




# Focus Start

We understand the buying cycle that organisations go through when procuring new cloud solutions, and we appreciate that the decision is a big step.

There is little doubt that ServiceNow can bring enormous value to any organisation but sometimes project leaders need help to identify and articulate the tangible return on investment.

Built on the back of over 400+ ServiceNow projects, Focus Start incorporates extensive experience, proven methodology and industry best practices to ensure that you are setup for success right from the start.

## Benefits

-  Understand and articulate the value of ServiceNow
-  Minimise potential risks
-  Get fast buy-in from your stakeholders
-  Put together a compelling business case
-  Create a detailed roadmap that sets you up for project success



## How it Works:



### 1. Assessment

Understand the business objectives and desired project outcomes



### 2. Identify

Project success criteria emphasising quick wins



### 3. Measurement

Outline the technology, business service and operational requirements



### 4. Design

Translate strategy into a business case, draft project plan and governance/operational model



### 5. Roadmap

Define the long term continuous improvement strategy

