



**CLOUD WORKSHOP**

# Define a clear path to the cloud with a strategic workshop

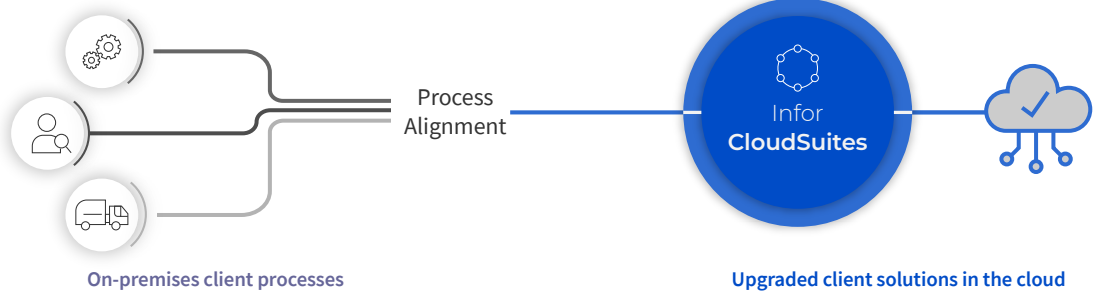
So, what are the next steps in your simplified cloud upgrade? After analyzing your data, we recommend the best path for transitioning your current solutions to the cloud. During a strategic and collaborative workshop, typically two to five days, we work with you to define a clear path to the cloud for your business.

### What is the strategic and collaborative workshop?

The objective of the workshop is to establish the foundation for future success. Our collective goal is to launch projects that align Infor functionality and your internal teams, from day one, to reduce project risk and duration. The workshop is designed to deliver two key primary outcomes as seen in the figure below.

### Primary workshop outcomes

- 1. **How we'll upgrade your current solution**  
Identify how your current business processes align with Infor CloudSuite best practices
- 2. **Justify the why of upgrading your solution**  
Identify positive outcomes realized by upgrading your solution to the cloud



Generally, over the course of just a few days, we'll collaborate with you to:

- Review how your current processes fit with Infor's unique Implementation Accelerator (IA) processes and approach for cloud upgrades. The IA's preconfigured, yet flexible methods, are based on Infor application suites. They're designed to deliver industry-specific application configurations, an implementation playbook, templates, and tools that provide a framework for implementing industry business processes, migrating data, establishing workflows, and delivering education.
- Identify the key areas of your business that will be involved in the upgrade project, and how they'll be specifically impacted. This typically includes areas such as finance, supply chain, and human resources.

- Identify specific business outcomes that utilize the knowledge of our Infor Value Engineering and Solution Consulting teams. The goal is to highlight where standard business processes and product functionality aren't adequate or where there's a need for greater capabilities to fulfill a specific business requirement, as well as determine where configuration or extensibility are needed.
- Design a mutually agreeable statement of work that meets the business needs for your cloud upgrade journey.

### Who are the key players in the workshop?

The workshop is meant to establish collaboration between your organization's team of executive sponsors and Infor to assess data, discuss business outcomes, and develop a successful and clear path to the cloud.

## What are the workshop roles and responsibilities?

### EXECUTIVE TEAMS

#### Executive Sponsorship (Customer)

- Establish company strategy
- Make resource commitment
- Offer recommendations

#### Executive Sponsorship (Infor)

- Drive project support
- Make resource commitment
- Offer recommendations

### COLLABORATIVE TEAMS

#### Process Owner (Customer)

- Drive process decisions
- Lead upstream and downstream communications
- Share business knowledge
- Offer recommendations

#### Value Engineering (Infor)

- Perform discovery
- Identify value cases
- Map IA processes

#### Solution Architect (Infor)

- Lead the workshop
- Manage the objective and progress
- Determine feasibility of non-standard functionality

#### Business Subject Matter Experts (Customer)

- Share business knowledge
- Assist with decision-making

#### Solution Consultant (Infor)

- Suggest options and recommendations for standard customer enablement

#### Transcriber (Infor)

- Document agreements and decisions
- Update future processes
- Document session outputs

## What do you receive after the workshop?

After the workshop, you'll be presented with a proposal and comprehensive statement of work that outlines the following:

- Summary of collective findings
- Summary of the expected scope of work
- Best practices tied to the implementation approach
- Timeline with the clear path to cloud
- Roles and responsibilities for all participants in the cloud upgrade project
- Summary of the pricing breakdown

## What are you waiting for?

It's time to take the next step toward dramatically accelerating your business. It's easy. Contact your Infor Account Executive today and let them know you're ready to talk about a workshop.



## What does Neways Electronics have to say about Infor's workshop methodology?

Neways is an international company in the electronic manufacturing services market that was looking for a prescriptive and comprehensive way to replace its legacy systems. The company ultimately chose to implement CloudSuite Automotive to meet its business needs.

Through our strategic and collaborative workshop, Neways was able to align its internal business process owners to a common set of organizational processes that allowed its teams to focus their energy on identifying and implementing key processes that would truly provide differentiation and a competitive advantage.

"As a company with many different legacy systems and unaligned business processes, we were looking for a way to standardize our processes and stick to industry best practices with our new LN implementation," said Joop Kempe, Chief Information Officer for Neways. "Infor's unique approach to evaluate business processes gave us a clear vision on our implementation strategy and the road map for the overall project."

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