Microsoft Azure Innovate

Analytics - Proof of Value Engagement for Microsoft Fabric

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THAT'S THE POINT

Introduction

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Working with Velrada to perform this **Analytics Proof of Value** engagement will facilitate business value conversations surrounding Microsoft Data, Analytics & AI capabilities and how it can serve value across different functions of your organisation.

In a world where the pace of change is relentless and the need for digital transformation is more pressing than ever, Microsoft's Data, Analytics & AI technologies on Azure enables businesses of all types to accelerate innovation through a modern data platform.

The Analytics Proof of Value workshop is a transformative experience that will not only showcase the art of the possible but will also provide a deeper dive into the Microsoft Data Platform offering, including Fabric, Synapse, Azure Data Lake, and Copilot.

By identifying high-value use cases, key motivators such as increased revenue potential, reduced costs, improved customer experiences and employee well being can be captured and quantified.

Velrada is a preferred partner for your Data, Analytics & AI journey with our deep knowledge across the entire Microsoft platform.

Microsoft Solutions Partner

Microsoft

Business Applications
Data & AI
Digital & App Innovation
Modern Work

Advanced Specialization – Low Code Application Development
Advanced Specialization – Intelligent Automation

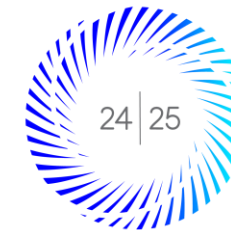## Microsoft Partner

Microsoft

2024 Partner of the Year Finalist
Microsoft Dynamics 365 Services

2023 Partner of the Year Finalist
Microsoft Mixed Reality
& Microsoft Dynamics 365 Services

2023 Microsoft ANZ Business Applications & Industry
Winner

2022 Partner of the Year Finalist
Microsoft Dynamics 365 Customer Service & Field Service Partner of the Year Award

wiise
— 2024 —
Best solution design by a partner
Finalist
velrada

24|25
INNER CIRCLE
FOR MICROSOFT BUSINESS APPLICATIONS

iSG Provider Lens™   2024 Quadrant
Microsoft Cloud Ecosystem
Generative AI Services for the Microsoft Clouds
Leader, Australia

What is the Proof of Value?

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OVERVIEW

The **Azure Innovate Analytics Proof of Value** engagement is designed to help organizations harness the power of advanced analytics and AI.

By leveraging Microsoft's technologies and frameworks, this engagement enables your business to start on the journey of data platform transformation.

You will lean how to transform data into actionable insights, driving innovation and strategic decision-making.

RECOMMENDED AUDIENCE

C-Level Executives	IT Leaders
Data & Analytics Team	Business Leaders

SUITED FOR THOSE EXPERIENCING

Medium to Large Enterprise	Outdated Systems
Lack of Data Insights	Data Overload

ALIGNS TO OBJECTIVES

Data Maturity	Data-Driven Decisions
Innovation Opportunities	Platform Roadmap

UNLOCKS

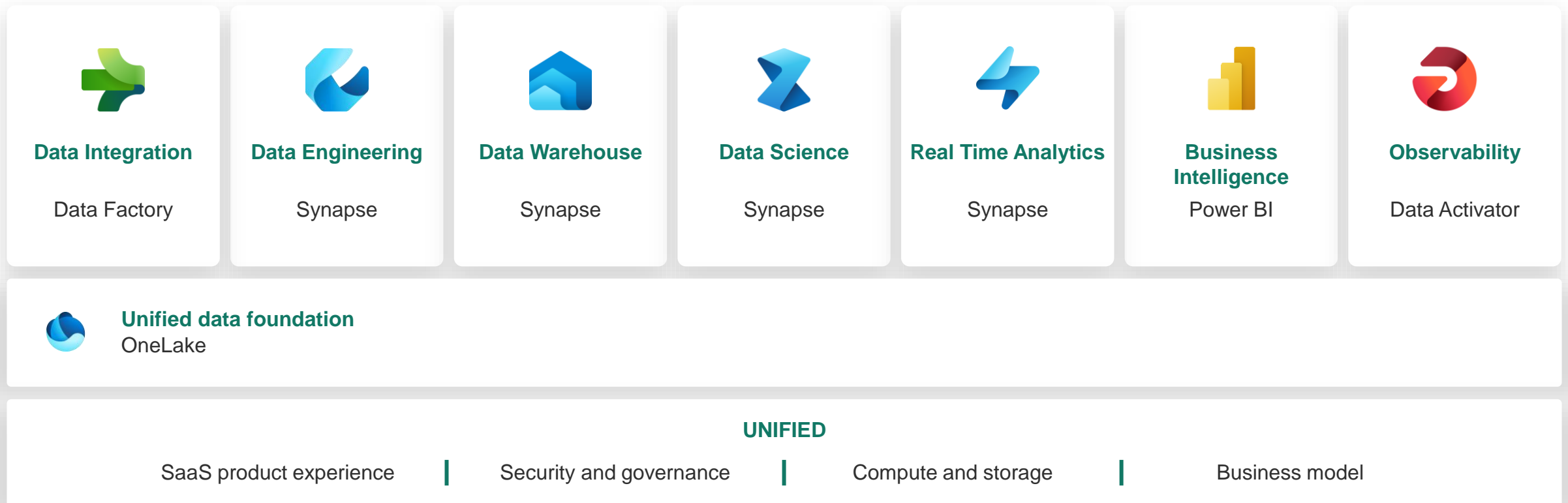Roadmap for advanced analytics and AI adoption | Foundation for scalable and optimised analytics solutions | Increased competitive advantage and innovation potential

Scope of Technology

Our focus on Microsoft Fabric within this engagement is designed to help your organisation realise the value of an end-to-end analytics platform.

Data Integration	**Data Engineering**	**Data Warehouse**	**Data Science**	**Real Time Analytics**	**Business Intelligence**	**Observability**
Data Factory	Synapse	Synapse	Synapse	Synapse	Power BI	Data Activator

Unified data foundation
OneLake

UNIFIED

SaaS product experience | Security and governance | Compute and storage | Business model

Scope of Data Analytics Scenarios

We scope the engagement to focus on the following common analytics scenarios that organisations turn to Microsoft Fabric to provide solutions.
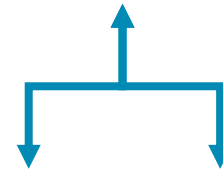

Lakehouse
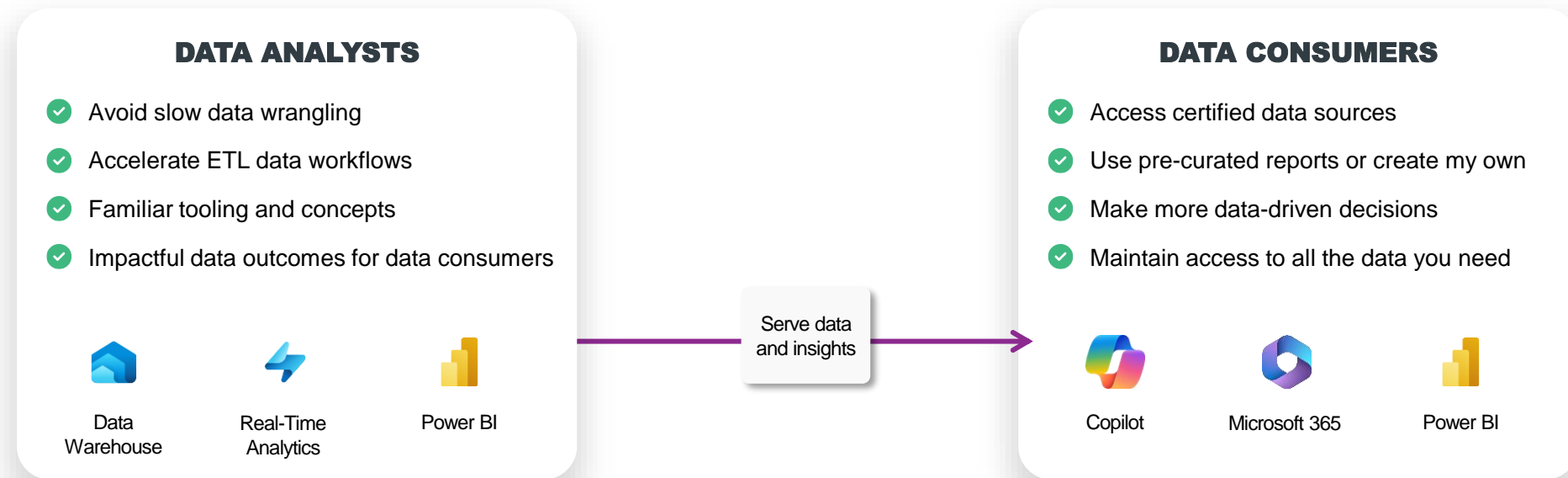
Data Warehouse

Data Science

Real Time Analytics

Scope of Audience

We ensure there is a focus on the common personas within any data platform to identify current challenges, potential opportunities, and involve them in the engagement.

DATA ANALYSTS

- ✓ Avoid slow data wrangling
- ✓ Accelerate ETL data workflows
- ✓ Familiar tooling and concepts
- ✓ Impactful data outcomes for data consumers

Data Warehouse   Real-Time Analytics   Power BI

Serve data and insights →

DATA CONSUMERS

- ✓ Access certified data sources
- ✓ Use pre-curated reports or create my own
- ✓ Make more data-driven decisions
- ✓ Maintain access to all the data you need

Copilot   Microsoft 365   Power BI

Lean Engagement Phases

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1 KICK-OFF

Initiate the engagement and begin to understand your needs with clear set objectives.

Activities
- Conduct initial meetings with stakeholders.
- Provide overview of Microsoft technologies (Fabric, Azure Data Services, Purview, and Databricks).
- Discuss "Art of the Possible".

Deliverables
- Stakeholder analysis.
- Requirement clarification.
- Presentation materials.

2 ASSESSMENT

Assess the current data & analytics landscape to identify opportunities for innovation and transformation.

Activities
- Perform data and analytics maturity assessment.
- Discover current data estate & analytics workloads.
- Identify key business challenges and opportunities.
- Conduct workshops to gather insights

Deliverables
- Assessment report.
- Workshop findings.
- Opportunity register.

3 DESIGN

Architect a future analytics solution tailored to your needs. Agree & design a scoped proof of concept.

Activities
- Draft future solution architecture with rollout window.
- Agree on proof of concept (PoC)
- Define success criteria and KPIs.

Deliverables
- High-level future solution architecture document.
- PoC scope
- PoC solution architecture.
- Success criteria and target KPIs.

4 BUILD

Implement the agreed proof-of-concept within your environment to showcase platform capability & value.

Activities
- Get required access to your Microsoft tenant.
- Configure the PoC as per the agreed scope.
- Daily check-ins on progress and queries.

Deliverables
- Configured Proof of Concept in your Microsoft tenant.

5 HANDOVER

Transition the PoC to your technical owners and discuss future of expanding the platform within your organisation.

Activities
- Conduct technical handover sessions.
- Prepare documentation.
- Determine PoC success and improvements.
- Discuss next steps.

Deliverables
- Solution documentation.
- Next steps plan.

Project Overview

Component	Week 1	Week 2	Week 3
Project Kick-off	██		
Art of the Possible & Tech Presentation	██		
Current State Assessment	██		
High-Level Future Architecture	██		
Design PoC	██		
Build PoC		██	
Documentation & Handover			██

Velrada Resource	Days
Delivery Manager	3.0
Senior Data Consultant	12.0
Data Lead *(supporting role)*	2.5
Total Services Cost	**$ 39,275**
Less Microsoft MCI Funding	($ 16,000)
Total	**$ 23,275**

Timeline Assumptions

- Velrada technical resources will have access to relevant resources in the Client tenant to configure Azure Data Services or Microsoft Fabric. This includes logins, licenses, permissions, and security roles.
- Client stakeholders participating in the workshops will have the capacity to attend and actively participate.
- Decisions regarding scope for the Proof of Concept can be made during the initial week to ensure there are no delays in starting build.
- Build will only be scoped to the mutually agreed Proof of Concept.
- Proof of Concept scope must fit build within the time allocated.

Pricing Assumptions

- Pricing is provided in $AUD and excludes GST as a fixed price & fixed outcome engagement.
- Rates are applicable to this engagement only.
- Any additional scope, activities, deliverables, workshops, or delays beyond the agreed statement of work may incur additional costs.
- Client must perform consent & survey activity to release MCI funding to Velrada otherwise we reserve the right to charge the full amounts to the Client.
- Office Hours are Monday to Friday 9am to 5pm, excluding public holidays.
- Technical designs, implementations, pilots, or labs are not in scope of this engagement. This can be included as additional scope if required.

Progress is impossible without change.

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**PROGRESS
IS THE POINT**

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