

*e3*

---

**Explorer Workshop**  
**From Vision to Decision**





## About e3

e3 stands for IT security – and has done so for over 20 years. Our strength are future-proof software solutions that protect companies against data loss and cyber attacks. We make companies fit for the digital transformation and help them manage and protect their data according to the applicable regulations. We support companies in realising forward-looking business models by creating opportunities and reducing risks. In everything we do, we always keep an eye on technical and social developments: our solutions are designed to meet tomorrow's challenges as well as today's.





## **Explorer Workshop: for whom?**

Whoever stops will be overtaken – this is true for companies in every sector and especially in IT. Companies are always faced with major strategic decisions: be it upgrading the company with a data loss prevention initiative, to achieve end-to-end digitalisation of business processes or prepare for the challenges of the cloud. How will the new strategy affect the core business? Which approach is appropriate for your specific business field, which factors should be considered? What course must be set today in order to be prepared for the future?

In such cases, an in-depth analysis provides clarity in a short time according to a proven procedure. For twenty years, e3 has been advising clients who are faced with a strategic decision and want to translate a vision into concrete measures with a realistic timeframe and budget. Based on this experience, e3 has developed a topic-neutral workshop model that is basically suitable for any issue.



## From vision to decision

### Setting

The client sends a maximum of six to eight participants to the workshop: these should be the experts from the business area concerned. On the part of e3, a topic expert normally leads the workshop and is supported by a second specialist who ensures the process and the taking of minutes. Clients benefit from the in-depth specialist knowledge and extensive experience of our experts. At the end of the workshop, the e3 experts present the results and the client receives a final report in the format of their choice.

### Time Frame

The workshop follows a fixed schedule: The standard model assumes 10 person days, of which 2 days with 2 e3 specialists (= 4 person days) take place as an onsite workshop. We recommend that you plan a time gap between the individual onsite days: here, the e3 experts carry out an important intermediate step. The remaining days are for preparation, synthesis from the first part and post-processing/final presentation.





## Workshop Procedure

### Preparation

In the run-up to the event, telephone consultations are held with the participating specialists. The e3 experts record the initial situation in detail and can plan the workshop in a target-oriented way.

### Vision

The first attendance module of the workshop is dedicated to the vision: What do the participants want for their company? Where should it develop, what potential still lies fallow? Here, all participants can contribute their ideas without restrictions; even supposedly unrealistic proposals have their place. Moreover, by making every opinion count, potential conflict is eliminated. The desired goals worked out in this way are then sorted according to priority areas.

#### **Result:**

A «tour d'horizon» of where the company could develop and a list of (possible or unrealistic) goals grouped by focus.

### Actual Situation

In the second attendance module, the actual situation is objectively recorded. Where does the company stand today? What are its strengths and weaknesses? How is it positioned compared to the competition? It is in the interest of the client to present the current situation in an unvarnished way in order to provide a realistic picture.

#### **Result:**

An overview of the current situation and challenges, listed by focus.



### Interim Step

Following the first presence day, the e3 consultants superimpose the vision and the actual situation: the resulting gap provides an initial overview of how much the vision deviates from the current state.

#### **Result:**

e3 consultants determine the gap between actual situation and vision: on the one hand the current situation, on the other both realistic and unrealistic desired goals..

### Delta

The gap thus determined shows where the current situation and the vision diverge. Now it is time to analyse the list of desired goals: which ones can be achieved, which ones cannot? Elimination criteria can be budget, capacity or technology level. After this triage, the participants turn to the realistic goals and prioritise them: what must, should, can be realised?

#### **Resultat:**

A prioritised list of achievable goals.



## Measures

The last workshop module deals with the question of how the previously prioritised goals can be achieved. A concrete action plan is drafted for implementation: Each measure flows into a concrete plan and is divided into phases according to previously determined priorities. In this way, mutual dependencies in the project process also become apparent.

### **Result:**

A concrete plan of action, structured by phases and with realistic effort estimates.

## Final Report

After the workshop, the e3 experts prepare a final report and present it to the client. Depending on the scope of the workshop (short, standard, long), the result is an initial assessment, a sound strategy or a fundamental concept. In addition to the presentation, the client receives the original documents from the workshop at his free disposal.

### **Workshop Results:**

The client is ready for the strategic implementation of his plans.



## From vision to decision-making

From a rough overview of desirable goals to a concrete action plan: Within just a few days, the e3 experts work out a roadmap for the company together with the customers. The structured approach allows for an in-depth analysis of the current situation and the prioritisation and concretisation of the goals. At the end of the workshop, the client has a comprehensive picture of the targeted goals and their interdependence. Thus, it is ready to undertake the strategic planning of its measures and to apply for necessary budgets.

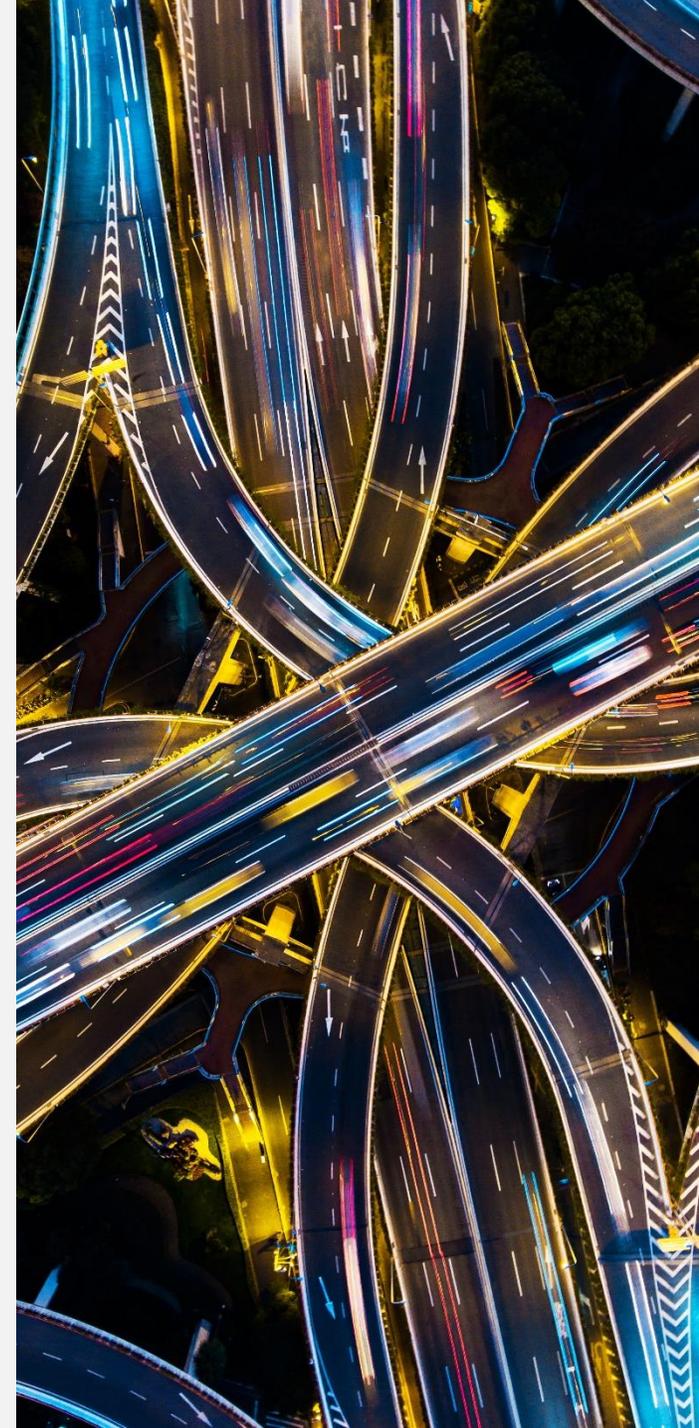
Both on the client side and on the

consultant side, subject matter experts are deployed: this enables a targeted approach and a very efficient way of working.

### Potential workshop topics:

Grundsätzlich lässt sich jede Fragestellung in einem Explorer-Workshop vertieft behandeln. Beliebte Themen bei unseren Kunden sind etwa:

- » Information protection
- » Data Loss Prevention
- » Secure digitalisation
- » Process maturity





## Workshop Variations

Workshop modules (in days)	Assessment of situation	Tactics	Strategy	Concept
Scoping & Preparation	0.5	1	2	4
Vision	0.25	0.5	1	2
Actual situation	0.25	0.5	1	2
Delta (differential vision-actual situation)	0.25	0.5	1	2
Gap, feasibility, triage	0.25	0.5	1	2
Measures	0.25	0.5	1	2
Post-processing	0.5	1	2	4
Presentation	0.25	0.5	1	2
<b>Total</b>	<b>2.5 days</b>	<b>5 days</b>	<b>10 days</b>	<b>20 days</b>
Participants on client's side (max.)	2	4	8	16
Specialists from e3	1x architect	1x architect 1 BA/PL	2x architect	1x architect 1x BA 1x PL



## Contact us

Put us to the test - we have the right answers to all your questions about security and digitalisation.

### **e3 AG Switzerland - Zurich**

Binzstrasse 24  
CH-8045 Zurich

» [engage@e3ag.ch](mailto:engage@e3ag.ch)  
» +41 44 400 46 56

### **e3 AG Switzerland - Berne**

Falkenplatz 3  
CH-3012 Bern

» [engage@e3ag.ch](mailto:engage@e3ag.ch)  
» +41 31 305 46 56

### **International Locations:**

- » Brasil
- » Germany
- » Netherlands



[e3ag.ch](https://e3ag.ch)



[LinkedIn](#)

