

BVPS Solution Workshop Overview

Business Value Planning Services (BVPS) Program

Microsoft has launched a new initiative to help customers identify, unlock, and capture the business value of Information Worker (IW) solutions. Through structured, multi-day BVPS engagements, a Microsoft Partner will work with customers to identify, design, and implement improvements to an existing business process using IW solutions. This initiative will provide customers with a number of benefits:

- Realize a greater return on existing Office System and IW technology investments
- Solve real customer business problems with a familiar technology platform
- Build a convincing business case for Office System and IW adoption within the customer organization
- Receive 3rd party solution analysis and services through Microsoft Partners

Microsoft has identified numerous process scenarios for BVPS with more to be added over time:

- **Content Management**
 - Control Your Content Chaos
 - The Easier Way to Search and Share
 - Records Management
 - Web Content Management
- **Performance Management**
 - Manage Your Performance
 - Self-Service BI
- **Communications and Collaboration**
 - Maximize Your Meetings
 - Simplify Communications
 - Partner and Customer Communication
 - Social Networking
 - Ad-Hoc Collaboration
- **Operations and Process Management**
 - Optimize Your Project Portfolio Management
 - Save a Tree: Use an eForm
 - Relationship Management

Sample 3-Day Workshop Agenda

Day	Timing	Agenda
Day 1	Morning	Kickoff, introductions, and group process analysis and discussion <i>(1-hour Group Kickoff, followed by partner interviews)</i>
	Afternoon	Process documentation and analysis interviews <i>(1-on-1 partner interviews)</i>
Day 2	Morning	Discuss findings from Day 1 with group and begin solution design <i>(1-hour group discussion, followed by partner interviews)</i>
	Afternoon	Continued solution design discussions and deliverable development <i>(1-on-1 partner interviews)</i>
Day 3	Morning	Assess future state KPI impacts/benefits and develop adoption & implementation guidance <i>(1-on-1 partner interviews if needed)</i>
	Afternoon	Deliverable presentation and discussion <i>(1-hour group presentation)</i>

These scenarios can be applied in all functional areas of the customer’s organization. Customers will select one solution area for a BVPS Workshop from the above list.

The BVPS initiative is modeled after Microsoft’s Desktop Deployment Planning Services (DDPS) program, and is a new Software Assurance (SA) benefit. Depending on the desired workshop length, the Partner will deliver a current state process analysis, future state process design, a high-level business case for the proposed solution, as well as a high-level adoption/implementation plan and a proposal for additional services to implement the solution.

Customer Requirements

To facilitate the engagement, customers should identify a workshop owner, appropriate stakeholders and subject matter experts (SMEs) to work with the Partner to conduct the workshop. Team members should have knowledge of the problems and processes to be addressed during the workshop, and can assist in building buy-in for the developed solution. Customers will also be responsible for facilitating on-site logistics (e.g., conference rooms, building access, partner network access, etc.) and providing the partner with relevant materials prior to and during the workshop.

BVPS Workshop Scenario Descriptions

To facilitate BVPS workshops, Microsoft has built out templates and references for BVPS workshops covering the following topics, with more to be added over time. These scenarios can be applied in all functional areas of the customer’s organization. During discussions with a certified partner, customers will select one scenario for a BVPS Workshop from the following list, and adjust it to their particular business process.

Category	Scenario	Description
Content Management	Control Your Content Chaos	Improve a company’s ability to develop and review documents across teams and improve content reuse.
	The Easier Way to Search and Share	Improve a company’s ability to organize and find information through online repositories.
	Records Management	Improve a company’s current process for creating, managing and retiring records such as legal, financial , and HR.
	Web Content Management	Help a company better reach and retain website visitors through self-service web content development and web publishing by business users.
Performance Management	Manage Your Performance	Improve a company’s performance analysis processes through more efficient and effective forecasting, analysis, and reporting via performance dashboards.
	Self-Service BI	Improve performance reporting and analysis through business use self-service access to performance data.
Communications and Collaboration	Maximize Your Meetings	Reduce costs and streamline a company’s meeting management processes through virtual / remote meetings.
	Simplify Communications	Improve communication and speed issue resolution through new and integrated communications – email, telephone, instant messaging.
	Partner and Customer Communication	Provide rich but secure collaboration and access to external partners and customers across important business processes.
	Social Networking	Drive process and organizational efficiencies through the use of integrated social networking technologies.
	Ad-Hoc Collaboration	Improve coordination and performance between departments or within teams through enhanced collaboration capabilities.
Operations and Process Management	Optimize Your Project Portfolio Management	Strengthen a company’s project and portfolio management practices with improvements to project creation, selection, planning, and management
	Save a Tree: Use an eForm	Reduce costs and streamline form driven business processes.
	Relationship Management	Improve the management of customers, vendors, or other organizational stakeholders.