



Strategic Advisory Service

About Knowledge Factory

Knowledge Factory is an international specialist unit within Advania bringing the absolute best infrastructure consultants together.

At our customers, we take leading roles in driving the customer development forward. We have the capacity to deliver solution architecture and project management, but we also deal with advanced technical challenges.

Our consultants are happy to lead courses and workshops and are often seen as speakers at international gatherings for IT professionals.

Knowledge Factory works with customers that want to develop together with us at the cutting edge of technology. Our customers consist of organizations of many different sizes and are located both in Sweden and abroad.

Some of our leading customers are Husqvarna, Handelsbanken, TUI, Sandvik, Santander, Skanska, Dustin, Clas Ohlson and Nordnet.

Why would you need a Advisor?

The world of information technology is rapidly changing, and many companies find themselves in the midst of a major technological shift. Cloud technologies are becoming mainstream, but the cloud strategy you decided last year might already be outdated.

It is incredibly difficult for business executives and IT decision makers to stay up to date with new technology at the same time they are expected to drive their own business operations forward. How can one be sure which new function is best for a particular purpose? Will it still be there a year from now, and will it work the same? How should you manage security when everything is online? Is it even legal to use public cloud services in the public sector? Not to mention the struggle in getting end users to understand and adopt all the new technology so you actually get some business value out of all the work.

Cloud services provide fantastic new opportunities, but also raise a huge number of questions. Our Strategic Advisors work daily to answer these questions together with our customers, and our expertise is unique in the market because we understand both the underlying technology and the strategic business aspects of IT.

We want to share our knowledge with you and build a long-term relationship where we work together to figure out which solutions are suitable for your organization and how you can implement them at a realistic pace.

The Strategic Advisory Service

Our advisors have the benefit of enjoying a high level of trust with our clients based on our ability to contribute relevant information and guidance in complicated decisions. When you sign up for the Advisory Service, we will assign you a dedicated Strategic Advisor who is responsible for building our relationship and help drive your strategy.

The Advisor works in parallel with many different clients and therefore keeps up to date on different solutions and which of them work well in practice. Our understanding of how to solve a problem across different industries and in companies of different sizes helps you make confident decisions regarding your own IT-environment.

As our relationship develops, we will gain a deeper understanding of your organization and guide you through the constant buzz of new technologies by highlighting the solutions that are well suited for your specific business and conditions.

The main method of achieving this is the monthly Advisory Sessions where you connect with your Strategic Advisor to discuss current challenges and plan upcoming activities.

The agenda for each session is flexible and could consist of everything from a quick check-in over lunch to a workshop for the entire IT-department around a specific topic. It is the responsibility of your Advisor to keep the sessions relevant to your needs and make sure that you maintain your strategic perspective through your day-to-day projects.

Your Advisor is always accessible, either through direct contact, or through the dedicated customer Team in Microsoft Teams which is created for our collaboration. The members in the customer team include our other Strategic Advisors, which gives you access to our collective knowledge whenever you need it.

As we also have access to technical specialists across Advania, we also offer a quick and easy way to get hand-on assistance if you ever find that your own time and resources are not enough.

Delivery Details

Value proposition

- ◆ Have your decisions backed up by a Strategic Advisor with deep understanding of the market and IT-technology landscape.
- ◆ Develop your own knowledge and understanding of IT-strategy and network with other IT decision makers.
- ◆ Align your business priorities with your IT-strategy and gain a better understanding of the demands imposed on your organization by using modern solutions.
- ◆ Easy access to advice and technical expertise when you need it. You will never get stuck waiting for help!

Included components

- Recurring monthly advisory session with your Advisor, focused on helping you and your organization to reach your goals and drive your business forward.
- Dedicated Microsoft Teams collaboration area where you may ask questions at any time and get quick answers from our full team of Strategic Advisors.

Easy access to Advania

Additional Advisory sessions, deep technical experts and hand-on help are available at an additional cost.

Get started now

It is easy to get started regardless of where you are in your journey. Our flexible agreement terms allow you to try the service without committing to a long-term contract. We are confident that you will enjoy our service, but in case we fail to meet your expectations you may leave the service at any time without additional costs.

