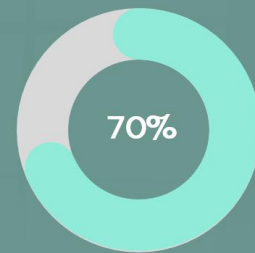


## Mitigating People-Side Risk

Managing resistance to change starts with understanding it. The introduction of new technology in the workplace has historically posed a major threat to the worker's sense of security, stability and purpose. Key reasons people resist change can include:

- Fear of the unknown
- Not being consulted
- Lack of communication
- Threat to expertise or status
- No clear benefits or value
- Unclear on the need for change
- Effort required to learn
- Lack the skills to use it the new technology
- Distrust management
- Hardwired habits
- Lack agency



### Organizational Change Project Fail Rate<sup>1</sup>

Managerial capacity to implement change management has been woefully under-developed.

## Our Capabilities



Technology Roadmap



Digital Knowledge Management



Leadership Development & Succession



Project Management Optimization



Workplace Analytics



Adoption Planning



Champions Network



Blended Training



Custom Videos & Communications



Performance Management

### Strategic

### Solutions

## About Seer

**Seer Strategic Solutions** is your premier Microsoft partner for developing, implementing and reinforcing a digital transformation initiative aligned to your end user population. Our services follow a proven social science approach that drives the following outcomes:

- Generate solutions to business challenges
- Develop awareness and support for improved productivity and efficiency
- Maximize end user satisfaction, adoption and performance
- Positively embed organizational change
- Increase the likelihood of project success
- Improve return on investment

## Contact Seer

Sheila Volante  
 (310) 256-9639  
[consultant@seersolution.com](mailto:consultant@seersolution.com)

Jason Price  
 (702) 659-7220  
[jp@seersolution.com](mailto:jp@seersolution.com)

Web [www.seersolution.com](http://www.seersolution.com)

## Why Partner with Seer?



Value-Added Services



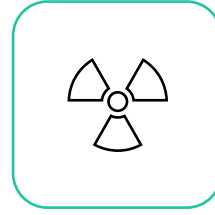
Maximize Project Success



Overcome Obstacles to Change



Improve End User Experiences

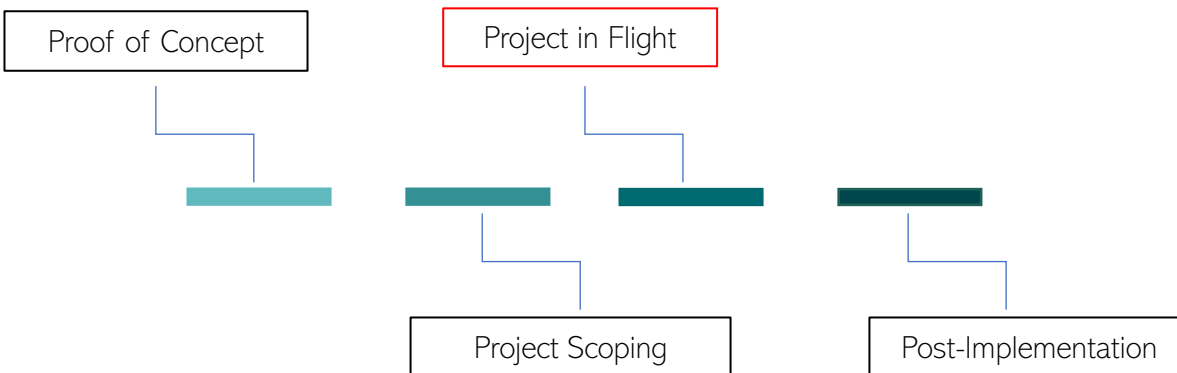


Mitigate Migration Risks



Expand M365 Applications for Your Clients

## When Should You Partner with Seer?



The best time to partner on a client engagement is during the two initial stages. However, the need for change consultants is often realized while projects are in flight, nearing completion, or after completion.

## Ready, Set, Go with Seer!

1. Seer and Partner Leadership meet to forge Partnership Agreement (MSA).
2. Seer Architect and Partner Sales Team meet to coordinate leads, pitches, and scoping process.
3. Seer Architect and Partner Marketing Team build co-branded marketing assets, proposals and SOW template.
4. Partner Sales invites Seer Architect to pitch calls and proposal reviews.
5. Partner Sales closes the deal.
6. Seer Architect and Partner Project Manager write Seer MOU.
7. Seer Consultant, Partner Sales and Project Team conduct internal handoff.
8. Project Manager schedules external kickoff with client team and Seer Consultant.
9. Seer Consultant and Project Team execute project and overcome challenges.
10. All hands review project success, business outcomes, and roadmap at Project Close.