

# 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. KeyPoints' Solution Assessment 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- The deployment of new solutions or renovation of existing ones to replace or improve outdated systems
- Web-enabling business processes to gain competitive advantage
- New form factors such as contactless RFID, EMV require adoption

## Business Solutions

KeyPoint has developed a proprietary assessment approach leveraging the *StartPoint* Knowledge Base to assist the card industry with the planning and management of change. The Solution Assessment centers around the business functions found in a card processing environment. *StartPoint* best practice and requirements templates are used to study your processing environment, evaluate capability and determine level of compliance against your organizations' business strategy.

## 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 500 clients in over 60+ countries implement practical, cost effective solutions to address the challenges and opportunities that clients face.

PROJECT PHASE	PROJECT DELIVERABLES
<b>Step One:</b> Collect Current State Information	Detailed report addressing the current state of each business function pertinent to the contemplated change
<b>Step Two:</b> Gap Analysis Performed	Gap analysis between the current state and the <i>StartPoint</i> Knowledge base templates
<b>Step Three:</b> Develop Recommendations	Recommendations for fulfilling gaps which include the key strategic elements of the management of risk, time and cost improvements
<b>Step Four:</b> Identify Next Steps	A final report of all findings and suggested next steps, presented in a written and presentation format



Solution Assessment  
A StartPoint® Best-Practice Service