



FB180
PHASE: SOLUTION
PRESENTATION

OWNER: SOLUTION ENGINEERING

60-70

180



SOLUTION
PRESENTATION

FB180: PHASE 60-70 SOLUTION PRESENTATION

Owner: Solution Engineering

1 VERSION CONTROL

1.1 DOCUMENT HISTORY

Version	Amendment Description	Date	Author
1.0	Initial overview version	19/06/2019	Hong Trinh

2 INDEX

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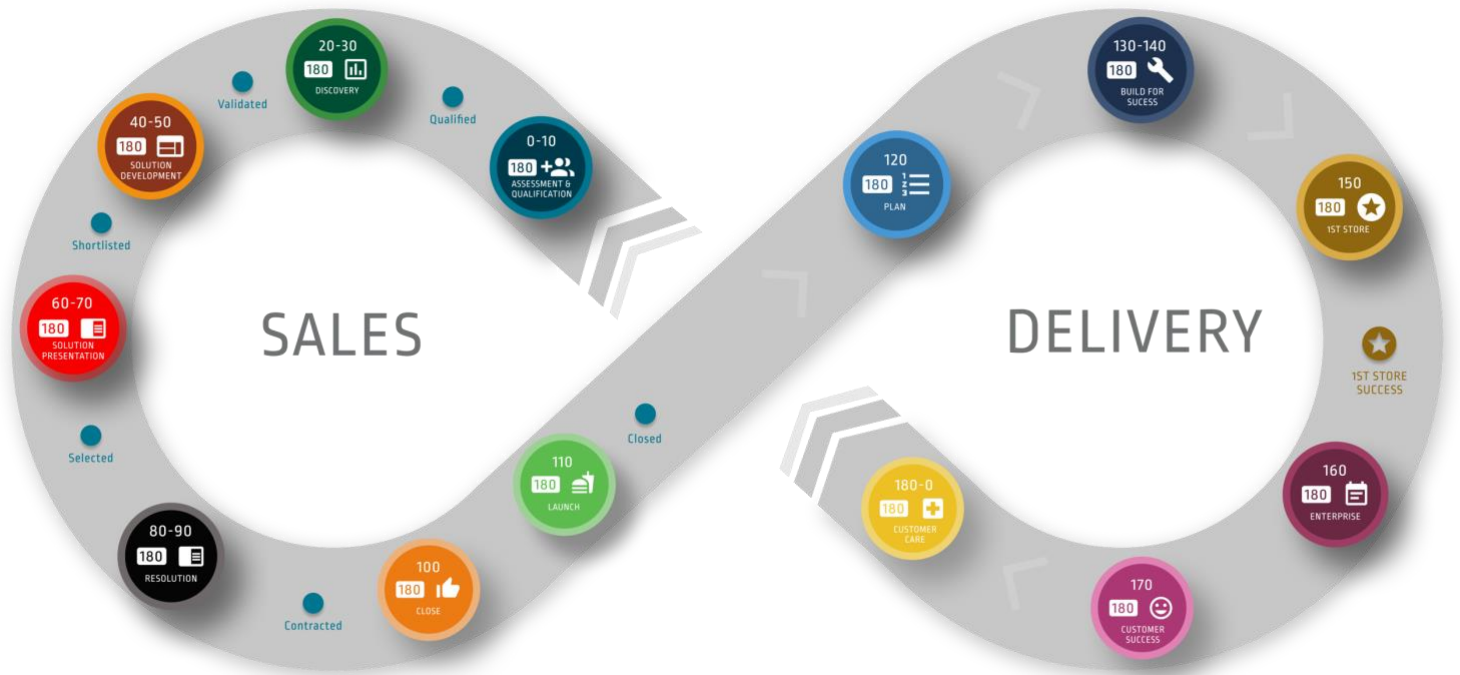
2.1 INTRODUCTION

Welcome to the Solution Presentation Stage, which is Phase 60-70 of the Food & Beverage 180 portal. This phase concentrates on all the processes, steps and provides information to the relevant collateral required to deliver an optimal discovery session(s) within the engagement.

2.2 GLOSSARY OF TERMS

Acronym	Type	Definition
EMM	Resource	Enterprise Menu Management
RFx	Document	Request For x (Request for Information or Proposal)
ROI	Document	Return On Investment
SWOT	Framework	Strengths, Weaknesses, Opportunities, and Threats
SE	Resource	Solution Engineer
XLOB	Acronym	Cross (X) Line Of Business

2.3 FB180 INFINITY LOOP



3 PHASE 40 - 50 SOLUTION DEVELOPMENT

3.1 APPLICABLE TIERS



3.3 ORACLE OBJECTIVES

- Engage customer to obtain details about problem, decision criteria, and time frame
- Qualification to progress

- Help Customer to evaluate and determine Oracle as the best vendor to help with their business problem

3.3 FBGBU OBJECTIVES

Deliver a compelling demonstration that is focused on the operation, business challenges, satisfying the requirements of all stakeholders.

- Remove the need for PowerPoint Presentations and Less Boardroom Style Meetings.
- White boarding Sessions, hands on demonstrations focusing on the business and how our solutions can drive their goals
- Engagement process currently exists (see link) and is well defined but no recommended standards exist
- New tools that can provide indicative estimations and plans - Ensure Solution design including any recommendations satisfies the prospects in-scope requirements where gaps and integrations can be sized
- Value propositions are called out with associated benefits or a ROI to make us the most compelling solution
- Action Planning and further qualification that may lead to a Lab or Pilot
- Quality handover to consulting services

3.4 PROCESS FLOW

- SE engages the DB Build Process Team
- SE Tailor Presentation Demonstration Deck
- ROI incorporated including infographic on findings
- Consulting Sales provide Project Outline and how we would deliver solution
- Initial Budgetary Proposals and Contract

CLOSE QUALITY GATE - MOVE TO 80

3.5 PHASE SLAs & KPIs

- N/A but a FBGBU Discovery Output Pack (see checklist below) for each Tier for all engagements that are tracked/captured and made available internally for reference for each future step of 180 assurance model.

3.6 OUTPUT CHECKLIST

Below list's the key outputs as a checklist that would be required to be completed within this phase:

<input type="checkbox"/>	Solution Presentation Output Pack to include:
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	<ul style="list-style-type: none"> • Demo Build out process complete • Ravello or Production Review • Demo Build SLA • Look at Oracle tools (SCRM) to help automate and embed the pre-sales engagement process by recommending next best actions based on current step and size! • Look at AI driven applications within Oracle to help focus on high yielding easy to close engagement • Re-visit existing collateral or create new collateral/process to ensure key detailed specifications are documented for better estimations and ultimately a quality handover • Look to share and Re-use existing solution designs where possible • Historical project plans and delivery for new indicative effort estimations based on capability and solution design • Account Plan Update • Findings Review
<input type="checkbox"/>	Account Plan Updated identifying all Red Flags, SWOT, Barriers to Win and a Strategic Plan

3.7 USEFUL LINKS

Below list's the links to the application portal described in this phase as well as some useful links to knowledge based collateral that may help you:

- [Discovery leader guide: a training provider guide for teaching business discovery](#)

3.8 TRAINING

Some recommended training courses/training material that are available that will help you in this phase:

- Discovery Process Maps – TBC
- Restaurant Business Analysis Training
 - Lunch & Learn URL: https://otube.oracle.com/media/Restaurant+Business+Analysis-+Lunch+%26+Learn/0_nawj4oub
 - [PPTX for above](#)
- [ROI Process](#)
- [Requirements elicitation guide](#)
- [Inset Day Speaking Up Training](#)