|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | **ECA Cloud Architecture Assessment (GREEN BELT) Evaluation Scorecard** | | | | | | | | |  | |
|  | |  | | | |  | |  |  | | | |  | |
|  | | **Participant’s Name / Organization** | | | |  | | **Assessment Outcome** | | | | |
|  | |  | | | |  | | READY / COACHING | | | | |
|  | |  | | | |  | |  |  | | | |
|  | | **Evaluator’s Name / Role** | | | |  | | **Date** |  | | | |
|  | |  | | | |  | |  | | | | |
|  | |  | | | |  | |  | | | | |
|  | **Scorecard Notes** | | | | | | | | | | | |
|  | **Criteria and Notes for ECAL Cloud Architecture Execution Assessment**   * Demonstrates an understanding of the Cloud Value Hypothesis and it’s role in defining a customer cloud vision * Demonstrates the ability to lead the Oracle Account Team in Cloud Value Hypothesis and JEP creation * Demonstrates the ability to capture Customer Use Cases for Cloud Adoption * Demonstrates the ability to define a Cloud Vision Roadmap * Demonstrate the ability to Plan and Execute the engagements – Was the application of Agile ECAL Techniques discussed? * Please provide guidance concerning those items in which the participant’s approach to ECAL or work products needs improvement. | | | | | | | | | | | |
|  |  | |  | | | | | | | | | |  | |
|  | | | | | | | | | | | | | | |
| **CRITERIA** | | | | | **Strongly Disagree** | | **Disagree** | | | **Neutral** | | **Agree** | | **Strongly Agree** |
| Score the following items related to the initial **Cloud Value Hypothesis** portion of the recording and deliverables.  **Guidance for CVH:** The development of the Cloud Value Hypothesis may follow different paths in their development. It is not essential that the ECA has followed any specific pathway or engagement plan to produce the Cloud Value Hypothesis. If your LoB requires you to follow a specific approach and develop specific deliverables to produce the Cloud Value Hypothesis then you should adhere to this guidance. Other LoB may have less formal processes and requirements. However, all ECAL Engagements should contain a Cloud Value Hypothesis that has captured the customers business and / or IT objectives to be achieved through their adoption of cloud technology. This should be communicated within the Oracle team and validated through engagement with the customer. This should establish the basis for the benefits and value to be achieved by the customer. | | | | | | | | | | | | | | |
| 1. Worked with Oracle Team to clearly define the Customer’s Business Objectives and the Role of Cloud | | | | |  | |  | | |  | |  | |  |
| 1. The individual was able to articulate what was driving the customer’s interest in cloud or was able to identify market or competitive pressures that would represent opportunities through cloud adoption. | | | | |  | |  | | |  | |  | |  |
| 1. The individual identified customer strategies that would be benefited by cloud, or can articulate the customer’s expressed strategy for short term and long term cloud adoption. | | | | |  | |  | | |  | |  | |  |
| 1. The individual was able to define credible business benefits to be achieved through cloud adoption, and a value proposition expressed as implications of cloud adoption. | | | | |  | |  | | |  | |  | |  |
| Score the following items related to the **Joint Execution Plan Development and Team (Oracle and Customer) Buy-in** portion of the recording and deliverables  **Joint Execution Plan Guidance:** Within ECAL we are attempting to drive faster execution through focusing on use case based solutions that can be developed incrementally and iteratively with the customer. ECAL exposes agile based approaches to the execution of Use Case Based Sprints to achieve adoption of cloud services. It is recognized that not all customers will agree to participate in this approach; however the ECA has the responsibility to establish the plan and cadence for moving the cloud architecture and solution development forward. The Joint Execution Plan should support both the customer and Oracle Team activities and tasks that are mutually agreed upon to meet both the customer and account team objectives, as well as the ability to time box these activities. | | | | | | | | | | | | | | |
| 1. The individual has identified the objective goals for the customer and the Oracle account team in support of the ECAL Engagement. | | | | |  | |  | | |  | |  | |  |
| 1. The individual has defined the major activities to be executed in the course of the engagement to execute the required use case solution development to meet the customer and Oracle team objectives. | | | | |  | |  | | |  | |  | |  |
| 1. The individual has defined the appropriate roles from the Oracle and Customer teams to execute the major activities and tasks to completed the use case and demonstrate the achievement of the engagement goals | | | | |  | |  | | |  | |  | |  |
| 1. The individual has or can identify the required steps and approvals in order to proceed with the ECAL Engagement, or an engagement defined by the customer to meet their objectives. If the engagement has not been agreed to by the customer, what is the plan to obtain buy-in, and what if any are the obstacles that need to be overcome. | | | | |  | |  | | |  | |  | |  |
| Score the following items related to the **Cloud Vision Development and Customer Validation** portion of the recording  **Cloud Vision Development Guidance:** A Cloud Vision should be established as defined within the ECAL Training. The development of the Cloud Vision may be the work product of the ECA with support of other Oracle and Customer Team members. The ECA is responsible and accountable for the development of the cloud vision and supporting work products. The ECA has discretion in determining what deliverables are required by the customer. However, this should include the Use Cases to be executed, an initial high level solution supporting the use cases representing the Oracle Cloud Services to be applied and their support of the business and financial benefits to be achieved, a summary graphical depiction of the Customer Reference Architecture, and an initial high level roadmap for its adoption. A Business Case should be included. The ECA may work with team members to define the business case, but they are responsible for being able to communicate how the solution supports the customer’s value and benefits objectives. This is an initial business case which will be based on assumptions and will not be expected to produce actual costs. It should communicate how the solution architecture will affect the key value metrics as defined in the CVH. | | | | | | | | | | | | | | |
| 1. The individual has met with the customer and has communicated the Cloud Value Hypothesis developed by the team and has identified potential opportunities based upon customer feedback. | | | | |  | |  | | |  | |  | |  |
| 1. The individual working with the customer has developed solution use cases that support the customers business and cloud strategy with well defined benefits to be achieved. | | | | |  | |  | | |  | |  | |  |
| 1. The individual has identified Oracle Cloud Services to support the scope and capabilities required to support the customer use cases and can communicate the business and financial benefits to be achieved. | | | | |  | |  | | |  | |  | |  |
| 1. The individual produced a high level Customer Reference Architecture to be achieved and how it supports the individual use cases to be executed.. | | | | |  | |  | | |  | |  | |  |
| 1. The individual has defined a high level Cloud Vision Roadmap to support the adoption through the application of the use cases defined in the vision. | | | | |  | |  | | |  | |  | |  |
| 1. The individual has developed an initial business case defining potential and actual benefits to be achieved. The business case defines the customer objectives and the role of the use cases in achieving those objectives. Estimated hard and soft financial value should be expressed as well as what is required to substantiate the claims of value. | | | | |  | |  | | |  | |  | |  |
| **OVERALL ASSESSMENT OUTCOMES AND GUIDANCE** | | | | | | | | | | | | | | |
| 1. Has the individual demonstrated an overall understanding of the key deliverables and activities associated with the development of the Cloud Value Hypothesis, Cloud Vision, Joint Execution Plan and Roadmap? Does the individual have an actionable plan to proceed with the ECAL Engagement? Does the proposed solution represent potential value to the customer, and represent an opportunity for the investment of Oracle resources to pursue?   Please Update the assessment outcome at the top of the template to indicate if you are satisfied with the individual’s performance as an ECA Practitioner or if they require additional coaching and guidance. | | | | | PRACTIOTIONER READY | | | | | | ADDITIONAL COACHING | | | |
| Comments: | | | | | | | | | | | | | | |