



# EXECUTION CONTROL

Accelerating time to value.



# YOUR BRAND NEEDS ASSURED DELIVERY - GUARANTEEING THE SAME HIGH DELIVERY STANDARDS FOR YOUR INTERNAL TEAMS AND EVERY PARTNER

Evidence suggests that clients, software vendors and partners are still struggling to deliver cloud-based platforms consistently. We have combined the Hydra Execution Control Cloud Platform with Searchlight Consulting's expertise in technology enabled change. This allows us to provide a comprehensive, integrated, cloud-based implementation platform, with wrap around expert services to help Vendors achieve guaranteed partner delivery standards across the following three areas.

## 1

### Align standards

**Standardise** compliant delivery of your technology with:

- effective knowledge transfer;
- control of certified methods;
- benchmarked performance; and
- access to approved skills, communities and support.

## 2

### Increase revenue

**Certify** partner delivery to:

- increase sales confidence and partner mindshare;
- achieve better conversion of new and bigger opportunities;
- scale your channel easily;
- lower your cost; and
- ramp-up new partners faster.

## 3

### Assure delivery

**Reproduce** the excellence of your best delivery:

- in every project across the partner channel;
- track progress against your benchmarks;
- focus attention on priorities;
- manage risks early; and
- guarantee compliance.

Our aim is to provide you with the knowledge and toolset required to simplify and increase the success of cloud-based Enterprise software implementation projects.

# MAKING CLOUD DEPLOYMENT EASIER WITH EXECUTION CONTROL

The combination of an integrated platform and expert services can help drive increased vendor and partner project delivery success by up to 55%<sup>1</sup> and reduce “time to value” by 21%, resulting in increased customer satisfaction and retention.

Improved customer success results in better control of revenue recognition for cloud-based offerings. This is not only an important measure for day-to-day financial health, but also for company valuations.

## BUT HOW?

1

2

3

### What it offers:

- Hydra Cloud **pre-populated** with Vendor specific **Blueprint**;
- All partner and client **projects in one place**;
- Hydra **bundled** on your bill of material;
- Governance & compliance monitoring;
- Rapid project onboarding approach;
- Proactive PMOaaS monitoring of project success;
- Coaching & mentoring service to address weaknesses.

### How it helps:

- Integrated “digital” **delivery & knowledge management hub**;
- Bundling removes “buying” decision;
- “One Plan” Client-SI-Vendor can include augmented **client tasks & responsibilities**;
- Visibility across **multiple projects/partners**;
- Continuous history of projects retained by Vendor & Client.

### Resulting in:

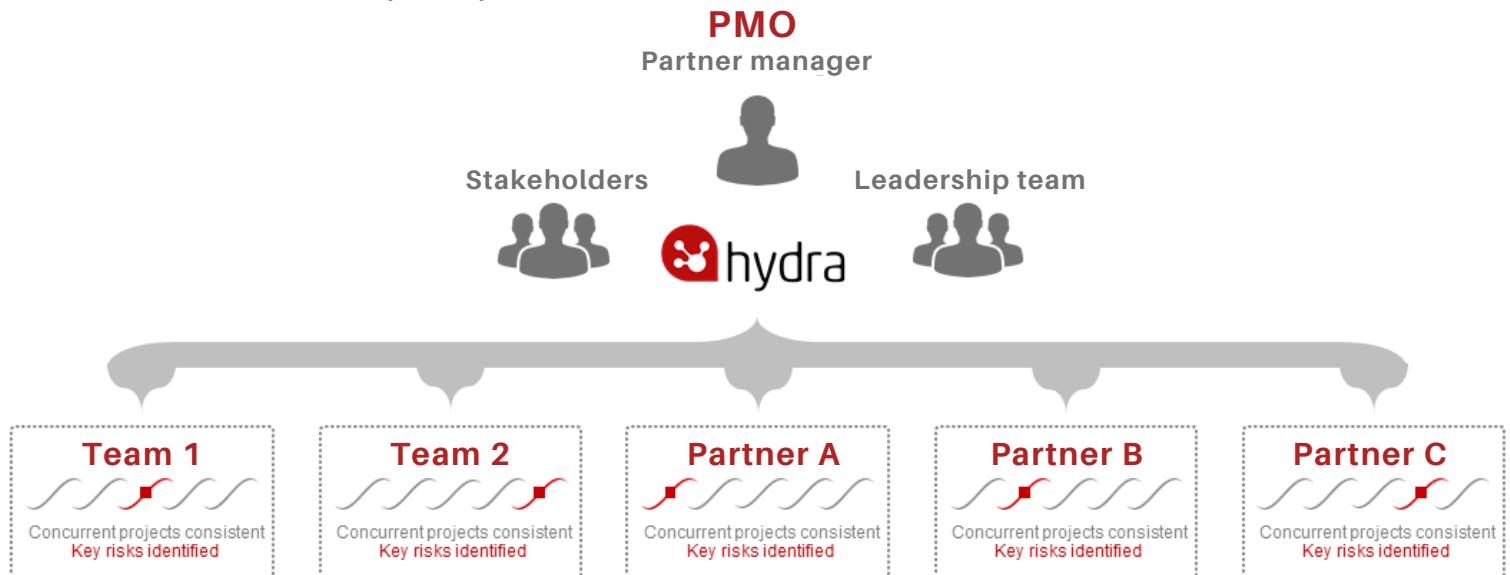
- Low risk approach to piloting the Hydra platform, using **Minimal Viable Principles**;
- Shorter **time to value**;
- A **standardised, repeatable model** for success;
- Faster onboarding of new PMs;
- A **standard accreditation** for both in-house & partner project managers;
- Applies to both **new implementations** as well as **optimisations**.

### References

- [1] Source Hydra Cloud. Kerridge increased number of projects delivered with existing resources by 55%.
- [2] Source Hydra Cloud. Through continuous improvement, Polycom reduced their project lifecycle by 21%.

# ALL YOUR PROJECTS EXECUTING CONSISTENTLY KEY RISKS IDENTIFIED AND PRIORITISED

Execution Control helps you identify and prioritise key risks across multiple delivery projects:

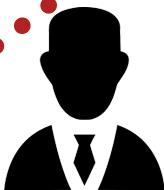


# EXECUTION CONTROL

## SEE. ORCHESTRATE. OPTIMISE.

**Simplify your portfolio management.** Whatever stage your, or your partner's, portfolio projects have reached, you now have full visibility of the entire pipeline with our integrated cloud-based implementation & knowledge management platform. Now you can contribute, collaborate and take control in real-time, aiding more successful cloud-software implementations, and optimising future delivery approaches.

### VENDOR



# INCREASING DELIVERY QUALITY REDUCING DELIVERY COST

Our integrated cloud-based implementation & knowledge management platform combines specialist knowledge, execution IP, data-insights and a leading technology platform to give you the tools needed to reduce the cost, and increase the quality of delivery when compared to traditional delivery approaches.



Our expert knowledge and unique platform ensure that delivery is standardised and industrialised. Meaning that the quality of future project deliveries for you and your partners remains higher quality, and lower in cost than before.

# THE END OF A PROJECT IS THE BEGINNING OF YOUR AFTER CARE

When your software delivery is complete we maintain an ongoing relationship with you for as long as you need. All your Hydra systems remain active and **continuously evolving**, and Searchlight Consulting's expertise in technology enabled change means that when you leap to the next evolution we can help you leverage your best practices and to leap further.

## AN ON-GOING PARTNERSHIP TO **ENSURE SUCCESS**

By selecting our advanced services package we go that one step further. We will ensure the fast adoption and sustainability of best practices, optimal use of the system and continuous improvement of your services.



**Assurance**



**Optimisation**



**Co-innovation**

# READY TO START TAKING CONTROL?

Our partnership and digital and integrated knowledge management hub provide you with an unrivalled opportunity to:

- Identify and prioritise risks
- Gain visibility of your, and your partner project portfolios.
- Reduce lost time and cost of delivery
- Access knowledge and advice from Searchlight Consulting's expert technology enabled change team
- Be ready for future adoption projects and achieve sustainability.

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Contact Searchlight Consulting today to learn how to **unlock the secret toolkit** to achieving even more successful and predictable cloud-software implementations.



[info@searchlightconsulting.co.uk](mailto:info@searchlightconsulting.co.uk)



07872120385

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