

June 2022

Horizon-driven Innovation

Disruption proof your business with horizon driven
innovation

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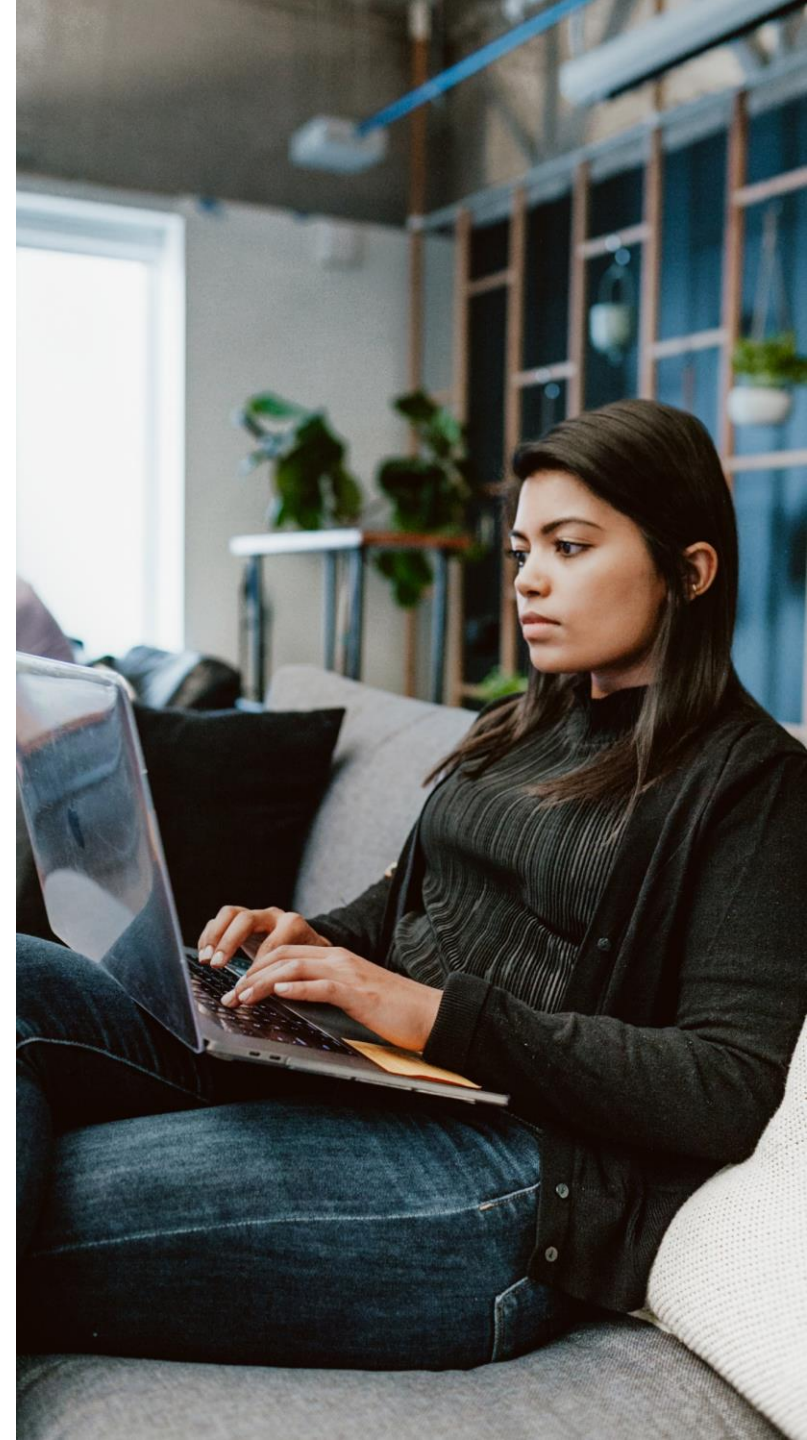
Slalom & Microsoft

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

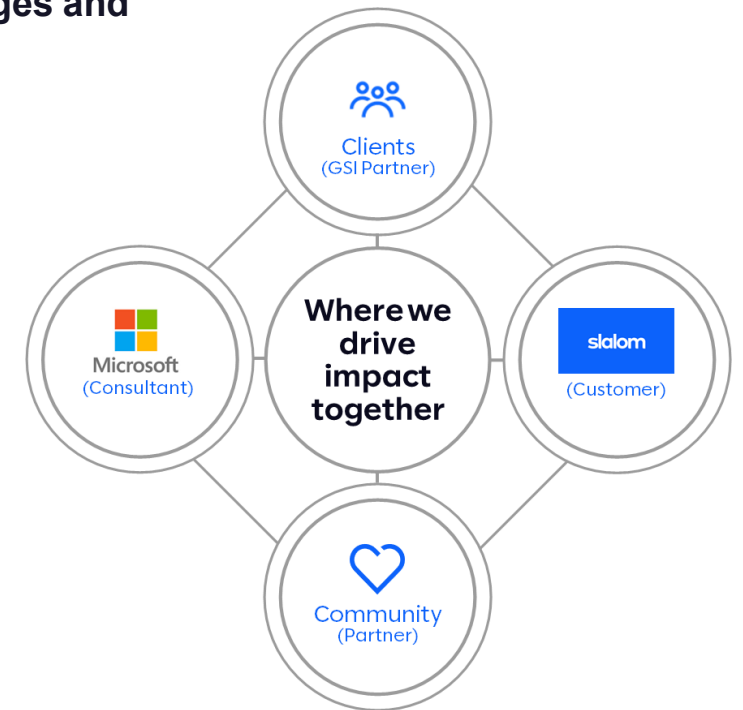
Enabling organizations to get their data under control, make it timely and accessible to enable data driven insights. Combining the right **Azure Data & AI Services** with strategy and organizational change consulting to allow organizations to drive true value from their data

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

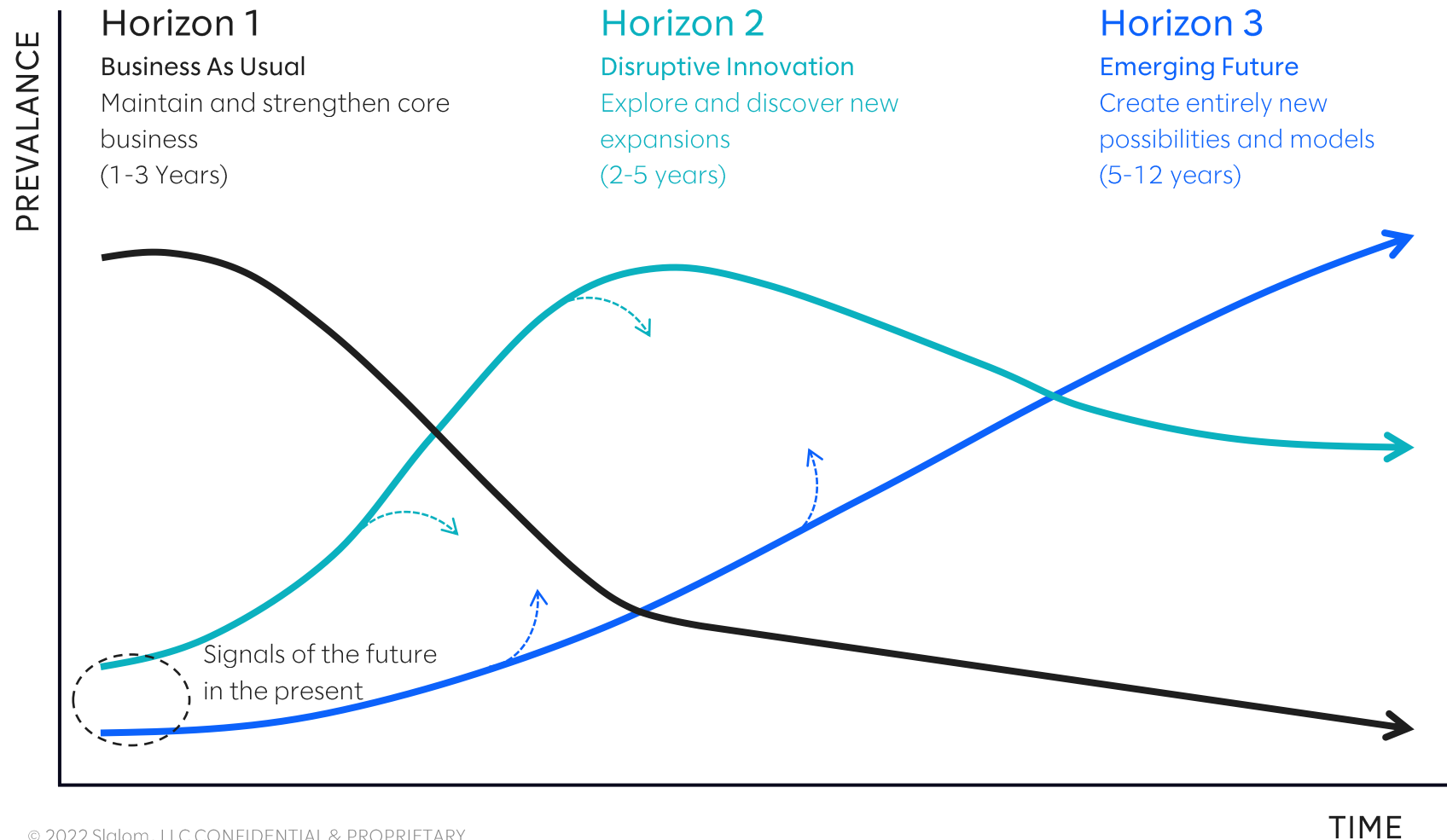
49

Microsoft Partner awards

Opportunity Overview

OPPORTUNITY OVERVIEW

Three Horizon Framework



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

Slalom Strategy (S2) will bring forward their deep industry expertise and futurism lens to help facilitate an innovation workshop leveraging the Three Horizon Framework.

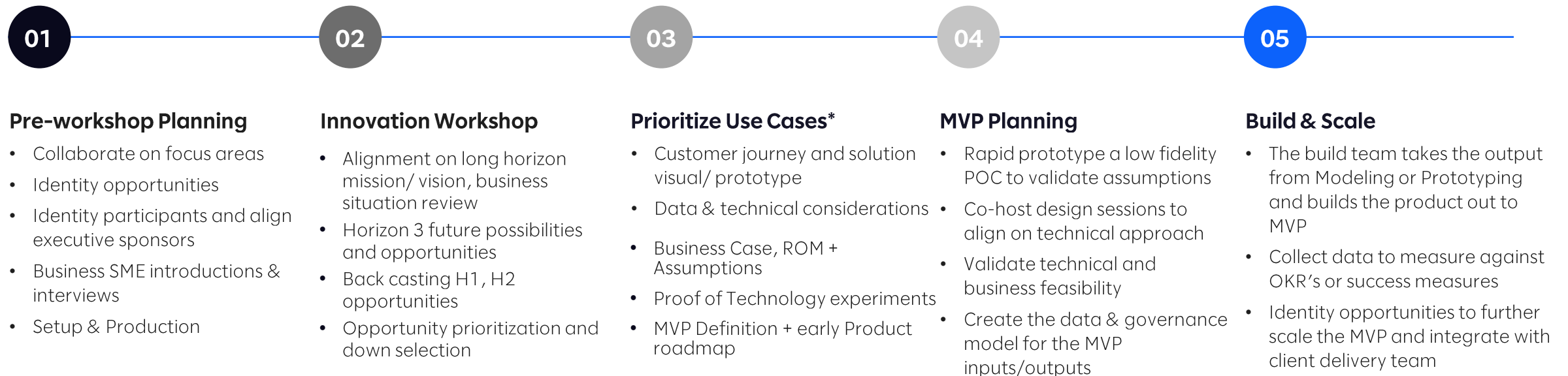
This workshop will include both Client & Microsoft Account team.

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



* Opportunity to leverage PIE or Catalyst funding for further acceleration

Workshop Participants

Here are the anticipated attendees and their role in the workshop

Client

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.

Microsoft

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.

Slalom

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 Workshop

Innovation Workshop Agenda

Session	Description	Approx. Time
Introductions + Kickoff	Welcome, intros, and icebreaker	15 Mins
Three Horizons Overview	Explore and unpack the 3 horizons model of transformation	20 Mins
Horizontal 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?	40 Mins
Creative Warm-Up	Practice divergent and futures thinking concepts through creative warm up game play : The Thing From the Future	30 Mins
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.	60 Mins
The Wheel: Testing YOUR Future Vision	Use the futures wheel to explore implications and emergent possibilities from future opportunities	45 Mins
Backcasting	Work backwards from H3 to identify capabilities and activities that will connect the future to the present.	45 Mins
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?	45 Mins
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.	60 Mins

Outputs of the Three Horizons Innovation Workshop

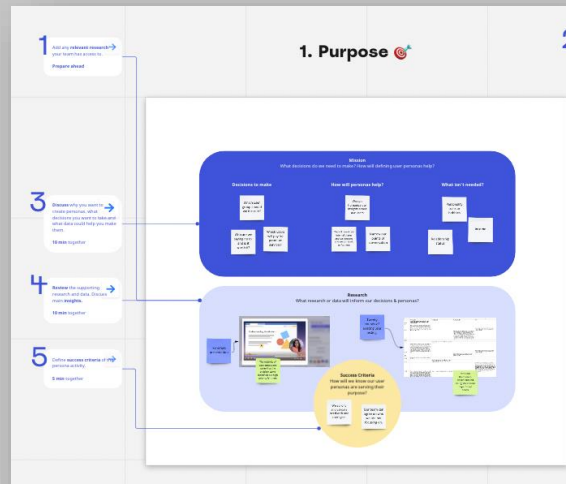
Long Horizon Enterprise Mission + Vision

Horizon 3 Opportunities

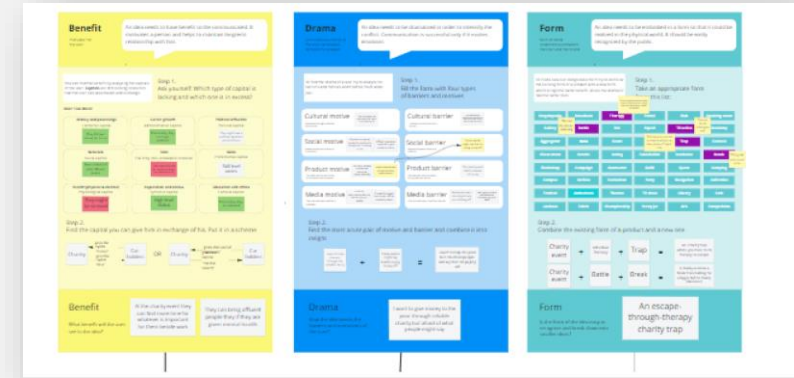
H3 at Scale Implications

Gaps and Prioritized H1, H2 Opportunities

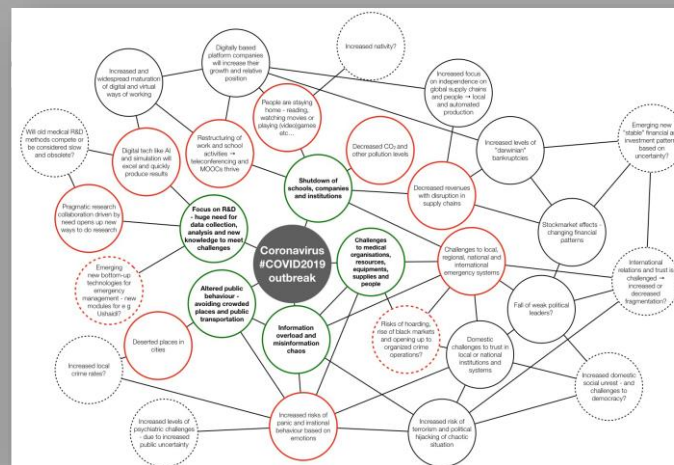
Quick Wins + Horizontal Roadmap



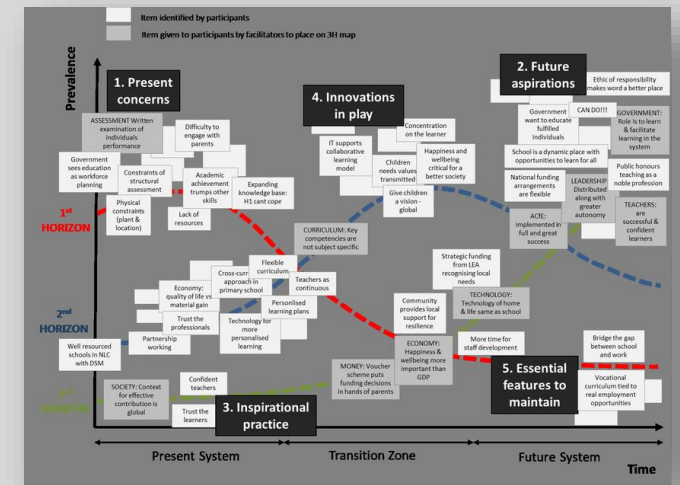
LONG HORIZON ENTERPRISE MISSION + VISION



HORIZON 3 OPPORTUNITIES



H3 AT SCALE IMPLICATIONS



GAPS AND PRIORITIZED H1, H2 OPPORTUNITIES

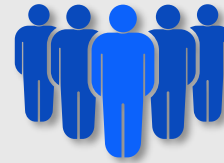
Appendix



Solution Areas

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

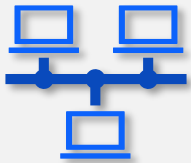
What We Do

- 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)

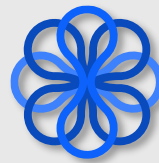
What We Do

- 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

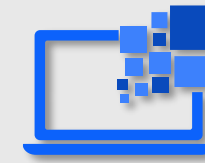
What We Do

- 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

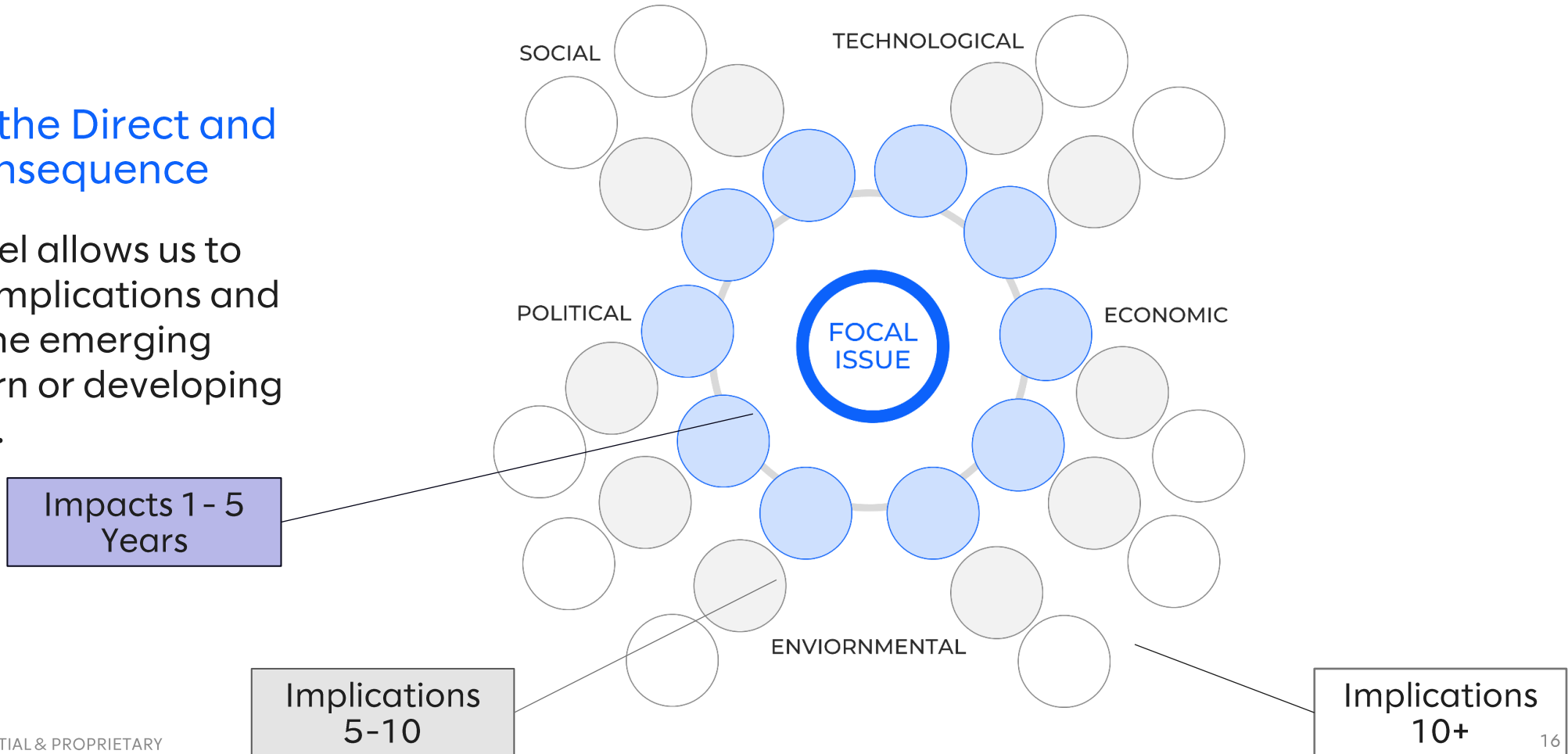
Not Considering

- Finance and Operations (F&O) modules

Future Wheels Design for Impact

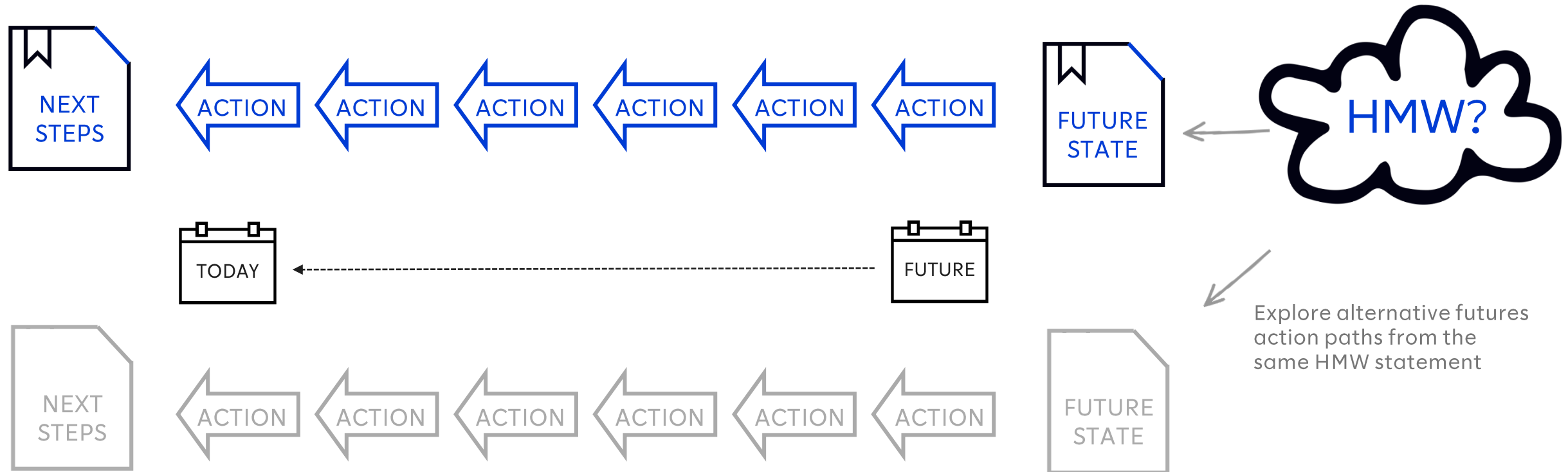
Determine the Direct and Indirect Consequence

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



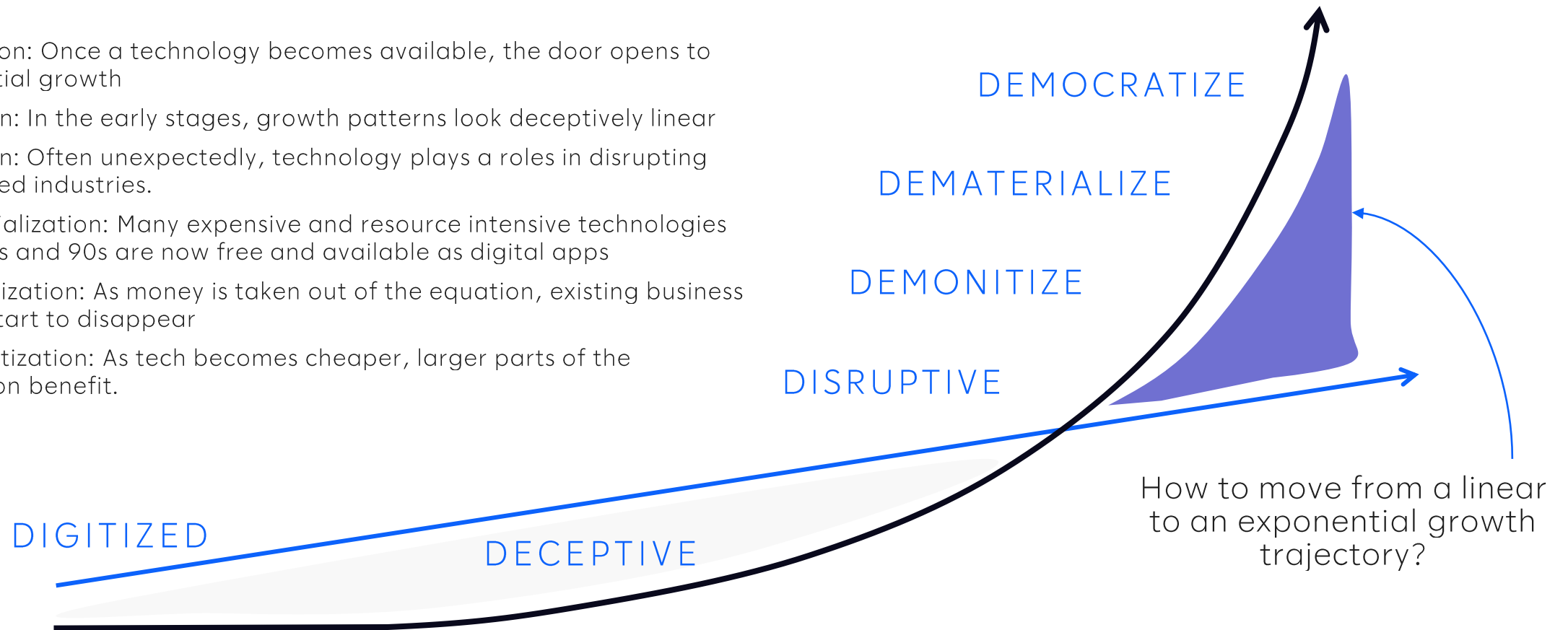
Backcasting: Getting to Action

- ④ Plan Near Term Next Steps
- ③ Map Actions from Future State Backward
- ② Design Preferable Futures
- ① Start with a Challenge



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 role 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.



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