Chart a clear digital destination with

ProConsult Advisory Services

Gain consensus and speed strategic initiatives

91% of surveyed organizations use third parties to help implement cloud services[2]

69% of cloud strategies include migrating existing apps to cloud environments[3]

72% of organizations need external help making sure they cover all the IT security and risk requirements[4]

13% of employees are fully satisfied with their work experiences[5]

How is your business keeping up with the pace of change?

To build for tomorrow's success it is necessary to provide customers and employees with access to the applications they need most to keep them engaged and productive. However, for any organisation, it can be hard to keep up with the constantly evolving landscape of technology options. In fact, according to Forrester 74% of businesses state they are unable to meet their organizations' demand for IT expertise with internal resources only[1].

Service Description

To address the need for additional IT expertise, Dell's ProConsult Advisory Services offers expertise, time-tested frameworks, technologies, and approaches to tackle your unique requirements across workforce, cloud, data and application and security. As strategic and technology experts, we advise on strategy and the best technology to not only assist with day-to-day operations but also for strategic guidance aligned to your business objectives, enabling your teams to focus on the bigger picture and meet top business goals. Using facilitated workshops and stakeholder interviews, our consulting service experts work with your team across **6 stages:**

Outcomes

1. Synchronize your workforce with modern technologies
2. Develop a strategy to reduce business interruptions
3. Gain a competitive edge with modern data and applications
4. Optimize cloud infrastructure across your organization

AS-IS
Capture the current state of the elements of the environment under review

ISSUES
Identify the major issues in the environment today impacting cost or service

VISION AND ARCHITECTURE
Capture the strategic vision and architectural principles

TO-BE
Build out a proposed future state for the elements under review

ROADMAP
Develop an initiatives roadmap to migrate from the AS-IS to the TO-BE state

BENEFITS ANALYSIS
Capture costs with suggested ROI timeframes

Summary of Benefits

Advice you can trust

Transition from legacy to best-in-class IT operations that accelerate your ability to deliver effective workforce, cloud platforms, data and application and security.

Execute a unified vision

Create consensus on shared priorities and drive momentum towards your digital future vision by targeting IT investments towards your greater business needs.

Accelerate innovation

Leverage IT agility to enable your business leads to capitalize on market feedback, and quickly generate and deploy innovative solutions and rapidly adapt to keep pace with business changes.

ProConsult Advisory Service Options

We deliver a variety of different service options, to provide areas of expertise aligned to your desired IT outcomes:

Modern Workforce
- Digital Employee Experience
- Cloud Productivity & Identity
- Digital Services Management
- VDI & Workspace Platforms

Applications & Data
- Application Portfolio Optimization
- Cloud Native Apps
- Dev SecOps
- Data Driven Enterprise

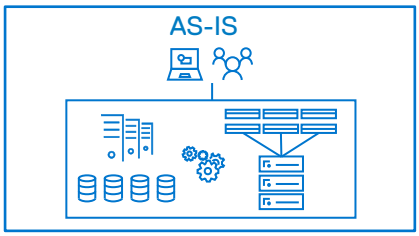
Multi-Cloud
- Cloud Platforms
- Operating Model
- Automation & Integration
- Data Center Modernization

Resiliency & Security
- Business Continuity & Disaster Recovery
- Cyber Recovery
- Data Protection
- Security

The deliverable for all our ProConsult Advisory engagements is an easy-to-reference pictorial chart:

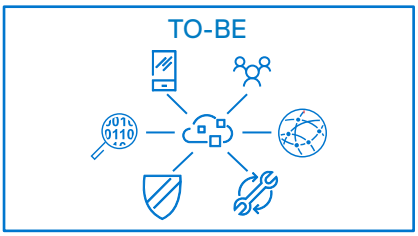
STRATEGIC VISION and GUIDING PRINCIPLES
creates consensus on what you are trying to achieve

AS-IS
Documents the current baseline



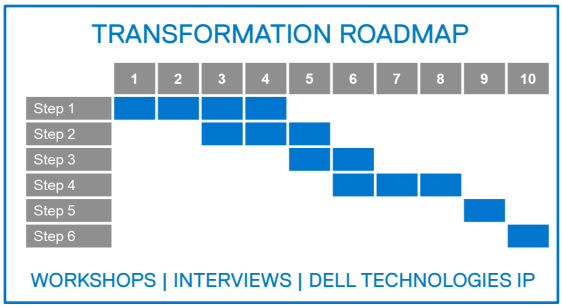
STRATEGIC VISION

GUIDING PRINCIPLES



TO-BE
Represents the high level, unbranded view of "what good looks like" i.e., target state

ISSUES
Focuses on understanding and catagorizing the key issues



BENEFITS
Builds the justification that allows stakeholders to understand the benefits and investment required.

ACTIONABLE ROADMAP
A clear roadmap on how to achieve the TO-BE vision

Activities providing a range of depth and level of detail	ProConsult Advisory Base	ProConsult Advisory Core	ProConsult Advisory Plus	ProConsult Advisory Custom
Service duration	1 day	3 weeks	6 weeks	>8 weeks
Strategic vision and guiding principles	•	•	•	•
As-is current state summary and issues mapping	High level	•	•	•
To-be end state	Best practices	High level	•	•
Roadmap		High level	•	•
Benefits analysis			•	•
Business case and ROI				•
Workshops	1	2	4	>4
Stakeholder interviews		3	10	>10
Executive summary	•			
Executive vision map		•		
Transformation canvas			•	•

For more information visit: Dell.com/en-us/dt/services/consulting-services/proconsult.htm

1 A commissioned study conducted by forrester consulting on behalf of dell technologies, march 2021. 'The Role Of IT Services Providers Expands To Strategic Collaboration'
2 "ESG Research Insights Paper "The Cloud Complexity Imperative: Why Organizations Must Unify and Simplify the Management of their Sprawling Multicloud Environment" commissioned by Dell Technologies, VMWare and Intel Corporation, February 2020.
3 Forrester Analytics Global Business Technographics Infrastructure Survey 2018, as cited in Forrester Webinar "Modernize Your Core Business Applications with Cloud in 2020" with Dave Bartoletti and John R. Rymer, November 21, 2019.
4 A Forrester Consulting Thought Leadership Spotlight Commissioned By Dell Technologies 'IT Leaders Leverage Outside Expertise To Achieve Business Outcomes: A Spotlight On IT Services Providers'
5 Gartner Employee Experience Insights – "Level of employee experience satisfaction". https://www.gartner.com/en/human-resources/insights/employee-experience

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