

Identity Management Roadmap Discovery Session

Are you considering implementation of an enterprise level Identity Management (IdM) solution and are not sure how to start? Dewpoint has implemented many successful Identity Management projects, resulting in the development of project best practices. Following these project practices can increase the success of any IdM project:

Dewpoint IdM Project Best Practices

- **Build A Business Case & Process**- Identity management technology realizes its goals only when applied to a sound identity management strategy, including documented business processes and use cases.
- **Sponsorship** – Project sponsors must have a vested interest in the business objectives of the project, have spending and decision making authority, and retain a cross-functional view of the project.
- **Project & Technical Leadership** – Full-time project management and IdM technical experience is essential to the implementation of an identity management strategy.
- **Phased Approach & Quick Return** –In allowing the overall enterprise solution to be segmented into more manageable parts, a project team can focus its attention to the most urgent, most beneficial, and visible areas of project scope and drive directly to those areas creating a quick return to your organization and its IT investment.

The IdM Roadmap Discovery Session Process

To assist our clients in the pre-phases of an IdM project and achieve the best practices outlined above, Dewpoint has developed a methodology that steps the client through a process called an **IdM Roadmap Discovery Session**. In this structured meeting, Dewpoint helps you bring clarity to the business and technology needs of your project. When the session is completed, Dewpoint delivers an IdM Roadmap Report which provides an overview of your projects business drivers, technology requirements and next step action plan.



Program Elements

Dewpoint will assist the customer with the following IdM Roadmap functions:

Discovery Session Planning

Dewpoint will work with the client's project lead to conduct pre-planning sessions, over the phone, to collect background data prior to the Discovery Session. As part of this pre-planning phase Dewpoint will:

- Provide Discovery Questionnaire
 - *Understand business requirements*
 - *Assess technology requirements*
- Facilitate planning discussions prior to meeting
- Compile questionnaire results to guide the Discovery session

Discovery Session

Dewpoint will facilitate the IdM Roadmap Discovery Session to assist the client with capturing and documenting project plans as required. The goals and objectives of the Discovery Session are based on your current project planning needs, as specified by your team. Dewpoint facilitates and staffs the meeting with IdM subject matter experts, with the goal of producing the IdM Roadmap Report which can be used as the basis for your project going forward. Many of our clients use the IdM Roadmap Report, which is built around their business objectives, as a basis for their generation of RFPs, internal business case justifications and project planning.

The IdM Roadmap Discovery Session objectives are tailored to your project requirements captured during the Discovery Session planning step. The IdM Roadmap Discovery Session often reviews the following:

Inventory & Assess

Current Enterprise Assets

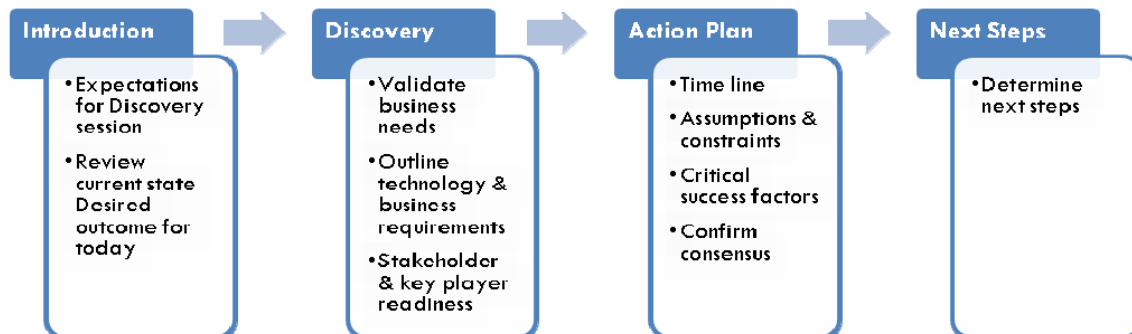
- Business strategy and IT related business process
- Utilization of authoritative identity sources for backup and reference
- Define business environments and requirements
- Outline current technical environment and requirements

Design & Deploy Enterprise Infrastructure Components

- Technical discussions and presentations tailored to clients needs
- Map solutions to client's business priorities
- Discuss integration issues and prioritizing the solutions

Agenda

The following represents a typical IdM Roadmap Discovery Session agenda:



Documentation – IdM Roadmap Report

All the steps in the planning and Discovery Session process will be documented, including all questionnaire answers, an overview of business and technical drivers identified, technical environment data and recommendations made in the IdM Roadmap Discovery Session. These will be provided in an IdM Roadmap Report.

Program Deliverables

- Pre-planning phone sessions
- IdM Discovery Questionnaire
- Facilitate planning discussions prior to meeting
- Compile questionnaire results to guide Discovery session
- Facilitate “IdM Roadmap Discovery Session”
- Provide IdM subject matter expert for session
- Provide IdM Roadmap report

Program Fee: \$8,000

Program fee subject to change. Contact your Dewpoint representative to confirm. Version 1; 01/28/2009

*Travel expenses are not included in the above cost of the service. Any travel expenses expected to be incurred in association with delivery of this service will be approved in advance by client and invoiced separately.

Identity Management Roadmap Discovery Session



Statement Of Work

Purpose

The purpose of the Identity Management Roadmap Workshop is to assess our clients Identity Management readiness. The IdM Roadmap Report will consist of a high level assessment, based on information provided by the client, which will recommend the next steps that are required to achieve their objectives. Based on an assessment of our clients' readiness, next step recommendations may include further requirements definition, technical architecture planning or an actual IdM implementation.

Responsibilities

In order to ensure a successful project, it is important that both organizations identify and the following responsibilities:

Dewpoint Responsibilities

- Dewpoint is responsible for all tasks within this Statement Of Work

Client Responsibilities

- Provide access to Client technical personnel
- Complete and return Discovery Questionnaire
- Identify stakeholders
- Schedule and participate in planning discussions
- Schedule the Discovery Session and invite participants
- Distribute Discovery Session overview
- Client will be responsible for collecting and providing Dewpoint, Inc. the information necessary to successfully complete the tasks included in this statement of work

Assumptions

- The IdM Roadmap Report will be based on information provided by the client only
- The IdM Roadmap Report is not intended as a replacement for business requirements definition (BRD), technical architecture design or systems design documentation
- The IdM Roadmap Report will not provide implementation or project management level detail

This engagement will be scheduled after receipt of a signed copy of this Statement Of Work and a purchase order.

- Dewpoint will invoice for the services associated with this engagement upon completion of the deliverables and meeting the associated acceptance criteria
- Payment terms are net 30 days
- The signature below represents approval of the above Statement Of Work; the affixed signature provides all authorization to proceed with the project

Client Name

Date

PO Number