ADVISICON

Our mission is to deliver technology, tools and training to maximize impact, productivity and purpose

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Microsoft Partner

Project Management Institute.

ADVISICON'S PROCESS

ABOUT ADVISICON

Advisicon has had 30+ years to develop our client process. We excel in applying a holistic approach, finding in our experience that quick fixes don't generally stand up to the test of time. Our goal is to give clients targeted, right-sized solutions—that starts by thoroughly understanding their business situation. We have a standard process that ensures that your needs are accurately assessed and met.

- Comprehend your situation as-is
- Log goals, aspirations, opportunities
- Organize and deliver our findings
- Deliver solutions that work

OUR CONSULTATION

We begin every prospective engagement with a 30 minute free consultation. We use this time to listen to your pain points and get an idea of what we can do for you. We want to make sure that *we're* a right fit for *you* and vice versa. If all goes well, our next step is to begin the engagement with a thorough discovery, analysis, recommendations assessment.

During our initial consultation, we'll determine the size and maturity of your organization. We offer two types of assessments, standard and advanced, to suit the scope for your situation.

Consulting ▸ Discovery ▸ Analysis ▸ Recommendations

DISCOVERY PROCEDURE

It's important to us that we begin by gathering knowledge of your business case. Discovery is the heavy-lifting part of our assessment process. Our professional services experts come together with your organization in a series of fact-finding workshops.

In a *Standard Assessment*, we offer up to three separate, two-hour max workshops. In an *Enhanced Assessment*, we offer up to four separate, three-hour max workshops. Roping in technical specialists and turning over multiple stones, we aim to discover exactly where our clients are at.

ANALYSIS TECHNIQUE

As we all know, it's often easier to see the truth of a situation from the outside than the inside. Advisicon is a neutral, objective party with years of experience in analysis. The beauty of our holistic approach is that we don't just consider the data (as helpful as it is), we also take into account the human factors.

ANALYSIS CRITERIA

Advisicon analyzes results of findings workshops according to focus areas.
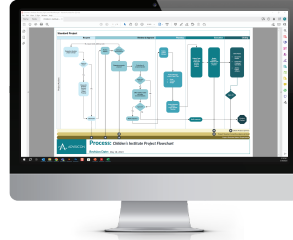
Standard analysis areas

- Intake
- Resource management
- Measurement and reporting
- Communication and engagement
- Tools and connections
- Capacity for change

Enhanced analysis areas

- Intake
- Resource management
- Measurement and reporting
- Communication and engagement
- Tools and connections
- Capacity for change
- Governance
- Prioritization
- Structure
- Delivery

While analyzing, we create a findings report with a high level as-is workflow and breakdowns of each analysis focus area.

RECOMMENDATION ACTIVITIES

At the end of the discovery and analysis steps, we deliver to you a customized recommendations report. This report includes the documentation on our findings as well as diving into the factors we took into account during analysis.

A client meeting is held to review this report and present the solution(s). The recommendations report gives organizations valuable insights and the knowledge they need to move forward in a positive direction.

Solution Implementation → **Engagement Retrospective** → **Ongoing Support**

SOLUTION IMPLEMENTATION

While some clients may choose to end their journey at this point, Advisicon is equipped to be a full-service provider, offering training, implementation, development services, and much more. We work with you to ensure we deliver on time, on budget, and exactly as promised.

ENGAGEMENT RETROSPECTIVE

At the end of each contract, we reflect on the process, asking what went well, what could have been improved, and packaging our knowledge.

ONGOING SUPPORT

While many companies leave clients with a handshake after fulfilling their obligations, Advisicon believes in checking in, delivering free webinars, and following up on progress. We're here for you every step of the way!

MVP Microsoft® Most Valuable Professional

WHY DISCOVER & ANALYZE FIRST?

WE ALREADY KNOW WHAT WE NEED!

While some people may think that a solution is obvious, there are often hidden factors at play that will affect implementation. Technology often has many facets, and it's rare that an out-of-box software will suit an organization's unique needs. By starting with discovery and analysis, costly rework and/or unrealistic solutions are avoided.

MY TEAMS IS SMALL, SO WE'RE EASY TO WORK WITH.

Even if a team is small, there are a multitude of complexities and considerations that influence a solution. Often, there are people pulling double duty in areas and performing tasks that no one knows they handle. It's dangerous to make assumptions, and by gathering data (on both systems and people), you'll come up with a better, more accurate solution that fits with the way you work as a team.

MY LARGE ORGANIZATION HAS ALREADY ANALYZED.

Despite having done internal legwork, hiring an outside specialist gives you invaluable expert information. Our technical specialists know how to look at your situation, rally stakeholders, and recommend workable next steps for you.