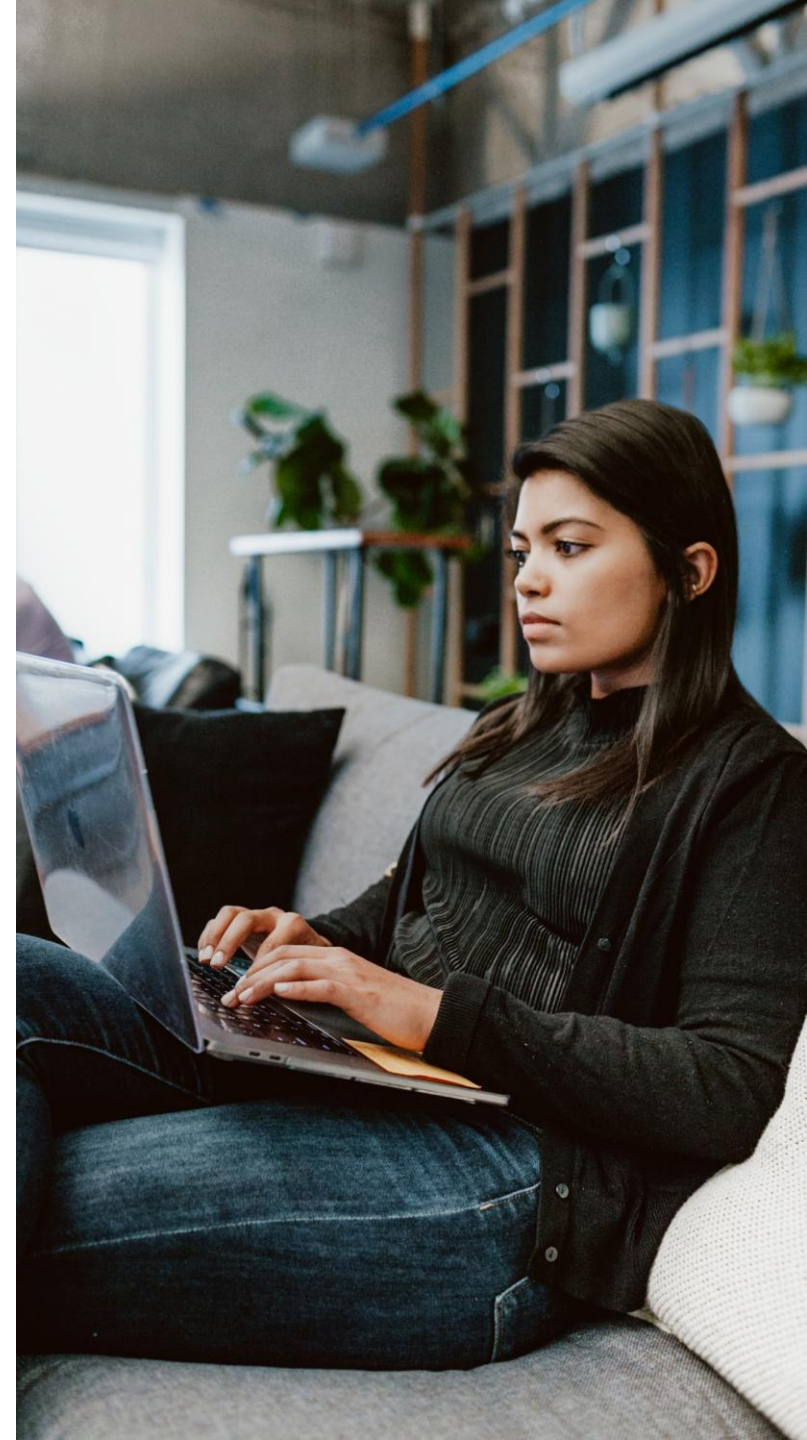
Slalom + Microsoft

WHAT WE DO TOGETHER

Help all organizations become modern technology organizations to rise to today's challenges and opportunities

Modern Culture of Data

Enabling organizations to get their data under control, make it timely and accessible to enable data driven insights. Combining the right **Azure Data & AI Services** with strategy and organizational change consulting to allow organizations to drive true value from their data

Operational Excellence

Allowing organizations to do more with less and better. Bringing the power of the **Microsoft Business Applications** suite together with strategy and process improvement consulting...empowering each person and organization to achieve more

Innovation

Unlocking the power of the **Azure Development Framework** to enable organizations unlock the speed, security and new possibilities offered by the cloud. From modernizing applications to defining completely new businesses we help clients navigate the breadth of choices
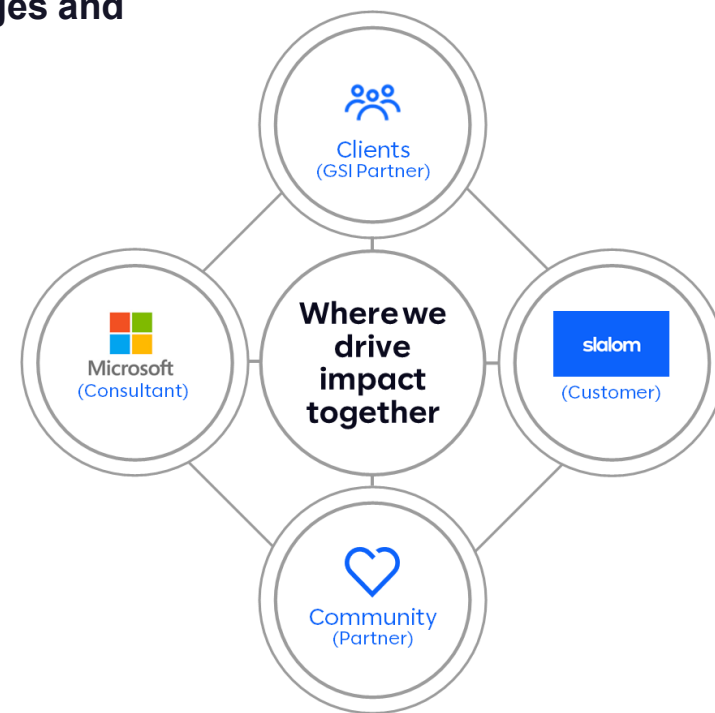
GSI

U.S. Global System Integrator partner

ISD (formerly MCS)

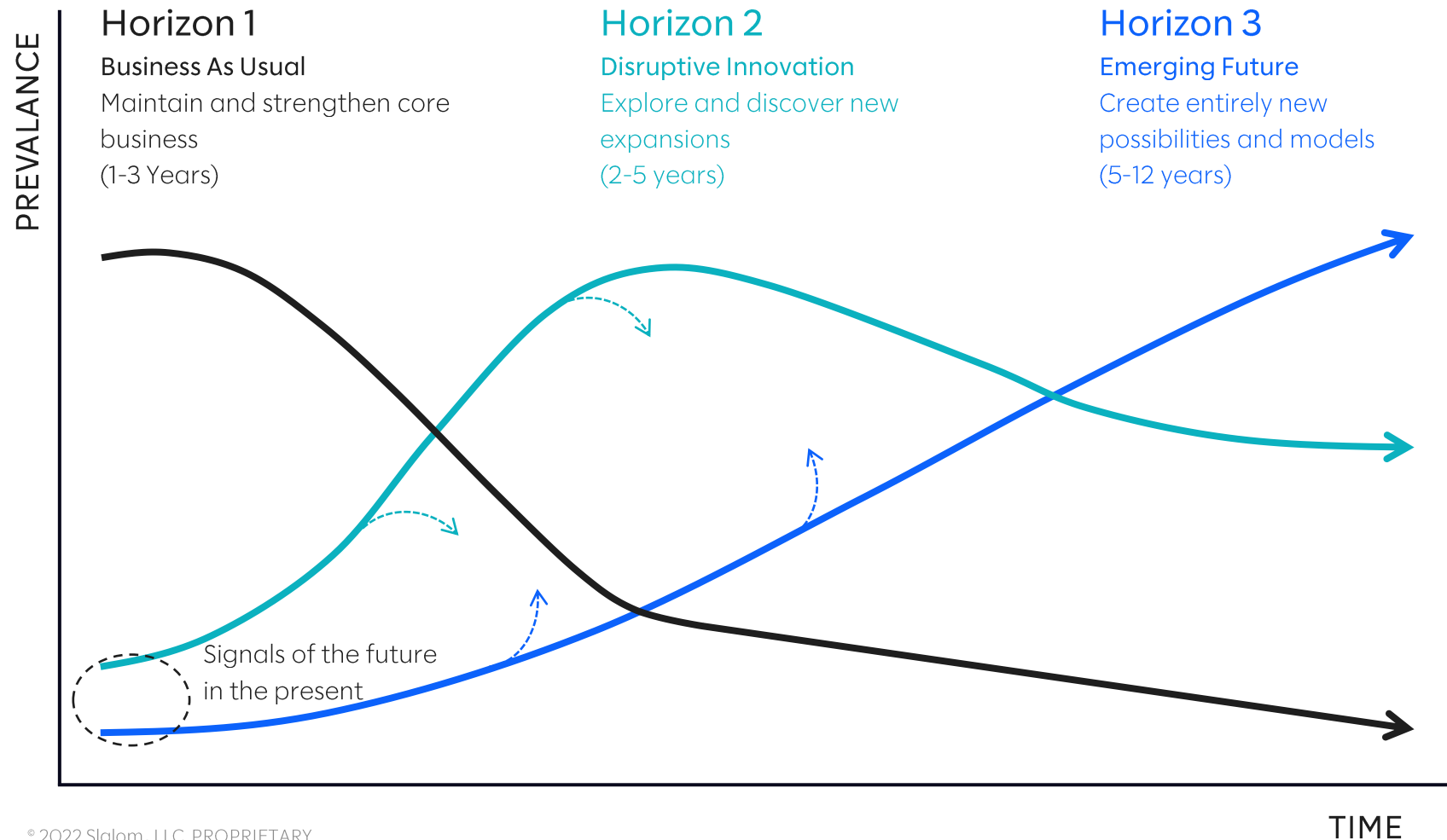Approved Industry Services partner

423%+

YoY increase in "tagged" ACR

49

Microsoft Partner awards

Clients
(GSI Partner)

Microsoft
(Consultant)

Where we drive impact together

slalom
(Customer)

Community
(Partner)

Opportunity Overview

Three Horizon Framework

Horizon 1
Business As Usual
Maintain and strengthen core business
(1-3 Years)

Horizon 2
Disruptive Innovation
Explore and discover new expansions
(2-5 years)

Horizon 3
Emerging Future
Create entirely new possibilities and models
(5-12 years)

PREVALANCE

Signals of the future in the present

TIME

Three Horizons Planning Example

Horizon 3
Autonomous Mobility
- Visual Sensing
- Deep Learning
- ...

Horizon 2
Connected Car
- Machine Learning
- Geolocation
- IoT

Horizon 1
Supply Chain Optimization
- Machine Learning
- Digital Twin Optimization

The "Elevator Pitch"

Partnering together on Innovation Jumpstart

Slalom Strategy (S2) will bring forward their deep industry expertise and futurism lens to help facilitate an innovation workshop leveraging the Three Horizon Framework.
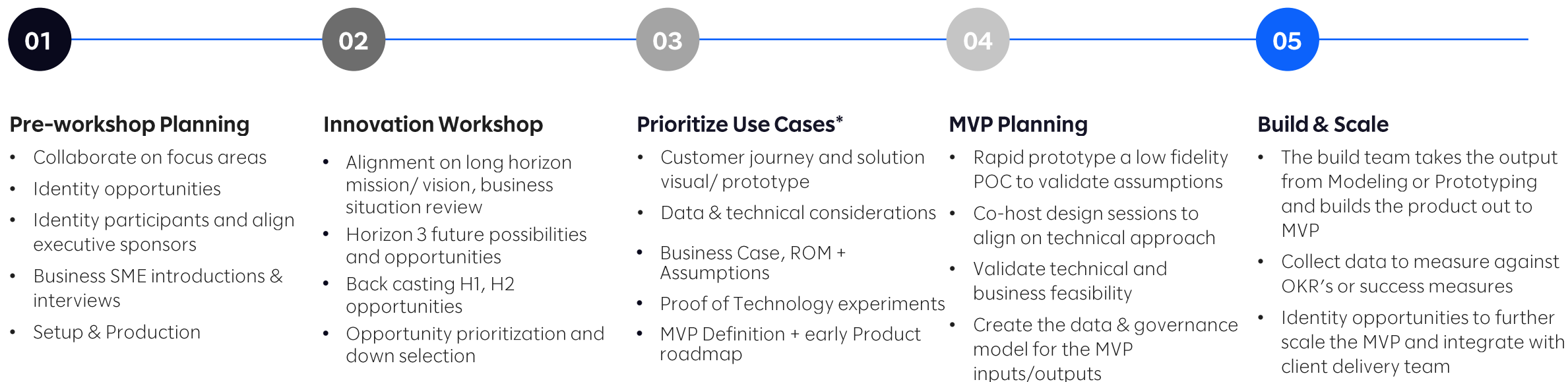
This workshop will include both Client & Microsoft Account team.

Post-workshop, Slalom and Microsoft will collaborate on how to help bring forward the ideas generated during the workshop to life leveraging the power of Microsoft Cloud Solutions.

High-level Opportunity Overview

Slalom & Microsoft partnering to co-create an actionable roadmap to drive innovation & transformation

01

Pre-workshop Planning

- Collaborate on focus areas
- Identity opportunities
- Identity participants and align executive sponsors
- Business SME introductions & interviews
- Setup & Production

02

Innovation Workshop

- Alignment on long horizon mission/ vision, business situation review
- Horizon 3 future possibilities and opportunities
- Back casting H1, H2 opportunities
- Opportunity prioritization and down selection

03

Prioritize Use Cases*

- Customer journey and solution visual/ prototype
- Data & technical considerations
- Business Case, ROM + Assumptions
- Proof of Technology experiments
- MVP Definition + early Product roadmap

* Opportunity to leverage PIE or Catalyst funding for further acceleration

04

MVP Planning

- Rapid prototype a low fidelity POC to validate assumptions
- Co-host design sessions to align on technical approach
- Validate technical and business feasibility
- Create the data & governance model for the MVP inputs/outputs

05

Build & Scale

- The build team takes the output from Modeling or Prototyping and builds the product out to MVP
- Collect data to measure against OKR's or success measures
- Identity opportunities to further scale the MVP and integrate with client delivery team

Workshop Participants

Here are the anticipated attendees and their role in the workshop

| Client	Microsoft	Slalom
Targeting a mix of business & technical stakeholders, ideally with responsibility for driving innovation. There will be a pre-workshop time commitment of 1-2 hours to participate in an interview with the Slalom Strategy team.	Key individuals from the Client Account Team should participate to help support from a relationship perspective and to help drive next steps. We also recommend the Account Technology Strategist (ATS) attend to help collaborate with Slalom Technical team for potential technologies to support identified use cases.	A member of the Slalom Strategy (S2) team will pull together industry specific trends and be the key facilitator of the Three Horizons workshop. The Account Leader responsible for the client will attend from a relationship management perspective and there will also be technical representation from either the local market team or one of Slalom's Global Teams.

Three Horizon Innovation Jumpstart Workshop

Innovation Jumpstart Agenda

Session	Description
Introductions + Kickoff	Welcome, intros, and icebreaker
Three Horizons Overview	Explore and unpack the 3 horizons model of transformation
Horizonal Litmus Test for Enterprise Mission, Vision, Purpose	What is your vision, mission? Is it broad enough and represent the value you want to add in the 10+ year future?
Creative Warm-Up	Practice divergent and futures thinking concepts through creative warm up game play : The Thing From the Future
Future Signals Exploration	Brainstorm to identify trends, signals, and evidences of opportunity observed in the lab or beyond. Randomly mesh signals and apply to internal and external functions, problems, or use cases.
The Wheel: Testing YOUR Future Vision	Use the futures wheel to explore implications and emergent possibilities from future opportunities
Backcasting	Work backwards from H3 to identify capabilities and activities that will connect the future to the present.
Opportunities Across Horizons	Connect capability to opportunity: describe the specific pivot on capabilities and investments identified in the H3 back cast. What value could those provide in H2, H1?
Activating Three Horizons Innovation with Slalom + Microsoft	Model the current to future gaps that exist in developing the H1, H2 opportunities. Align Microsoft capabilities to accelerate and realize value faster.

Outputs of the
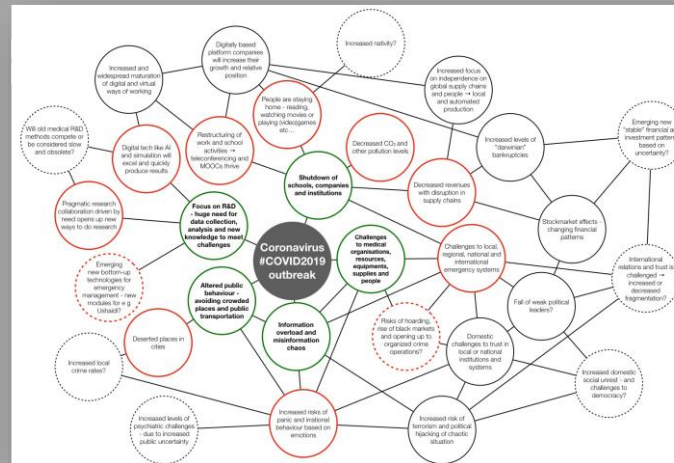# Innovation Jumpstart Three Horizons Workshop
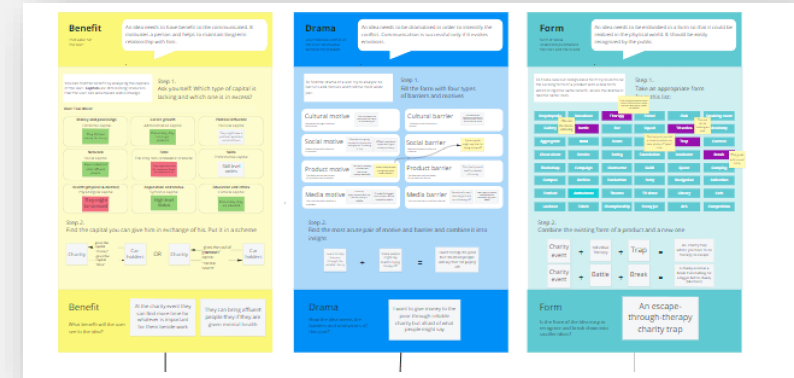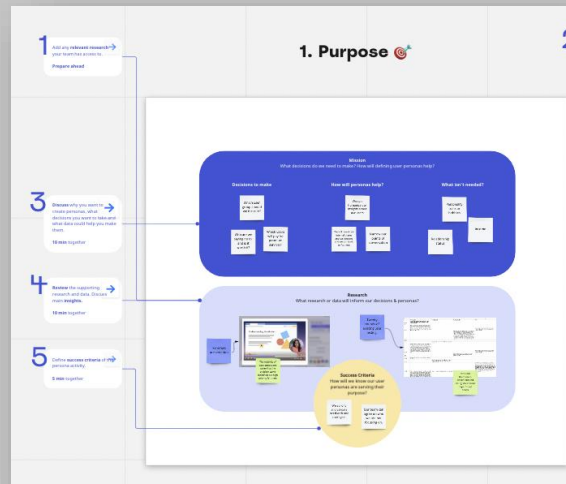
Long Horizon Enterprise Mission + Vision

Horizon 3 Opportunities

H3 at Scale Implications

Gaps and Prioritized H1, H2 Opportunities

Quick Wins + Horizonal Roadmap
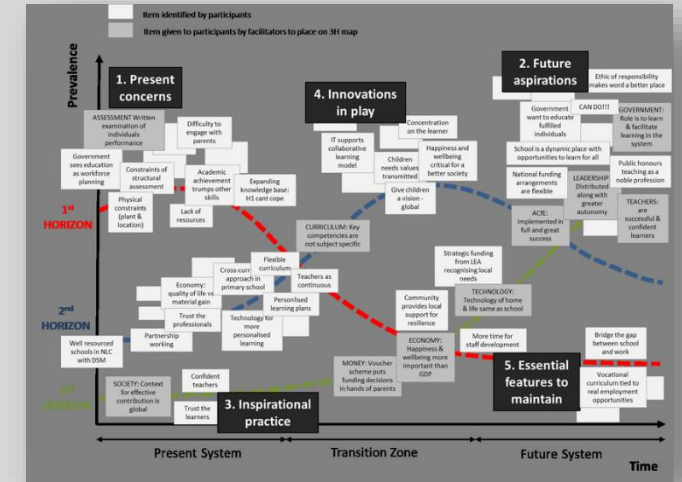
LONG HORIZON ENTERPRISE MISSION + VISION

HORIZON 3 OPPORTUNITIES

H3 AT SCALE IMPLICATIONS

GAPS AND PRIORITIZED H1, H2 OPPORTUNITIES

Appendix

Solution Areas

slalom | **Microsoft**

Our Microsoft Center Of Excellence (MCOE) expertise combined with our local markets and Slalom Build aligns as follows.

Modern Work

Microsoft 365
O365, Teams, SharePoint Online, Exchange Online, Viva, Mobile and Win 10, Workspace Analytics

☑ **What We Do**

- Transition to cloud/consolidate M365 tenants
- Modernize endpoint management
- Enable frontline workers
- Modernize communications
- Cultivate employee experience
- Knowledge management

☒ **Not Considering**

- Surface
- Teams Voice

Security

Azure Security
Intune MEM, Azure AD, Adv Threat Protection, Compliance Manager, Sentinel, Purview, IAM, BYOD
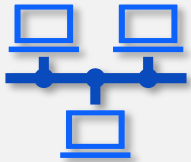
☑ **What We Do**

- Build Zero Trust foundations
- Modernize security/defend against threats
- Secure Azure, hybrid & multi-cloud
- Protect and govern sensitive data
- Manage and investigate risks
- Governance and COE models

☒ **Not Considering**

- Active Directory assessments and consolidation
- Incident response, penetration tests, attest

Infrastructure

Azure Infrastructure
Blueprints, Enterprise Scale, CAF, Azure Migrate, Infra as Code (TF / Bicep)

☑ **What We Do**

- Deploy cloud adoption framework
- Establish infrastructure as code practices
- Migrate servers to IaaS and/or PaaS
- Deploy enterprise scale architectures
- Modernize to Azure Virtual Desktop

☒ **Not Considering**

- Migrate VMWare or SAP
- Azure Stack hardware

Digital & Application Innovation
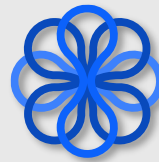
Development Framework
.NET, DevOps, Custom Apps, Kubernetes, Serverless, Web Services, GitHub, Azure Functions

☑ **What We Do**

- Modernize .NET and Java apps with PaaS, low code and managed databases
- Build cloud native apps with Kubernetes, Serverless and managed databases
- Drive DevOps adoption with GitHub and Visual Studio
- Standardize development tools and practices
- Execute well-architected reviews

Data & AI

Azure Services
Synapse, Data Lake, Data Factory, Databricks, Machine Learning, Logic Apps, Cosmos DB
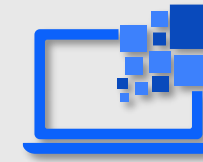
☑ **What We Do**

- Analytics roadmaps
- Intelligent platforms for Data + AI
- Data analytics cloud governance
- Ingestion frameworks
- IoT architecture design patterns

☒ **Not Considering**

- Mixed Reality
- Gaming

Business Applications

D365 & Power Platform
Customer Engagement (CE), Customer Insights, Power BI, Power Apps, Power Automate, Power Virtual Agents

☑ **What We Do**

- Personalize customer experience
- Implement all Dynamics CE modules
- Rapidly build apps
- Automate business processes
- Discover business insights
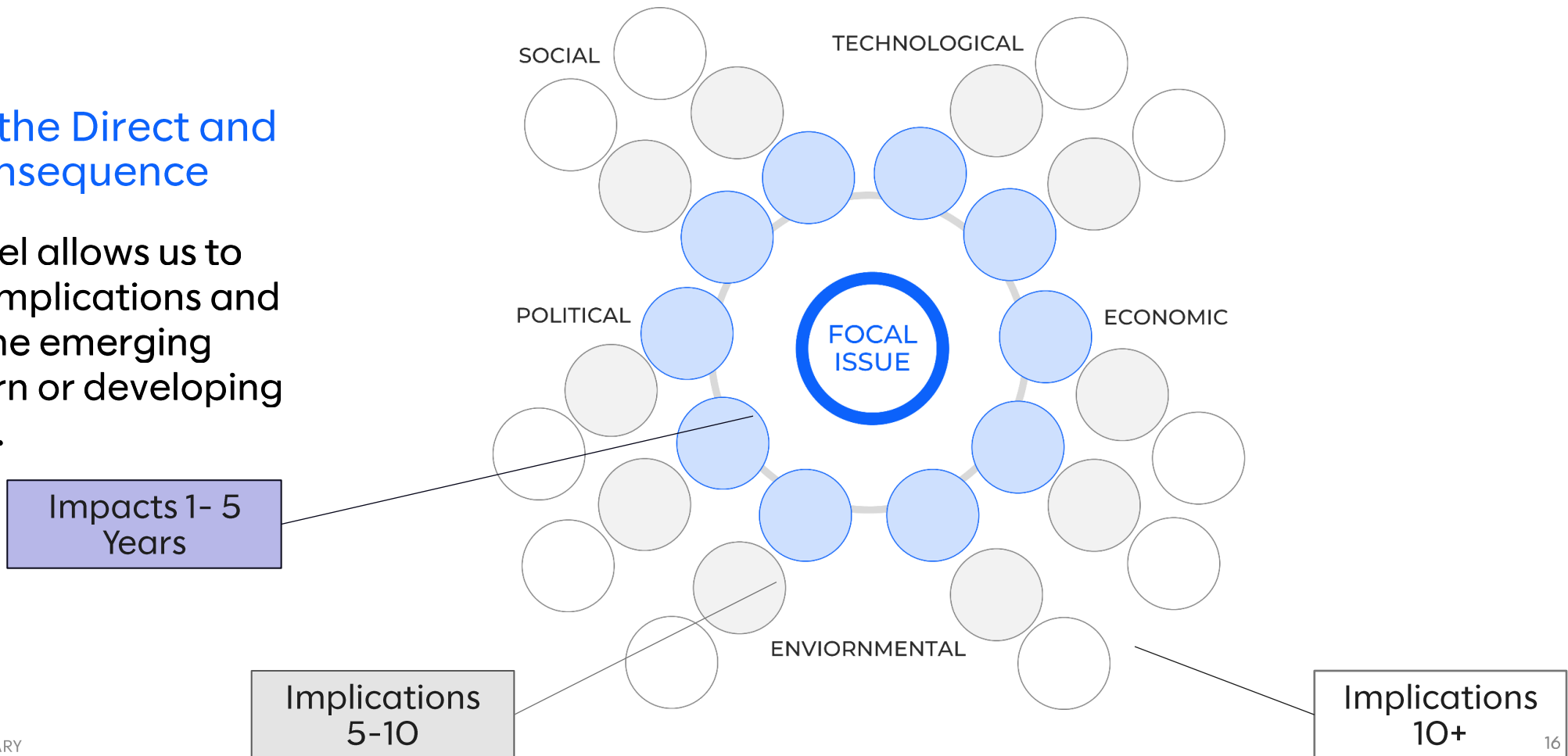- Low-code development & analytics COEs

☒ **Not Considering**

- Finance and Operations (F&O) modules
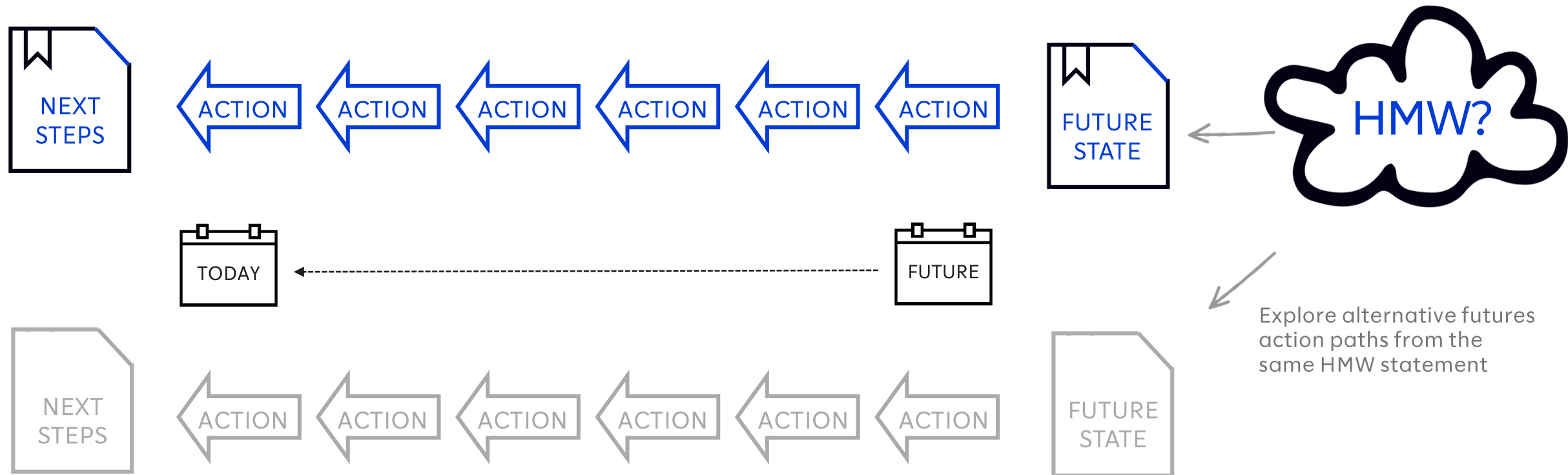
Future Wheels Design for Impact

Determine the Direct and Indirect Consequence

Futures Wheel allows us to explore the implications and impacts of the emerging trend, pattern or developing future world.
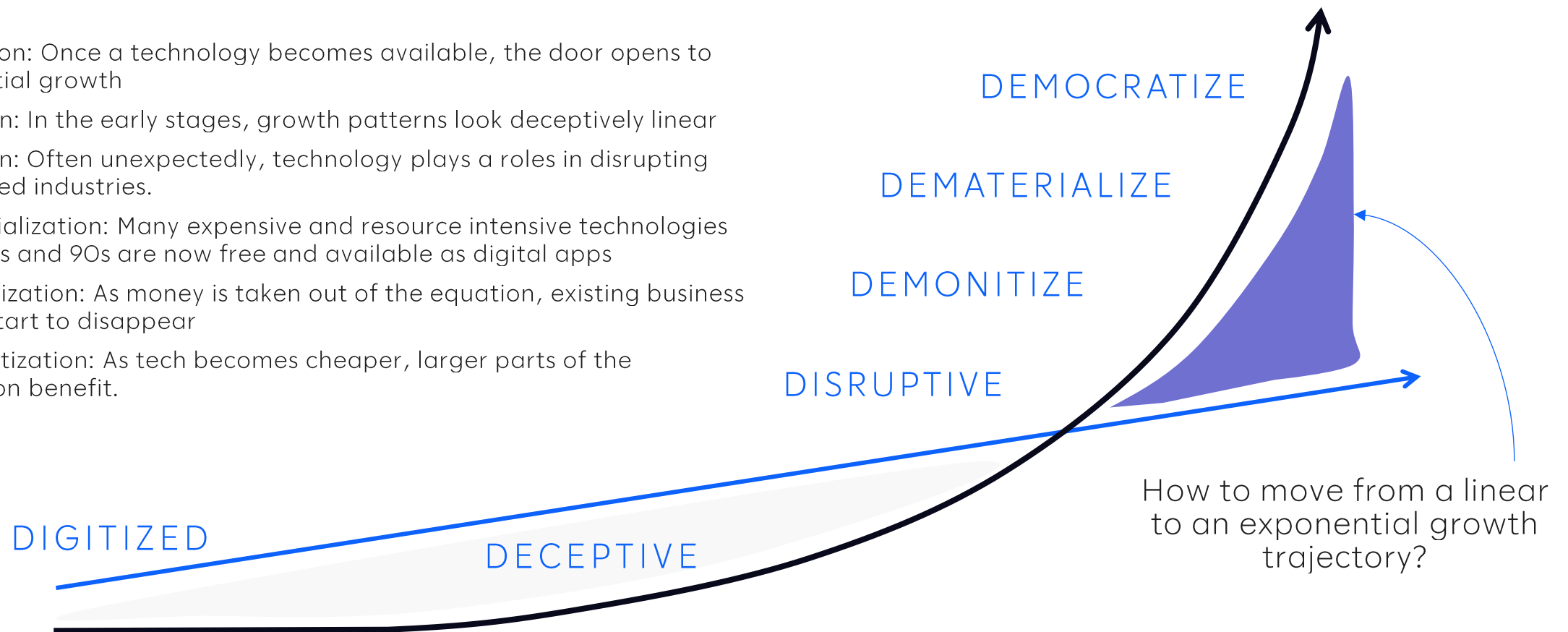
Impacts 1- 5 Years

Implications 5-10

Implications 10+

SOCIAL

TECHNOLOGICAL

POLITICAL

FOCAL ISSUE

ECONOMIC

ENVIORNMENTAL

Backcasting: Getting to Action

④ Plan Near Term Next Steps

③ Map Actions from Future State Backward

② Design Preferable Futures

① Start with a Challenge

NEXT STEPS

ACTION ACTION ACTION ACTION ACTION ACTION

FUTURE STATE

HMW?

TODAY

FUTURE

Explore alternative futures action paths from the same HMW statement

NEXT STEPS

ACTION ACTION ACTION ACTION ACTION ACTION

FUTURE STATE

Deception of Linear vs Exponential Growth

- Digitization: Once a technology becomes available, the door opens to exponential growth
- Deception: In the early stages, growth patterns look deceptively linear
- Disruption: Often unexpectedly, technology plays a roles in disrupting established industries.
- Dematerialization: Many expensive and resource intensive technologies of the 80s and 90s are now free and available as digital apps
- Demonetization: As money is taken out of the equation, existing business models start to disappear
- Democratization: As tech becomes cheaper, larger parts of the population benefit.

DEMOCRATIZE

DEMATERIALIZE

DEMONITIZE

DISRUPTIVE

DIGITIZED

DECEPTIVE

How to move from a linear to an exponential growth trajectory?

Peter Diamandis and Steven Kotler, Bold