

IoT Strategy and Advisory Services

Creating the Vision 4-phased Plan

PROCESS

ACTIVITIES

	Immersion (~2 Weeks)	Research (~4 Weeks)	Synthesis (~2 Weeks)	Delivery (~2 Weeks)
	Our team rapidly immerses ourselves in your business, technology, and people to establish hypotheses for research.	We engage in primary research activities to test our hypotheses and discover key insights that will inform strategic recommendations.	Synthesis of our primary and secondary research converts insights into frameworks for shaping strategy.	Final recommendations and strategy are refined and packaged for delivery.
	<ul style="list-style-type: none"> ■ Kickoff Meeting ■ Stakeholder Interviews ■ Client SME Interviews ■ Cognizant Domain Expert Interviews ■ Initial Tech Audit ■ Initial Business Audit ■ Hypothesis Generation ■ Research Scheduling 	<ul style="list-style-type: none"> ■ Client Primary Research Interviews ■ Design Research ■ Technology Assessment ■ Operations Assessment ■ Use Case Validation ■ Pain Point Analysis 	<ul style="list-style-type: none"> ■ Raw Research Review ■ Pain Point Mapping ■ Use Case Selection ■ High Level Solution Architecture ■ Research Report Development ■ Research Report Readout & Collaborative Workshop 	<ul style="list-style-type: none"> ■ Workshop Feedback Integration ■ Refinement of Strategy and Recommendations ■ Final Strategy Report Presentation and Meeting

