

KLOPMP

Secrets of Generating Buy-In for Enterprise SharePoint Solutions

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Objectives

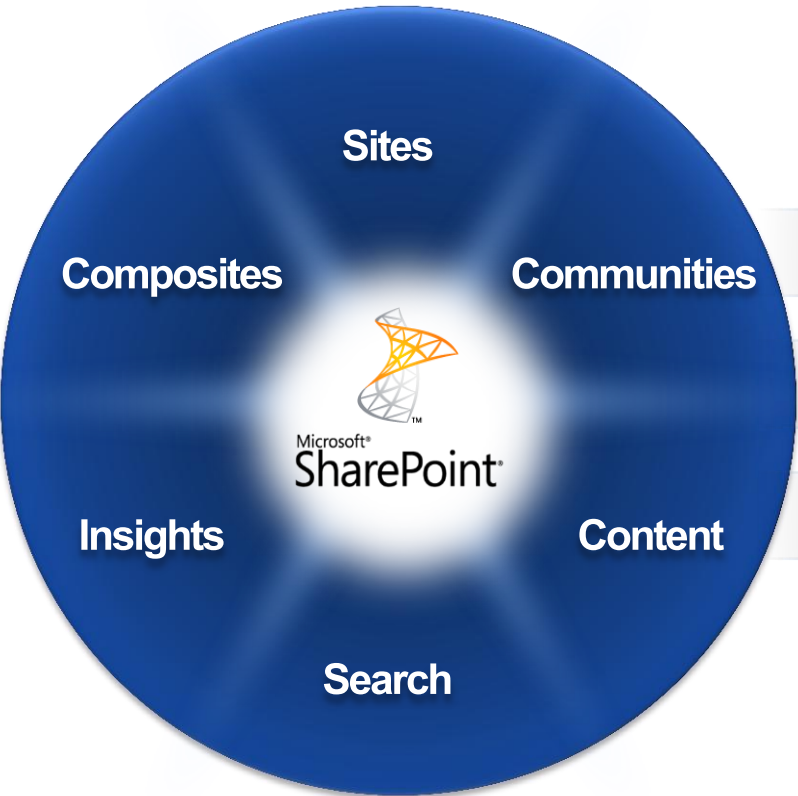
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- **Educate**
- **Entertain**
- **Exchange**
 - @fedspug
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- **Overview**
- **Success Factors**
- **Planning & Executing**
- **Driving User Adoption**
- **Q & A**

- **Education is Key**



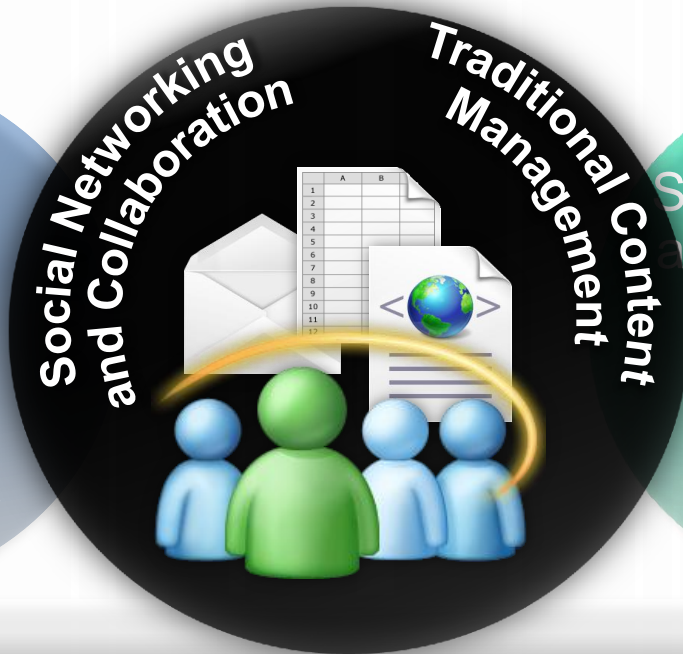


Connect and Empower People

Cut Costs with a Unified Infrastructure

Rapidly Respond to Business Needs

SharePoint 2010



Search Delivers Engaging Information Experiences

Business Challenges

- **Timely Distribution**
- **Ease-of-Use**
- **Access**
- **Self-Servicing**
- **Collaboration**
- **Integration**

Business Challenges

- **Enforcement & Compliance**
- **Auditing of Content Access**
- **Handling Sensitive Content**

- **Overview**
- **Success Factors**
- **Ensuring Governance**
- **Driving User Adoption**
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Success Factors

- Cultures
- Perspectives
- Politics

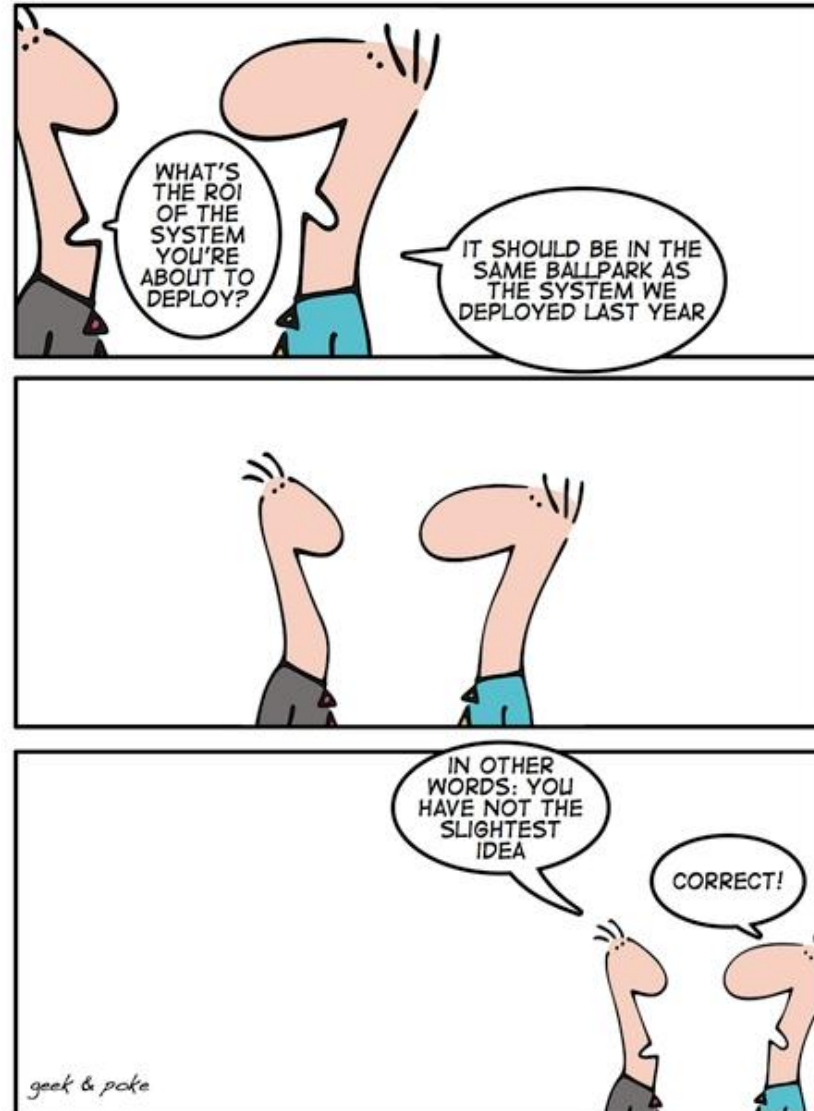


- **Identify Proponents**
 - Highly Visible Business Units
 - Groups Craving for SharePoint
 - Pilot Groups
 - Cheer Leaders



Success Factors

- Return on Investment

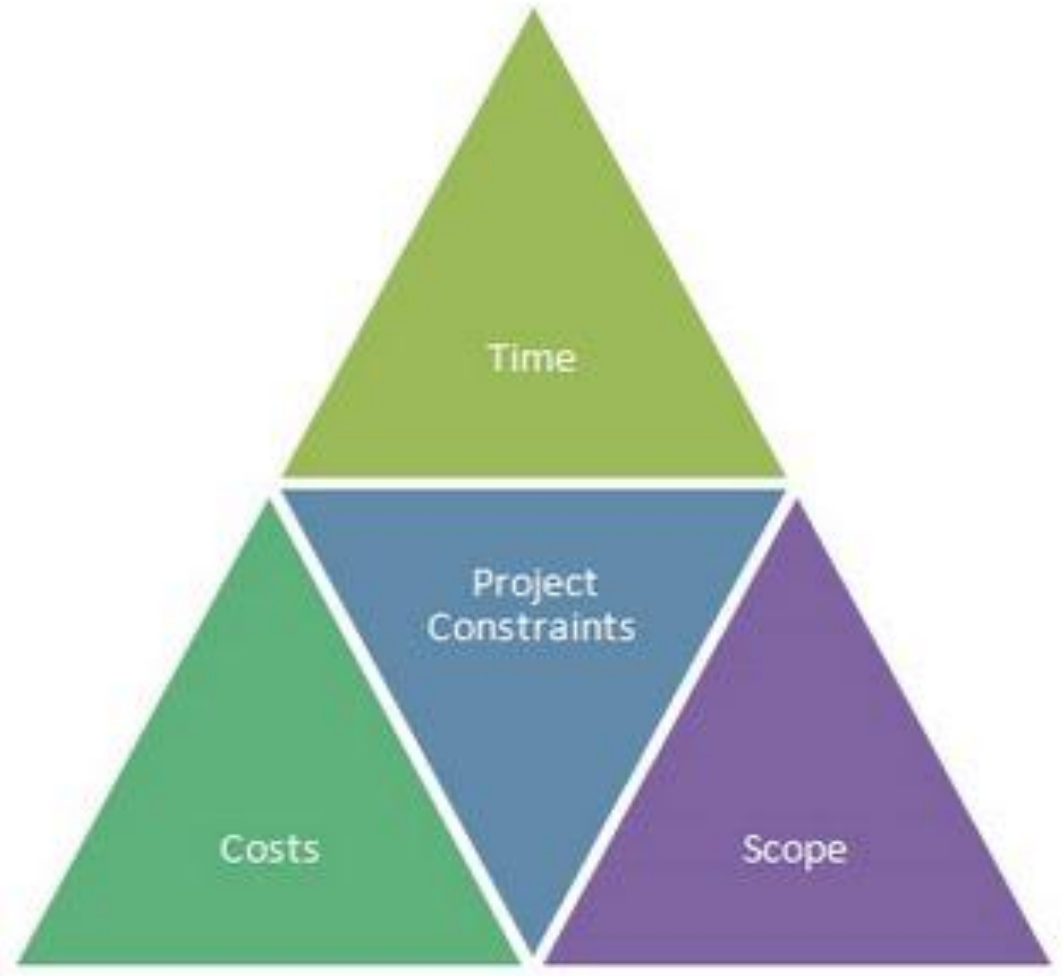


ROI

- Overview
- Success Factors
- **Planning & Executing**
- Driving User Adoption
- Q & A

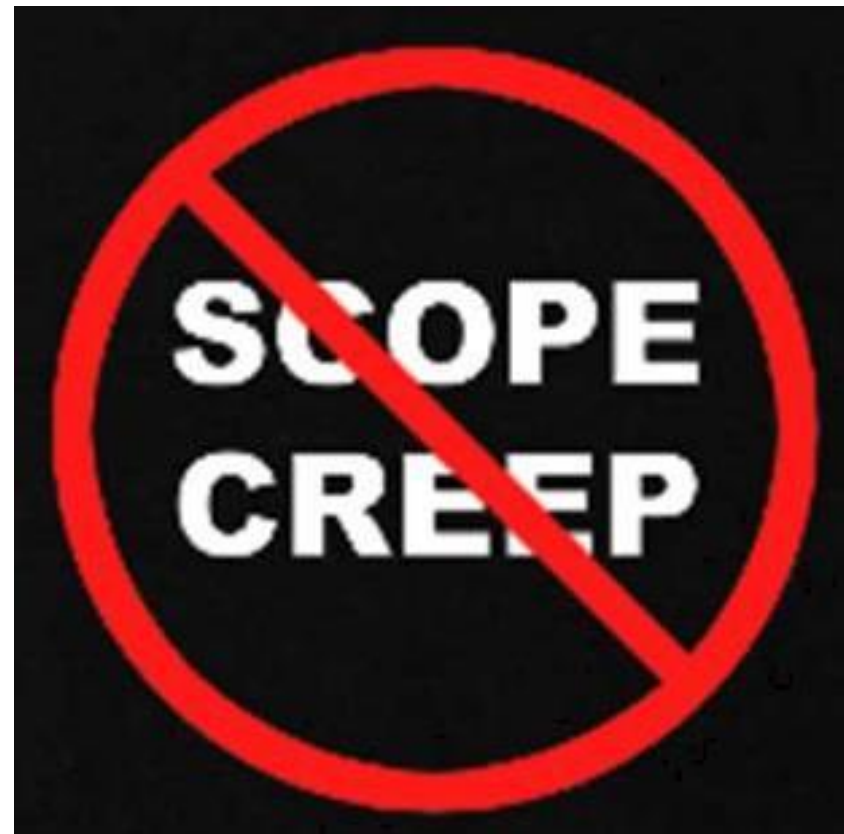
Planning & Executing

- Time
- Costs
- Scope



■ Control Scope

- SharePoint Development ≠ .NET Application
- Branding Efforts
- Native Functionalities



- **Art of Saying No**
 - Spin a “No” Response
 - Remain Positive
 - Acknowledge Client Requirements
 - Re-Evaluate Risks and Costs

- **Obtain Assets Strategically**
 - Hire
 - Contract
 - User Groups
 - Conferences



- **SharePoint Deployment Planning Services (SDPS)**
 - Software Assurance Benefits
 - 1-15 Day Curriculum



Deploy now.
SharePoint Deployment Planning Services

SharePoint 2010
2010 Deployment Planning
AVAILABLE!

The SDPS Partner Center houses everything a Partner needs to prepare for and deliver SDPS engagements.

Get registered and sign in.



■ Deployment Planning

Days	Details
1	Includes a Strategy Briefing Session (SBS) and an overview of SharePoint features and solution areas, plus a review of your environment, pain points and requirements. Together, we will design a high-level solution based on your business needs and further gain knowledge on how best to deploy SharePoint in your environment.
3	Includes an Architecture Design Session (ADS), participants dive deeper into their requirements and design a SharePoint solution tailored to their environment. Conceptual design, logical and physical architectures are created for the solution. (in addition to the Strategy Briefing Session).
5	Designed to provide deep guidance on specific SharePoint solution capabilities that provide value within your environment. Includes a virtual lab session for hands-on understanding of the solution technologies and capabilities, 2 days of deployment planning and assistance with creating a plan and best practices for deployment. (in addition to the Strategy Briefing and Architecture Design Session)
10 & 15	Both the 10 and 15 day engagement includes a 3-day ADS to understand your scenarios and introduce technologies, solutions, and concepts; plus 2 days of deployment planning for a specific SharePoint capability. This is followed by a 5 or 10-day Proof of Concept (POC) project to demonstrate the solution at a customer environment. (in addition to the Strategy Briefing Session)

■ Upgrade Planning

Days	Details
1	Includes a Strategy Briefing Session (SBS) and an overview of SharePoint features and solution areas, plus a review of your environment, pain points and requirements. Together, we will design a high-level solution based on your business needs and further gain knowledge on how best to deploy SharePoint in your environment.
3	Includes an Architecture Design Session (ADS), participants dive deeper into their requirements and design a SharePoint solution tailored to their environment. Conceptual design, logical and physical architectures are created for the solution. (in addition to the Strategy Briefing Session).
5	Designed to provide deep guidance on specific SharePoint solution capabilities that provide value within your environment. Includes a virtual lab session for hands-on understanding of the solution technologies and capabilities, 2 days of deployment planning and assistance with creating a plan and best practices for deployment. (in addition to the Strategy Briefing and Architecture Design Session)
10 & 15	Both the 10 and 15 day engagement includes a 3-day ADS to understand your scenarios and introduce technologies, solutions, and concepts; plus 2 days of deployment planning for a specific SharePoint capability. This is followed by a 5 or 10-day Proof of Concept (POC) project to demonstrate the solution at a customer environment. (in addition to the Strategy Briefing Session)

- **Success Factors**
- **Planning & Executing**
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■ Phased Approach

- Document
- Collaboration
- Authoring
- Workflow



- **Train, Train & Train**
 - Critical Path!
 - Conferences
 - SharePoint Saturday
 - Brown Bags

SHAREPOINT **SATURDAY**
■ ■ ■ ■ ■ ■ ■ ■ ■ ■
THE CONFERENCE

AUG 11-13, 2011

Washington, DC

Expected Attendance: 2500 – 3000 people

Driving User Adoption

- **Create Early Dependency**
- **SharePoint-Only Content**

Driving User Adoption

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- **Iron Fist**

- Executive Road Show
- Participation Highly “Encouraged”



- **Success Factors**
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