

Solution Assessment



Solution Overview

The need to effectively execute change is a serious challenge for the payments management executive. Managing change requires careful planning to ensure that the desired results are achieved and budgets are met. The KeyPoint's Solution Assessment approach is the first step in your change management cycle. The Solution Assessment project will analyze the current situation, assess the future strategy, perform a high-level gap analysis and define a plan for migration to the target future state.

Business Needs

Solutions to business challenges often require significant corporate change:

- Entering new lines of business with existing or new products and services
- Conversion activity associated with mergers and acquisitions
- The deployment of new technology to replace outdated systems
- Web-enabling business processes to gain competitive advantage
- Contactless RFID or smart card for POS and online services

Business Solutions

KeyPoint has developed a proprietary solution methodology to assist the card industry with the planning and management of change. The Solution Assessment methodology centers around the business functions found in a card processing environment and is supported by our *StartPoint* best practice templates and a repository of card industry data used to study your card industry environment and evaluate capability.

Company Information

KeyPoint provides planning, analysis, definitional and advisory services to leading organizations in the payments industry that seek to improve their operational performance, efficiency and profitability through the use of best practices and technology. KeyPoint has assisted over 450 clients in over 50 countries implement practical, cost effective solutions to address the challenges and opportunities that clients face.

PROJECT PHASE	PROJECT DELIVERABLES
Step One: Collect Current State Information	Detailed report addressing the current state of each business function pertinent to the contemplated change
Step Two: Gap Analysis Performed	Gap analysis between the current state and the StartPoint Solution Platform best practices repository
Step Three: Develop Recommendations	Recommendations for filling gaps which recognize the key strategic elements of the management of risk, time and cost improvements
Step Four: Identify Next Steps	A final report of all findings and suggested next steps, presented in a written and presentation format



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