CUSTOMER SUCCESS STORY

IT company accelerates customer-centric go-to-market strategy with development program.

Fast Lane
www.fastlaneus.com

Hewlett Packard Enterprise

SIZE

10,000 + Employees

INDUSTRY

Information Technology

CHALLENGE

Executing senior leadership's strategy and vision for CAPSTone, a development program to support the implementation of a customer-centric go to market strategy.

SOLUTION

Staff Augmentation- Learning Project Management

Empowering Employees through Development Program

In 2016, HPE Senior Leadership articulated a strategy and vision for CAPSTone, a development program to support the implementation of a customer-centric go to market strategy. Modeled after an Executive MBA, CAPSTone was designed to advance the expertise of the organization's Enterprise and Solutions Architects to develop solutions aligned with HPE customer's goals and challenges.

Program Administration, Managed

In year one, Fast Lane provided a resource to manage the administrative side of the program. With her on the team, HPE SMEs were able to develop the HPE-focused technology subject matter without worrying about the details and day-to-day activities of managing classes, monitoring the various communication channels with stakeholders, and providing support for CAPSTone's session presenters.

Bespoke Optimization

As an embedded resource and member of the HPE team, we developed an understanding of the organization's culture and 'language.' We evaluated the participants' program feedback and shared the results with CAPSTone leadership. Using this feedback, we helped redesign the program to decrease its overall length, add activity-based learning as a key component, and align soft skill development to support the technologies being introduced. In program feedback, participants shared how the program gave them the skills to work closely with their internal teams, partners, and customers to propose solutions that helped HPE and their customer's organizations achieve their business goals.

FAST LANE STAFF AUGMENTATION: LEARNING PROJECT

You have a great idea for a program designed to build the skills and knowledge of your team and move the company forward. But, how do you implement and support this new program when your project list is already too long?

Fast Lane Staff Augmentation allows you to have a professional who can act as a member of the team and help you implement that critical idea. Fast Lane will 'virtually' embed their staff member with you to help you take your concept and make it an effective reality.

With Fast Lane as your team member, you can:
- use Fast Lane's resource bank of industry best practices to implement your ideas
- focus on program content and let us manage the 'admini-trivia'
- keep the program on track as we apply proven project management techniques

TESTIMONIAL

We just finished a tough day with CAPSTone and I wanted to let you know that I'm very happy with Karen and her contribution to the program. She's jumped into the program and taken ownership of tasks with no hesitation. She's already a trusted member of the program and, personally speaking, I feel 100% confident that she's going to keep us on track for the rest of the run. She managed to hang in for almost 8 hours of continuous technical discussions today while staying on top of IM's, emails, etc. She did better than me! Thank you for finding such an amazing replacement for Sue. We're looking forward to expanding this program into FY17, especially into the Global team.

MICHELLE SISSONS
SOLUTION AND TECHNOLOGY ENABLEMENT MANAGER