

The implementation is moving. *The requirements aren't.*

The vendor is selected and the blueprint is underway. The platform will faithfully encode whatever operating model it finds. Before configuration hardens, what the business actually needs the technology to enable can be stated.

CLIENT INITIATIVE

ETEGY – THE ENABLEMENT READ

CLIENT + IMPLEMENTATION TEAM

ETEGY – GATING LOGIC

01 Funded lifecycle implementation A platform is bought to change how critical work moves — and design sprints are on the calendar.	02 Zero-based read of the lifecycle How work, value and decisions actually move through the lifecycle the technology targets — not the tool.	03 Pain/gain map Where the lifecycle loses and creates value — weighted, owned, by node — so configuration effort follows value.	04 Enablement requirements Functional, technical and target-state requirements — the operating difference the configuration must enable, stated before design lock.	05 Design, configuration, go-live Your team and implementation partner build against stated requirements rather than documented as-is process.	06 Value realization, gated Measures and evidence obligations attached to the requirements become the gating logic the benefit case is governed on.
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THE LIFECYCLES TECHNOLOGY TARGETS

SELL-TO-DELIVER Professional Services Automation (PSA) The work is sold. <i>Delivery economics still don't line up.</i>	QUOTE-TO-CASH The quote moves faster. <i>The problems move downstream.</i>
CONTRACT LIFECYCLE Contracts are digitized. <i>Obligations still leak value.</i>	SOURCE-TO-PAY Buying is digitized. <i>Spend control still breaks in the seams.</i>
RECORD-TO-REPORT The close is automated. <i>Finance still reconciles the truth.</i>	ISSUE-TO-RESOLUTION AI is entering the channel. <i>The work behind it hasn't changed.</i>

...and the other lifecycles enterprise platforms target.

AT GO-LIVE WITHOUT IT
Encode the as-is

VS
AT GO-LIVE WITH IT
Enable the change

Why fund a platform to change how the business operates — *then configure it around how the business operates today?*

A THREAD OF ITS OWN

The implementation keeps its calendar; the read runs beside it. What it attaches — measures and evidence obligations — becomes the spine the benefit case is governed on after go-live.

WHERE THE LINE SITS

We define what the technology must enable. We do not configure the technology itself. ETEGY does not load, configure, administer or implement the platform. Vendor decisions stay with the client, and the requirements are yours to keep — whoever builds against them.

THE WINDOW CLOSES WHEN CONFIGURATION HARDENS

If the design is open, start the read now.

Bring the implementation plan and the benefit case behind it.
Forty-five minutes. No deck. No prep.
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