

## PROFESSIONAL SERVICES HARMONY MOBILE JUMPSTART PROGRAM

The Harmony Mobile Jumpstart service is meant to assist with designing, deploying, validating and supporting your 'Go Live' of up to 20 users.



### THE SERVICE:

Harmony Mobile Jumpstart includes the following activities:

#### Design and Planning

- A. Discuss pre-requisites including but not limited to IP addressing, port communication, etc.
- B. Ensure the purchased software and licenses contain all the required components for the design.
  - I. Gather information related to end user devices including OS version and build.
  - II. Gather information related to MDM/EMM/UEM system and requirements.
  - III. Customer must have access to management systems as a full administrator.
  - IV. If using MaaS360 customer must have or request application IDs as provided by IBM (not locally available).
- C. Check Point Professional Services will document and depict the deployment to ensure the fundamentals are correct from the beginning.
- D. Validate user device environment and privacy requirements. IE: BYOD, corporate owned devices, COPE etc.
- E. Detailed 'Method of Procedure' documentation defining the entire install process.

#### Pre-production and Implementation

- A. Provide customer with the necessary cloud infrastructure access.
- B. Pre-production setup and configuration of up to one (1) Harmony Mobile management console.
- C. Define and assist in creation of Service Account/Administrative accounts needed within UEM.  
This will include accounts required for API connections to establish syncing between the systems.
- D. Addition of Application to the Enterprise application store within management system.
- E. Create required groups/OUs/policies within MDM/UEM/EMM solution to enact Harmony Mobile.
- F. Implement Zero Touch configuration for distribution and start-up of application (Protect) if requested.
- G. Configure Generic policy to match customer enterprise requirements within Harmony Mobile dashboard
- H. Customize Harmony Mobile setup email for customer if required (stand-alone users only).
- I. Validate that the deployment was successful.
- J. Define generic rule base and configure as per customer requirement.

#### Production Cutover:

- A. Out of hours cutover/Go Live assistance.

#### Knowledge Transfer:

- A. Management Setup, Installation and Maintenance.

# Professional Services Guide

**David Baud**



## **Professional Services Guide:**

Managing The Professional Service Firm David H. Maister, 2007-11-01 International expert and consultant David Maister offers a brilliant and accessible guide to every management issue at play in professional firms Professional firms differ from other business enterprises in two distinct ways first they provide highly customized services and thus cannot apply many of the management principles developed for product based industries Second professional services are highly personalized involving the skills of individuals Such firms must therefore compete not only for clients but also for talented professionals Drawing on more than ten years of research and consulting to these unique and creative companies David Maister explores issues ranging from marketing and business development to multinational strategies human resources policies to profit improvement strategic planning to effective leadership While these issues can be complex Maister simplifies them by recognizing that every professional service firm in the world regardless of size specific profession or country of operation has the same mission statement outstanding service to clients satisfying careers for its people and financial success for its owners

*Procuring and Managing Professional Services for Airports* Thomas A. Defant (Jr.), 2013 TRB's Airport Cooperative Research Program ACRP Report 87 Procuring and Managing Professional Services for Airports provides guidance for procuring and managing professional services at airports for use by airport owners and operators For the purposes of this report professional services include planning environmental architectural and engineering information technology financial legal and other key professional services provided to airports The report covers the procurement process including scoping pre selection process selection criteria evaluation and contract negotiations and processes for managing professional services contracts Publisher's description *The AT&T Documentation Guide*, 1993-06 Catalog of the most often requested AT T documents **Program Guide, Special Service**, 1959 *101 Marketing Strategies for*

*Accounting, Law, Consulting, and Professional Services Firms* Troy Waugh, 2004-04-26 Troy Waugh the rainmaker rainmaker has provided a well designed blueprint for selling professional services that skillfully draws upon his more than thirty years in the field This practical highly focused guide to the selling process can help our firms achieve sales successes measured not only by effort but also by bottom line results Howard B. Allenberg vice chairman and CIO BDO Seidman LLP Finally peerless focus on how to break into all aspects of the selling process and the currents of relationship and buyer development Learn how to build your personal and firm business more successfully Covers the process of relationship and buyer development Provides proven strategies from hundreds of the world's successful firms Order your copy today

*Winning the Professional Services Sale* Michael W. McLaughlin, 2009-08-06 An innovative approach to winning more profitable sales in the growing professional services industry In recent years professional services providers have had to rethink their sales methods and adapt to profound changes in the way clients buy services In response *Winning the Professional Services Sale* argues for fundamental changes in the seller's mindset and sales strategies Rather than pressing

the salespeople must help clients buy the way that works best for each client This new approach gives buyers what they now want in a services seller a consultative problem solver change agent and solution integrator all rolled into one Author Michael McLaughlin presents a strategy for winning new business with a holistic approach to each client relationship Only by fully understanding a sale from every angle including its impact on the client's business and career can salespeople thrive in the new era of the service economy

**Policyholder's Guide to the Law of Insurance Coverage** Peter J. Kalis, Thomas M. Reiter, James R. Segerdahl, 1997-01-01 Annotation The first comprehensive guide to insurance law written from the corporate policyholder's perspective Policyholder's Guide to the Law of Insurance Coverage provides expert guidance through the labyrinth of legal issues surrounding insuring instruments and underlying claims plus practical strategies and legal arguments to help you secure coverage for contested claims Policyholder's Guide addresses virtually every insurance related legal issue you are likely to encounter in the regular course of business as well as those issues unique to specialized industries or unusual situations including Liability policies Special liability policies First party policies Specialty first party property policies Environmental Marine and aviation Toxic tort Copyright claims issues Litigation in insurance coverage disputes Policyholder's Guide gives you in depth analysis of the latest court decisions plus current policy language and cutting edge legal arguments that you may use to advance your case You also get hundreds of case citations footnotes cross references checklists and other useful aids to make legal research easy

**Master Medicare Guide** Wolters Kluwer Law & Business, 2015-02-25 The 2015 Master Medicare Guide is packed with timely and useful information to help you stay on top of one of the most complex programs administered by the federal government The 2015 Edition includes Over 500 explanation summaries for all aspects of the Medicare program coverage eligibility reimbursement fraud and abuse and administration Highlights of the Protecting Access to Medicare Act of 2014 P L 113 93 and the Improving Medicare Post Acute Care Transformation Act of 2014 P L 113 185 the most recent physician fee schedule reimbursement fix A focus on the continuing implementation of the Affordable Care Act as it relates to Medicare including accountable care organizations and a tighter link between the quality of health care and Medicare reimbursement All discussions include cross references to relevant laws regulations CMS manual sections administrative and judicial decisions and more

Consulting Services Manual 2006, 2006-01-01 The second edition of the Consulting Services Manual provides detailed guidance to borrowers World Bank staff and consultants on the application of mandatory provisions of the Consultant Guidelines the Standard Request for Proposal SRFP and other policies and provides advice on the application of professional best practices on non mandatory aspects of working with the World Bank

*Master Medicare Guide 2015* Wolters Kluwer Law & Business Health Editorial, 2015-02-25 The 2015 Master Medicare Guide is a one volume desk reference packed with timely and useful information for providers attorneys accountants and consultants who need to stay on top of one of the most complex programs maintained by the federal government

*A Guide to Forensic Accounting Investigation* Steven L. Skalak, Thomas W. Golden, Mona M.

Clayton, Jessica S. Pill, 2015-12-28 Recent catastrophic business failures have caused some to rethink the value of the audit with many demanding that auditors take more responsibility for fraud detection This book provides forensic accounting specialists experts in uncovering fraud with new coverage on the latest PCAOB Auditing Standards the Foreign Corrupt Practices Act options fraud as well as fraud in China and its implications Auditors are equipped with the necessary practical aids case examples and skills for identifying situations that call for extended fraud detection procedures *Innovating Professional Services* Alastair Ross, 2016-03-09 *Innovating Professional Services* provides a practical and detailed guide for change agents and leaders in professional service firms who are seeking to transform their firm's performance through innovation Focusing on the professional services sector the book highlights process innovation the re-engineering of services and internal support processes to reduce cost and increase value to clients Detailed techniques such as the use of lean process mapping waste identification service experience mapping and value profiling are explained drawing on the author's extensive experience in working with leading law business service and consulting firms to create measurable improvements With case studies to illuminate the challenges of driving major improvement through innovation this book is valuable reading for leaders and change agents in law firms accountants consultants architects financial services and engineering services

*The Professional Services Firm Bible* John Baschab, Jon Piot, 2004-12-17 Spanning everything from legal firms and architects to fundraisers and dentists the professional services industry continues to experience spectacular growth yet remains largely undocumented in business literature Until now *The Professional Services Firm Bible* is a sophisticated and comprehensive guide to running a highly productive professional services organization Top consultants John Baschab and Jon Piot provide specific and sharply defined policies practices and tools for each important aspect of managing the professional services firm allowing you to assess current operations and develop a step by step plan for realising measurable productivity improvements Further the book will help you improve financial performance by managing costs getting the most from external vendors and improving revenues *The Professional Services Firm Bible* is full of best practices proven advice and practical techniques and includes a CD ROM with customizable tools every professional services firm can use to achieve improvements Please visit [www.iig1.com](http://www.iig1.com) and [www.impactinsights.com](http://www.impactinsights.com) for more information on the book and top consultants John Baschab and Jon Piot *Your Guide to the Professional Services Review Process* Professional Services

Review, 2018-07-31 *Leading and Managing Professional Services Firms in the Infrastructure Sector* Tim Ellis, 2018-02-12 Professional services firms play a vital role in the social environmental and economic well being of any economy This book considers the key skills and elements required to successfully lead and manage a professional services firm operating in the infrastructure sector Public and private sector clients recognise the role that infrastructure plays in the functionality of our cities and that most urban conurbations have a backlog of infrastructure to deliver to meet the needs of increasing populations greater urbanisation and emerging economies Just keeping pace with projected global GDP growth will require

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