

NEAR AG

IoT Customer  
Introduction  
Workshop

31.07.2017 –  
04.08.2017

## NEAR AG IoT Customer Introduction Workshop

### Workshop Agenda

**Preparation for the Workshop:** A questionnaire must be processed by the customer. Involved stakeholders provide afterwards the following information:

- snapshot of the existing business case
- the intended strategy
- expected business outcomes

#### Exploratory Sessions

First, we conduct some exploratory sessions.

By using the completed workshop preparation from our client, we gain an understanding of the current business model of the customer, the needs of the stakeholders, and the current and expected business results.

Based on this, we're going to carry out a workshop divided in 3 parts.

#### Workshop Part #1: Identifying and validating of client's relevant pain points and needs

In collaboration with our client's stakeholders our consultants will complete a set of collaborative sessions to validate our customer's business model and value chain. In these sessions, we identify for which critical pain points and needs we can provide a solution for. Part #1 will bring all stakeholders to an aligned understanding of the company's current issues, resulting requirements and expected business results.

Objectives:

- Validation of business model and value chain
- Identifying critical pain points and needs

#### Workshop Part #2: Building the business case

Within Part #2 the customer's requirements will be aligned to the solutions through an interactive process aiming to demonstrate the fit of the solution, the value added and the long-term viability of the business case. A high-level design of the proposed solution will allow to test it as a rapid prototyping part.

Objectives:

- Prioritization of use cases
- Design and prototype a multi-vendor solution
- Usage of a rigorous test procedure to ensure long-term viability and feasibility of the proposed solution

#### Workshop Part #3: Value proposition and action plan

Our Consultants will work closely with client's team to demonstrate the value proposition of the solution and build an action plan for deploying of the proposed solution. Our consultants will support the client's teams to align the solution to all required processes and procedures.

Objectives:

- Demonstrating the value proposition of the solution
- Fitting the solution to customer's expected business results
- Creating an action plan to ensure prototyping and deployment of the proposed solution