

DISCOVERY AT THE SPEED OF CONVERSATION

Your customer looks to you to set the gold standard for their digital future, yet you still run your discovery sessions with whiteboards, paper and pens.

It's a tried and tested approach, used by most of your competition, but it is time consuming, prone to mistakes and very manual.

Customer's love Digital Discovery workshops with high levels of engagement, interaction and a focus on the flow of work within the organisation. Skore's guided approach and intuitive interface ensures focus while saving time by capturing the information straight to a digital format at the speed of conversation.

No more photos, write ups and transcribing to documents then sharing via email days after the workshop. With Skore you capture the information in a single place and share instantly through a browser.

Our implementation partners find that Skore is up to five times faster than traditional methods of discovery and can save the customer as much as 75% of the cost.



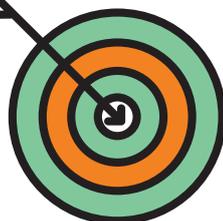
"With Skore we reduced our requirements gathering and analysis phase from 8 weeks to 2 weeks."

Toby Chisnall, Managing Consultant,
Ridgeline Consulting



"Every project we lead with Skore grows from the initial brief and delivers more value to our customers"

Kieron Jones, Technical Lead,
A2Z Cloud Limited.



BECOME THE TRUSTED ADVISOR

Customers don't always know what they need and look to you to help them answer that question. It's only when you fully understand their business that you can answer that and demonstrate the true value of what you offer.

With Skore you can show you understand your customer's business better than they do. You can explain why they feel the pain they do and how you can help them solve it.

Partners using Skore develop deeper and longer relationships with their customers that leads to more repeated business and larger opportunities.

ALWAYS DELIVER ON TIME AND UNDER BUDGET

Are you tired of working late and/or the weekends to finish a project? Does it sometimes feel like your customer is working against you:

- They don't always tell you everything you need to know up front
- They change their minds during implementation
- They're not always ready at key stages of the project

With Skore you build a common language between you and your customer to clearly define the scope, the requirements and the gaps. This ensures you are all working from the same page and removes the unexpected from the project.

The simple, and easy to use, approach means you can use the information to share with new users to help them get up to speed on the changes.



APPROACH BREAKDOWN

	Traditional	Digital Discovery
Workshop Approach	Whiteboard, Sticky Notes and Pens	Digital format - Map at the speed of conversation
Effort	Workshop, write up notes, transcribe whiteboard output to digital format	Capture directly into the tool and share instantly
Requirements Documentation	Documents, diagrams and spreadsheets	Single integrated model
Customer Sign-off	Documents and emails	Online approval against the model
Documentation Approach	Each consultant uses their own format	Standardised approach across the team