



#InnovationInAWeek using IVIS™



ITconnector's IVIS™ methodology is the basis of our #InnovationInAWeek offering. Based upon experiential results from numerous engagements, IVIS™ phases are:

I-vestigate V-alidate I-mplement S-ustain.

In the I-vestigate phase, the focus is to **Understand** the client business and provide the deliverable within one week* -

- Outward-looking for business maximization/valuation (SVP; Specialty, Vertical, Product)
- Inward-looking for internal data, process and CX, including systems and technologies
- Lenses include: IT resiliency orchestration (#ITRO)
- Deliverable
 1. One-page Business Model Canvas
 2. Summary Findings with preliminary OST (Opportunities, Strategies, Tactics)

In the V-alidate phase, the focus is to **Advance** the OST -

- Prioritize activities factoring in time, resources and budget
- Execute activities as per prioritization
- Deliverable
 3. 90-Day Calendar
 - ✓ In-place associations, memberships, networking 90-day calendar
 4. In-place agreement(s), including partnership(s)

In the I-mplement phase, the focus is to Benchmark the OST (**Outperform**) -

- Manage calendar, associations, memberships, networking, agreements and partnerships
- Deliverable
 5. Summarize, deliver and present 90-day OST results

In the S-ustain phase, the focus is to continue to **Outperform** -

- Formalize management, administration and evolution of OST
- Deliverable
 6. Up-to-date OST, including rolling 90-Day Calendar

About ITconnector - ITconnector bridges the innovation gap for businesses, SMB to enterprise, helping digitally transform their business and/or their internal IT. Focused on data (understand), process (advance) and CX (outperform), @ITconnector's (IVIS™) works with a company's value chain. For MSPs, ITconnector helps digitally transform their business to the cloud; for internal IT, ITconnector helps transform them from "IT operator" to "IT aggregator" and finally to "IT broker." Both MSPs and internal IT can then achieve greater business value whether provided internally, by SaaS vendors or by cloud providers.

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