

# HP CMS Best Practices

## Program Objectives

- Ensure consistent message and delivery to customers
  - Through a standardized approach to architecting and delivering CMS solutions
  - Through focused training of HP and Partner resources
- Drive deeper and longer term customer relationships through value creation
  - Work with customers to develop near, mid and long term CMS solution roadmap and to deliver against that roadmap
- Accelerate on-boarding of CMS capable resources and improve HP and Partner services margins
  - Shorten learning curves for new resources
  - Reduce the cost of training for new resources

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## Deliverables and Outcomes



### *Deliverables*

- CMS value discovery workshop
- CMS strategy guide
- CMS Solution Blueprint
- CMS Best Practice Library
- CMS Implementation Services

### *Outcome*

- Deliver a CMS strategy roadmap to customer
- Business initiative focused with high short term ROI
- Delivers standardized HP design and architecture principles
- Directly targeted at customer's business priorities
- Designed to significantly lower implementation cost