

AH TECH: Technology Adoption Service

The mission of Software and SaaS solution providers is to create real technology enabled solutions that solve **challenging, broad-scale problems**. Often there is a gap on the customer adoption side of these technologies in integrating a new solution or technology in a way that fully realizes all benefits. There are numerous points of integration and impacts that must be considered and planned.

AH Consulting partners with customers and solution providers to create technology adoption frameworks that work best for the intended service or product tailored for a specific customer.

Critical success factors

- 🔗 Customer value realization focus
- 🔗 Leadership alignment and engagement
- 🔗 Holistic, big picture perspective
- 🔗 Aligned change management plan
- 🔗 Aligned communication plan
- 🔗 Clearly defined success criteria that are met

Designed to spotlight and catalyze

- Making it pleasant and engaging for all parties
- Clarified value expectations for all parties
- Correct stakeholder engagement and no disconnects
- Thorough impact analysis and planning
- Right people involved at the right time on the same page
- Simplified approaches with prioritized deployment
- Great communication and appropriate organization
- **HAPPY, SUCCESSFUL CUSTOMERS!**

