



Cloud Practice Accelerator Workshop

Duración: 4 Días **Código del Curso: CPAW**

Temario:

The Practice Accelerator (PA) Program assesses a Partner organisation's capabilities and provides practical tools to help build a successful practice in areas such as Cloud Reselling or Digital Business.

PA uses data gathered during the self-assessment phase to provide the Partner organisation with recommended changes and practical steps, all benchmarked against an optimal target operating model.

The Production Workshop follows on logically from the Validation workshop and allows Partner's to fully understand their data in the context of the four core domains, Sales, Service, Operations and Infrastructure.

The consultant led workshop will build an understanding of the specific requirements for each domain, and evolve a set of best practices, including potential specialisms, that allow the transition to a new business model and practice. This workshop is available as either a focused one to one engagement with a single organisation, or as a multi-partner variant with a number of other organizations.

The one to one option allows for the development of bespoke recommendation and plans which may not be possible in the multi-partner environment

Dirigido a:

Partner Organisation Representatives with responsibilities in each of the four core domains.

Objetivos:

- Review of Partner Domain Data
 - Identification of Strengths and Weaknesses
 - Development of Capability Packs
 - Prioritisation of Next Steps Plan and Action
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Prerequisitos:

Purchase of a Practice Accelerator Licence(s), completion of the assessment and attendance at a subsequent Validation Workshop.

Contenido:

Day One – Sales

Welcome

- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program

Objectives

Sales Domain Overview

- Sales Domain Context
- Sales Capabilities

Inputs and outputs review

- Analysis of Sales Capabilities
- Analysis of Operations Capabilities
- Analysis of Infrastructure Capabilities

Sales Gap Analysis

- Consultant Generated View of requirements and priorities

Strategy and Specialisms

- Recommended / Required Sales Specialisms
- Recommended / Required Service Specialisms
- Recommended / Required Operations Specialisms
- Recommended / Required Infrastructure Specialisms

Sales Next Steps and Recommendations

Day Two – Service

Welcome

- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction

Service Domain Overview

- Service Domain Context
- Service Capabilities

Inputs and outputs review

- Analysis of Service Capabilities

Service Gap Analysis

- Consultant Generated View of requirements and priorities

Strategy and Specialisms

- Recommended / Required Sales Specialisms
- Recommended / Required Service Specialisms
- Recommended / Required Operations Specialisms
- Recommended / Required Infrastructure Specialisms

Service Next Steps and Recommendations

Day Three - Operations

Welcome

- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program

Objectives

Operations Domain Overview

- Operations Domain Context
- Operations Capabilities

Inputs and outputs review

- Analysis of Sales Capabilities
- Analysis of Operations Capabilities
- Analysis of Infrastructure Capabilities

Operations Gap Analysis

- Consultant Generated View of requirements and priorities

Strategy and Specialisms

- Recommended / Required Sales Specialisms
- Recommended / Required Service Specialisms
- Recommended / Required Operations Specialisms
- Recommended / Required Infrastructure Specialisms

Operations Next Steps and Recommendations

Day Four – Infrastructure

Welcome

- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program

Objectives

Infrastructure Domain Overview

- Infrastructure Domain Context
- Infrastructure Capabilities

Inputs and outputs review

- Analysis of Sales Capabilities
- Analysis of Operations Capabilities
- Analysis of Infrastructure Capabilities

Infrastructure Gap Analysis

- Consultant Generated View of requirements and priorities

Strategy and Specialisms

- Recommended / Required Sales Specialisms
- Recommended / Required Service Specialisms
- Recommended / Required Operations Specialisms
- Recommended / Required Infrastructure Specialisms

Infrastructure Next Steps and

- Role in the PA Program
- Consultant introduction
- Partner introduction
- Role in the PA Program

Objectives

Recommendations

Más información:

Para más información o para reservar tu plaza llámanos al (34) 91 425 06 60

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