



Korcomptenz
Total Technology Transformation

Mutual Value Discovery Workshop

**Align Leaders. Identify Value.
Build a Practical
Transformation Roadmap.**

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Expert-led transformation for product-centric and regulated industries

Korcomptenz's Mutual Value Discovery (MVD) Workshop is a focused, consulting-led engagement that helps leadership teams cut through complexity and align on where transformation should create measurable business value.

For CIOs, CFOs, COOs, and business leaders, digital transformation can no longer be judged by project completion alone.

Boards and executives now want proof:

How does technology improve growth, margin, resilience, compliance, productivity, and operational performance — and how fast?



The Korcomptenz MVD Workshop

What?

A structured one-day session

For Whom?

Client leaders

The After effects

Diagnose Bottlenecks,
Identify Value Opportunities,
Prioritize Initiatives,
Co-create Transformation Roadmap

All, with...

Clear ownership,
Metrics, and
first 90-day action plan

MVD is not a sales demo. It is a business-value working session designed to reconnect leadership, process, data, systems, and outcomes.

Why MVD Matters

Many enterprises have invested heavily in digital transformation, yet still face:



Fragmented systems
and disconnected
initiatives



Unclear ROI
from technology
investments



Manual workarounds
and process
inefficiencies



Siloed or unreliable
data



Regulatory and
compliance pressure



Low adoption after
major implementations



Transformation fatigue
across business teams

MVD brings clarity by asking a sharper question:

Where can transformation create measurable value – and what should we prioritize first?

Typical client involvement includes:



Pre-work alignment:

60–90 minutes to confirm
priorities, participants, and
available context



Workshop participation:

A half-day to one-day
structured working session with
business, technology, finance,
and operations leaders



Roadmap review:

60–90 minutes to validate
findings, confirm priorities,
and align on next steps

Korcomptenz manages the workshop structure, facilitation, expert participation, and synthesis of findings so client teams can focus on business priorities, constraints, and decision-making.

Where MVD Can Be Applied Across the Korcomptenz Portfolio

1. ERP Transformation and Modernization

For organizations evaluating ERP modernization, SAP S/4HANA, Microsoft Dynamics 365, Business Central, ERP consolidation, migration, or optimization, MVD helps build the business case before the platform decision.

Value Focus

Process standardization, cost reduction, operational efficiency, reporting, compliance, and adoption.

2. SAP Transformation

For clients managing ECC complexity, S/4HANA readiness, clean core strategy, customizations, integrations, and process debt, MVD helps define a governed modernization path.

Value Focus

Risk reduction, simplification, compliance, automation, analytics, and value realization.

3. Microsoft Dynamics 365 Value Realization

For clients already using Dynamics 365 but not realizing full value, MVD identifies underused capabilities, manual workarounds, reporting gaps, and automation opportunities.

Value Focus

ERP/CRM optimization, Copilot readiness, Power Platform, Fabric, process adoption, and business productivity.

4. Data, Analytics, and AI Readiness

For organizations with fragmented data or limited decision visibility, MVD identifies how trusted data, analytics, Microsoft Fabric, Power BI, AI, and governed KPIs can improve business performance.

Value Focus

Data quality, forecasting, customer/member 360, profitability, margin leakage, risk visibility, and AI readiness.

5. Agentic AI and Automation

For clients exploring AI agents, Copilot, RPA, Power Platform, and workflow automation, MVD helps identify where intelligent agents and automation can deliver measurable productivity gains.

Value Focus

Repetitive workflows, exception handling, approvals, service operations, finance automation, supply chain workflows, and human-in-the-loop governance.

6. Altiris and Operational Intelligence

For manufacturing, supply chain, logistics, and operations-heavy enterprises, MVD can identify where operational data can become predictive decisions and measurable actions.

Value Focus

Production exceptions, quality root-cause analysis, supplier risk, inventory intelligence, predictive maintenance, warranty insights, and shop-floor visibility.

7. Cloud and Application Modernization

For organizations facing legacy applications, technical debt, cloud cost concerns, or modernization uncertainty, MVD helps prioritize what to modernize first based on business impact.

Value Focus

Application rationalization, cloud readiness, resilience, security, cost optimization, integration modernization, and AI-ready architecture.

8. CRM, Customer, and Service Transformation

For organizations focused on revenue, retention, customer visibility, field service, or service productivity, MVD helps map customer-facing transformation opportunities.

Value Focus

CRM modernization, customer 360, service automation, sales productivity, field service, marketing alignment, and experience improvement.

9. Supply Chain, Logistics, and Warehouse Modernization

For businesses facing inventory gaps, fulfillment issues, logistics complexity, working capital pressure, or warehouse inefficiency, MVD helps prioritize supply chain value levers.

Value Focus

Demand planning, inventory optimization, WMS, TMS, OTIF, replenishment, supplier risk, route visibility, and warehouse productivity.

10. Compliance, Quality, and Regulated Operations

For regulated industries such as life sciences, healthcare, food and beverage, chemicals, and medical devices, MVD helps align systems, data, and processes to support auditability and control.

Value Focus

traceability, QMS/LIMS integration, validation, inspection readiness, deviation workflows, recall readiness, and compliance reporting.

11. Managed Services and Continuous Optimization

MVD can also be applied after implementation to help clients improve support models, reduce incidents, prioritize enhancement backlogs, and drive continuous value.

Value Focus

AMS optimization, cost reduction, performance improvement, reporting, automation backlog, service levels, and quarterly value reviews.

12. M&A, Carve-Outs, Integrations, and Consolidation

For organizations managing acquisitions, divestitures, multi-ERP landscapes, or fragmented business units, MVD helps define a clear integration or separation roadmap.

Value Focus

ERP consolidation, application rationalization, process harmonization, data alignment, integration sequencing, and operating model design.

Case Studies

1. ERP Transformation and Modernization

Streamlining operations with RPA, data foundations, and governed process improvement for Global Electronics Manufacturer

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2. SAP Transformation

Creating a resilient digital core for product-driven manufacturing, supply chain visibility, and global operational scale.

[Read More >>](#)

3. Microsoft Dynamics 365 Value Realization

Improving data accuracy, boosted fulfillment speed, and laying the foundation for scalable growth for a manufacturer.

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4. Agentic AI and Automation

Streamlining operations with RPA, data foundations, and governed process improvement for Global Electronics Manufacturer

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5. Altaris and Operational Intelligence

How a global optics leader collapsed a two-day reporting cycle to 15 minutes.

[Read More >>](#)

6. Cloud and Application Modernization

Discover how we helped a leading charity achieve 99.9% uptime, slashing costs by 40%

[Read More >>](#)

7. CRM, Customer, and Service Transformation

From Paper to Power: A Retail Bank's 360° CRM Transformation

[Read More >>](#)

8. Supply Chain, Logistics, and Warehouse Modernization

Accelerating pick-to-ship, predictive budgeting, and AI-driven warehouse insights.

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9. Managed Services and Continuous Optimization

Fuelling luxury fashion brand growth with enterprise infrastructure managed services.

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10. M&A, Carve-Outs, Integrations, and Consolidation

Zero-Downtime SAP Carve-Out for Multi-Plant Chemical Manufacturing

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The Trust-First Lens

Every MVD discussion is framed around three executive questions:

Can we trust our operations?

Are processes resilient, compliant, scalable, and designed to support quality, safety, traceability, and performance?

Can we trust the experience we deliver?

Are customers, employees, partners, suppliers, and stakeholders receiving consistent, transparent, and timely experiences?

Can we trust our numbers?

Are decisions based on governed KPIs, reliable data, clear benefit logic, and trusted performance visibility?

This trust-first lens shifts transformation from a technology initiative to a strategic capability that strengthens control, confidence, and growth.

Korcomptenz's Digital Operating Model



MVD Methodology

1. Align Leaders

Clarify business priorities, strategic outcomes, transformation goals, and what value means across business, finance, operations, and technology.

Output: Shared executive alignment.

2. Diagnose Complexity

Identify bottlenecks, process gaps, data issues, operational constraints, system fragmentation, and areas of value leakage.

Output: Current-state constraints.

3. Apply the Trust-First Lens

Assess confidence in operations, experience, and numbers to identify where the business needs stronger control, visibility, and reliability.

Output: Confidence gaps and governance needs.

4. Map Value Opportunities

Connect improvement opportunities to measurable value levers such as revenue, margin, working capital, productivity, risk reduction, compliance, and resilience.

Output: Prioritized value opportunities.

5. Explore Feasible Paths

Evaluate readiness, dependencies, risks, technology fit, data maturity, change capacity, and practical transformation options.

Output: Recommended improvement path and sequencing.

6. Define the Roadmap

Build a pragmatic roadmap with initiatives, owners, metrics, dependencies, milestones, and early-value actions.

Output: Transformation blueprint and first 90-day plan.

7. Bridge to Execution

Translate the blueprint into implementation, modernization, automation, analytics, AI, managed services, or continuous optimization.

Output: Execution plan.

What Happens During the Workshop

During the MVD Workshop, Korcomptenz creates a structured environment where business and technology leaders can move from broad transformation discussion to a clear, prioritized value roadmap.

The workshop typically includes:

- | Executive alignment on strategic priorities and business outcomes
- | Design thinking-led facilitation to surface challenges, opportunities, user needs, and decision barriers
- | Industry expert input to bring relevant benchmarks, use cases, and sector-specific transformation patterns
- | Functional and technology consultation across ERP, CRM, SAP, Microsoft Dynamics 365, data, analytics, AI, automation, cloud, supply chain, compliance, or managed services
- | Current-state diagnosis to identify bottlenecks, process gaps, system fragmentation, data issues, and value leakage
- | Value mapping to connect pain points with measurable business outcomes
- | Prioritization exercises based on business impact, urgency, feasibility, readiness, and dependencies
- | Roadmap development to define initiatives, sequencing, metrics, owners, and first 90-day actions

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The goal is not to overwhelm the client with technology options. The goal is to help leaders make better transformation decisions by clarifying where value exists, what should be prioritized, and how to move forward with confidence.



Korcomptenz's Upfront Investment

MVD reflects Korcomptenz's belief that transformation partnerships should begin with value, not a sales pitch. As part of our client-first approach, we make an upfront investment in understanding the client's business context before recommending a solution.

This upfront investment may include:

- | A complimentary consultation to understand strategic priorities, transformation challenges, and desired outcomes
- | Preparation by Korcomptenz industry, functional, and technology experts before the workshop
- | Review of available context, including current systems, process challenges, transformation goals, or known operational bottlenecks
- | A structured workshop facilitated by Korcomptenz consultants, design thinking practitioners, industry specialists, and solution experts
- | A practical output that helps the client understand priority opportunities, early-value actions, and possible transformation paths

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This approach ensures that any future recommendation is grounded in business value, operational reality, and measurable outcomes.

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What Clients Walk Away With

After an MVD Workshop, leaders gain:

Faster alignment across business, operations, finance, and technology teams

Clear line of sight from initiatives to revenue, margin, working capital, risk reduction, and performance

A prioritized roadmap with early-value milestones

A first 90-day action plan

Defined ownership, metrics, and execution sequence

Greater confidence that **transformation is co-owned** by the business and grounded in measurable outcomes

Korcomptenz's Mutual Value Discovery Workshop helps enterprises turn transformation intent into an accountable value plan — connecting business priorities, operational constraints, trusted data, technology opportunities, and execution ownership.

From strategy to accountable execution.



Korcomptenz

Total Technology Transformation

Thank you for reading

A Client-First Approach to Transformation Value

At Korcomptenz, we believe meaningful transformation begins with upfront investment, shared understanding, and a client-first mindset.

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