

VMware Outcome-Focused Workshop

Quickly identify the capabilities you need to achieve your IT and business outcomes

AT A GLANCE

In this half-day workshop, clarify your desired IT and business outcomes and identify the capabilities needed to deliver those outcomes.

KEY BENEFITS

- Align IT with business goals and objectives
- Gain consensus across participants on issues and priorities
- Understand the gaps between your current and desired capabilities
- Create a common vision and strategic approach to delivering your desired outcomes

Business challenge

Disruptive technologies like cloud or digital workspaces provide IT organizations with the opportunity to work exponentially more efficiently, reduce costs and better serve the business. The starting point for any strategic IT initiative is determining the outcomes the business needs and a clear understanding of the gaps in current capabilities, competencies, and culture. How can you quickly assess what's lacking in your capabilities and develop a strategic direction that you can communicate to stakeholders to gain support and buy-in?

Service overview

VMware Professional Services and Master Services Competency partners can help you quickly clarify your desired business outcomes and develop an actionable roadmap for your IT organization to deliver those outcomes.

During this half-day workshop, we work with your team to focus, define, align, and drive your strategic direction. We walk your business and IT stakeholders through a highly structured session where we identify your most important outcomes and uncover obstacles to achieving those outcomes. We assess the current state of your capabilities, competencies, and culture and define a strategic path to reach those outcomes.

If you're on a cloud journey, we use the model shown in Figure 1 to assess your ability to build, run, and manage a cloud environment and enable the consumption of cloud services. This includes your ability to deliver private cloud, hybrid cloud, IaaS, and PaaS services. It also includes your ability to develop, modernize, and run apps on any cloud.

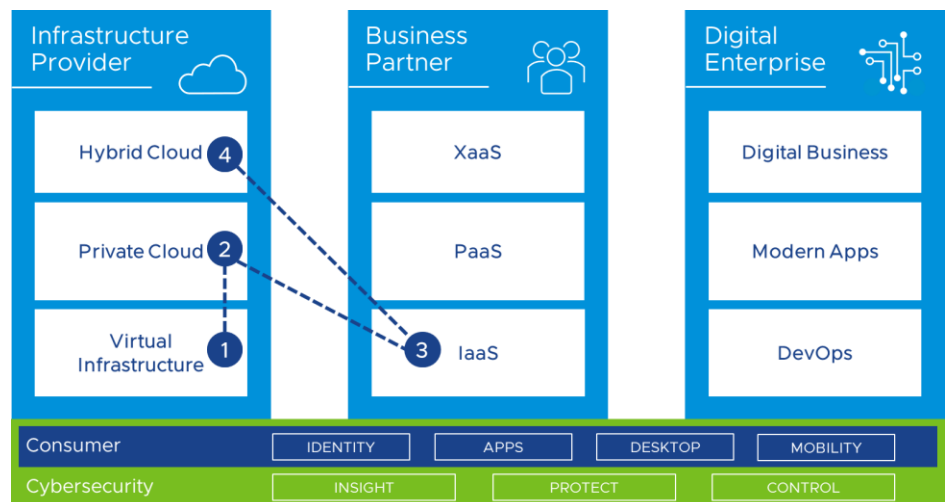


FIGURE 1: Example Cloud Journey

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Contact a VMware Professional

Services expert at

vmware.com/company/contact.html.

For each competency we evaluate a series of capabilities. For example, for private cloud we evaluate the maturity, current state, and future state of your IT portal, automated provisioning, application resiliency, and showback capabilities. We perform a gap analysis and build a timeline with prescribed actions your organization needs to take to deliver your desired outcomes.

We can also evaluate your digital workspace journey using the model shown in Figure 2. During this workshop, we assess your ability to deliver a secure, consumer-like user experience on any device, including mobile and client device management, virtual desktops, directory services, and endpoint management. For each competency we evaluate a series of capabilities. For example, for mobile device management we evaluate management of corporate devices, basic handheld PIM and email, web-based email, and VPN access for remote users. We perform a gap analysis, and build a timeline with prescribed actions to take to reach your goals.

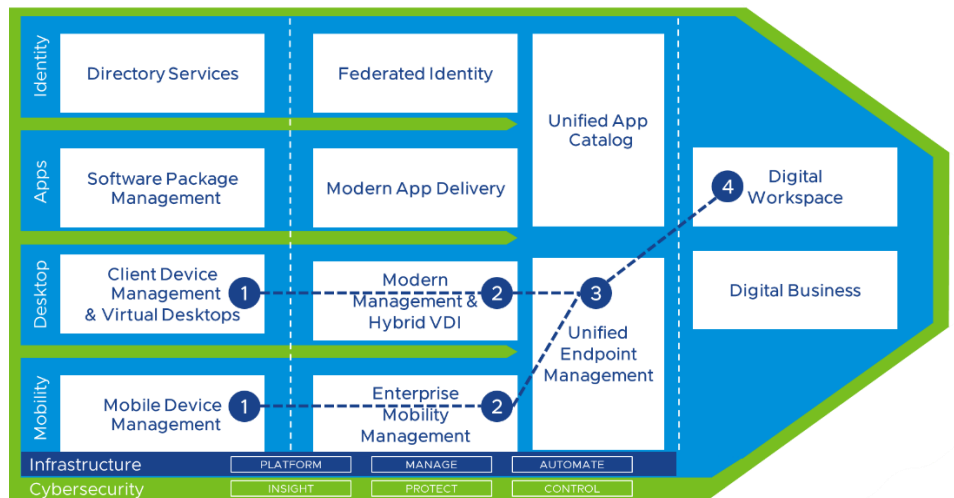


FIGURE 2: Example Digital Workspace Journey

Key stakeholders that we recommend attending the workshop include:

- The executive sponsor
- Infrastructure teams including IT, operations, and application development
- Lines of business
- Digital experience teams including R&D, customer service, sales, and marketing
- Cybersecurity teams

A diverse team of stakeholders will help ensure cross-functional alignment and shared consensus, enabling you to move forward quickly.

Benefits

VMware Professional Services and Master Services Competency partners can quickly and effectively chart a strategic path to help you reach your desired outcomes. Our highly structured and proven approach can help you align IT with business goals and objectives, gain consensus across participants on issues and priorities, and create a common vision and strategic approach to jumpstart your IT and business initiatives.