



CLEARPATH FORWARD INNOVATION WORKSHOPS

KEY BENEFITS

- *Explore innovation opportunities related to ClearPath Forward in the context of your digital business and hybrid IT strategies*
- *Identify, categorize and prioritize innovation opportunities within the business and determine leading edge technologies and solutions for subsequent implementation*
- *Develop high-level business case (“opportunity profile”) for the top opportunities identified*
- *Construct an implementation roadmap based on business priorities and the timing and impact of emerging technologies and trends*

Unisys ClearPath Forward™ Innovation Workshops focus on innovation opportunity identification, categorization, prioritization and then the development of high-level business cases and implementation roadmaps for the most promising opportunities identified.

Our Approach

Innovation Workshops can be “light”, “standard” or “extreme” in terms of half-day to two-day in-person, virtual or hybrid collaborative sessions with our clients. They utilize the latest web-based group decision support software together with a unique and proven Unisys methodology in order to brainstorm and capture ideas from subject matter experts.

Our innovation focus is not to be all things to all people, but to help with business, process, or technology innovation related to our core competencies and to source those innovation ideas and opportunities collaboratively with our clients and partners. You and your organization benefit from access not only to Unisys-developed innovations, but also innovations from our extended ecosystem of partners.

Through our Applied Innovation Program, we provide a structured management approach to innovation on a continual basis throughout the life of their engagement.

Goals & Objectives

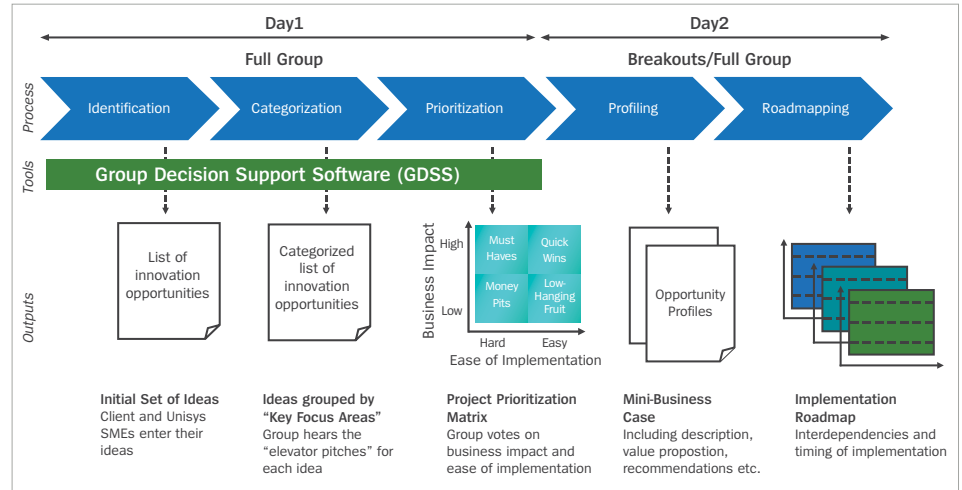
The emphasis of Innovation Workshops is on both strategic (“disruptive”) and tactical (“incremental”) ideas that can add measureable business value for our clients. Ideas can be business, process, or technology-oriented. We focus on collecting a set of thoughts or ideas that can be clearly defined, effectively prioritized, and have a chance of being implemented at reasonable cost, in a reasonable timeframe, with some expectation of pay-back/benefit.

Key Focus Areas

Key focus areas for our workshops may include any of the following topics and can be highly tailored for each individual client:

- Application Transformation & Modernization
- User Experience
- Infrastructure Optimization & Management
- Disruptive Technologies including Social, Mobile, Analytics, Cloud, IoT and Intelligent Automation
- Staffing & Knowledge Management
- Outsourcing Development & Operations

Key Process Steps



Innovation Workshop Process Flow

Opportunity Identification

There are five key process steps to our Innovation Workshop approach. In the first step, we identify innovative ideas to address specific business pain points and opportunities. The FacilitatePro web-based tool provides electronic capture of ideas with exportable results and covers the first three process steps.

Opportunity Categorization

In the second step, we categorize, de-duplicate and aggregate the identified ideas and opportunities in terms of

functional areas and hear the “elevator” pitch around each submitted idea from our clients, partners and employees collaborating in the workshop setting.

Opportunity Prioritization

In the third step, we further classify the innovation ideas and opportunities through a group prioritization process so that we understand the level of business impact they can bring to your organization, their ease of implementation, and technical maturity.

	Financial Value	Strategic Fit	Time/Cost to Implement / Maintain	Project Risk & Complexity	Weighted	Voters	Graph
General Ideas & Suggestions							
35	Windows-based LaSRs++ simulation We have developed a version of the LaSRs++ simulation that runs on Windows that has been taken to trial, however most of our customers are not aware of this. Some might be interested in this capability to run on their desktops. - Cathy Dubois Comments: 1. Need to increase awareness internally (do an internal campaign) - Varun Panchapakesan	4.4	4.4	4.3	4.3	18.00	10
40	Data Recording Info Package To avoid confusion about what simulation output data are available for customers by default, modify the simulation data recording system to produce a report listing all baseline data sets with names.	3.6	4.6	4.3	4.3	17.05	10

Group Decision Support Software (GDSS) with voting results

Opportunity Profiling

In the fourth step, typically on day two of a two-day session, we complete high-level opportunity profiles for each innovation opportunity so that we can better understand their business value (including more quantitative assessment of ROI impact and overall benefits) and suitable timing in terms of implementation.

Opportunity Roadmapping

Finally, we determine how these innovations can be more effectively built into a future state architecture and implementation roadmap for your organization. This phase includes follow-on activities post-workshop.

Duration & Resources

Innovation Workshops are typically half day, one-day or two-day sessions based on your needs and the number of process steps required from innovation opportunity identification all the way to roadmapping.

Resources: Client

- Innovation Stakeholders (e.g. CIO; CISO; CTO; VP, Strategic Technology

Tools & Templates



FacilitatePro Group Decision Support Software

Planning; VP, Innovation; VP, Emerging Technology)

- Key stakeholders and/or decision makers in areas for investigation for interactive workshop sessions and findings presentation
- Technology and functional content experts in areas for investigation

Resources: Unisys & Partners

- Lead Facilitator and Co-Facilitator / Scribe
- Account Team Members (e.g. Project Manager, Lead Architect, Client Account Executive)
- SME(s) in industry and technology areas

Key Deliverables

Workshop deliverables include a written report provided shortly after the session which contains the full list of ideas generated and a graphical display of the voting results. The voting results are also reviewed at the end of the session in order to identify and discuss the most promising ideas.

A follow-on executive briefing is conducted post-workshop to review Unisys observations and recommendations and identify opportunities for further investigation and/or investment. Other post-workshop activities are typically agreed upon at the end of the session.

Typical Agenda (Day 1)

9:00 am – Introductions, Plan and Goals for the Workshop

- *Introductions*
- *Overview of Innovation Workshop approach and target outcomes*

9:30 am – Client Background & Innovation Needs

- *Review As-Is Situation and Pain Points/Opportunities*

10:00 am – Opportunity Identification

- *Group brainstorming using FacilitatePro web-based tool to capture and categorize innovation opportunities*

10:30 am – Opportunity Categorization

- *Discussion and categorization of ideas generated (Review elevator pitches on electronic flip chart)*

Lunch Break (12:00-12:30)

1:30 pm – Opportunity Prioritization

- *Group prioritization (voting) using FacilitatePro web-based tool and key screening criteria*
- *Initial mapping of opportunities against business impact and ease of implementation*

2:30 pm – Wrap Up – Next Steps

- *Discussion of next steps in terms of post-workshop activities*



In addition to pre-defined templates for opportunity profiles and roadmaps, Innovation Workshops leverage Group Decision Support Software for opportunity identification, categorization and prioritization.

Thought Leadership

We have written about our Innovation Workshop methodology in bylined articles for publications such as Computerworld as follows:

- [“3 steps to a lean innovation workshop”](#)
- [“The 5 critical pillars of innovation management capability”](#)
- [“Multi-modal ideation: 5 best practices for setting the rhythm of innovation”](#)
- [“5 considerations for adapting innovation programs for digital transformation”](#)
- [“10 steps to a successful innovation workshop”](#)

Global Expertise

Unisys Innovation Workshops utilize a global pool of trained Innovation Workshop Facilitators and have been conducted across a wide range of industry verticals in North America, Latin America, Europe and Asia Pacific. We have been conducting Innovation Workshops for over five years and have continuously refined our best practices and unique tools and methodology over the course of literally hundreds of client-facing workshops.

Summary

Rather than an ad-hoc compilation of capabilities, tools and methods, the Applied Innovation Program provides Unisys with a continuous and systematic way to deliver innovative outcomes for our clients leveraging a highly-structured, yet flexible approach. Unisys Innovation Workshops are a key part of this “continuous innovation” approach with our clients and truly differentiate us as a highly collaborative and trusted advisor.

For more information, contact your Unisys Sales Representative.