

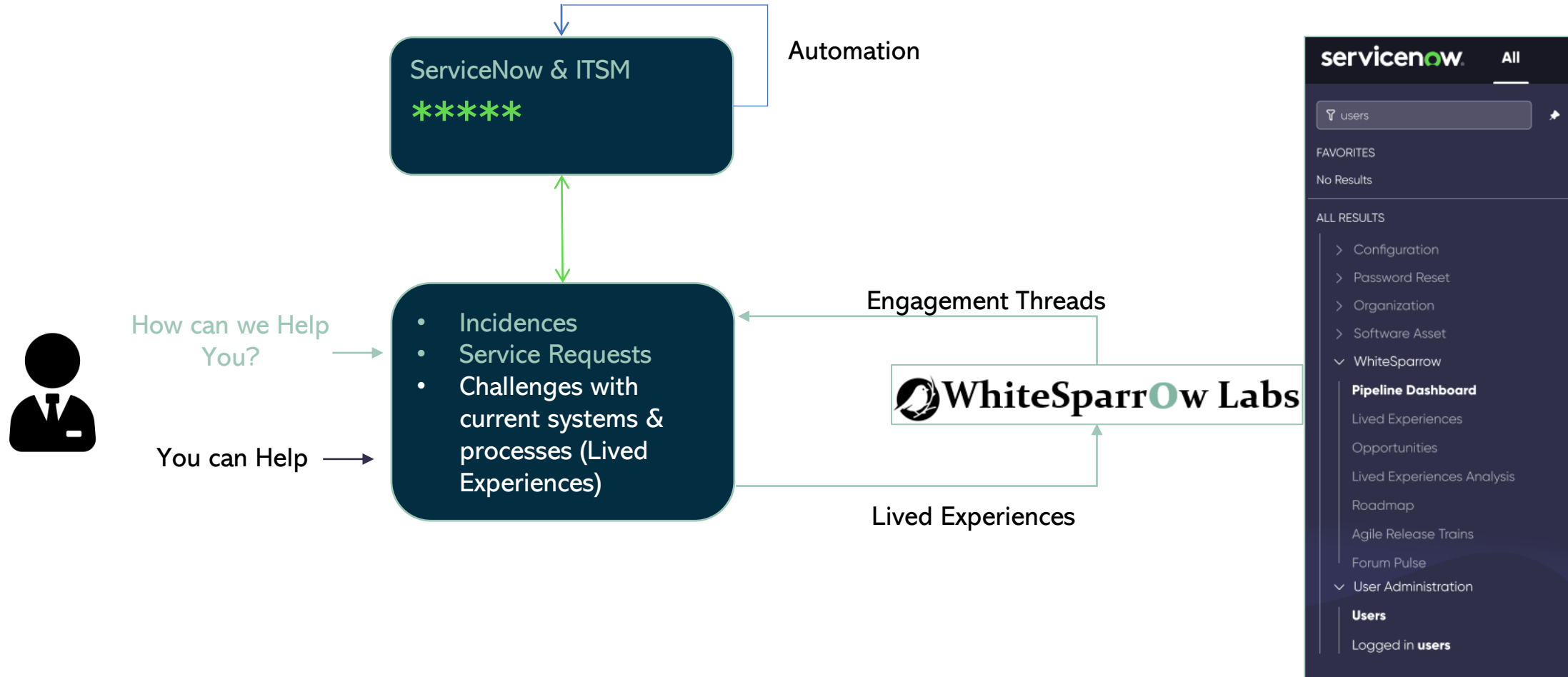
IT-Enabled Pipeline of Opportunities

Extend the ServiceNow
Platform with **WhiteSparrow**.

Healthy
Organizations &
Communities



ServiceNow & the Enterprise



users

FAVORITES

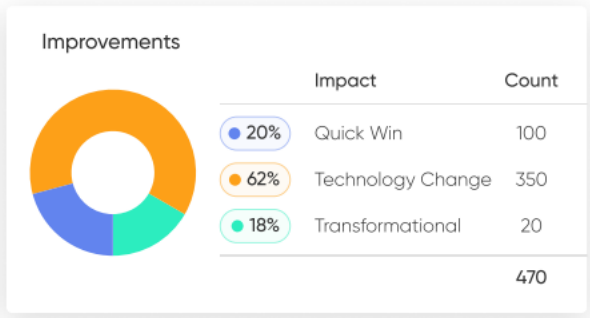
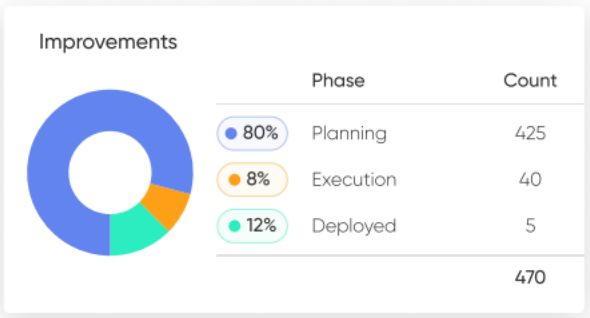
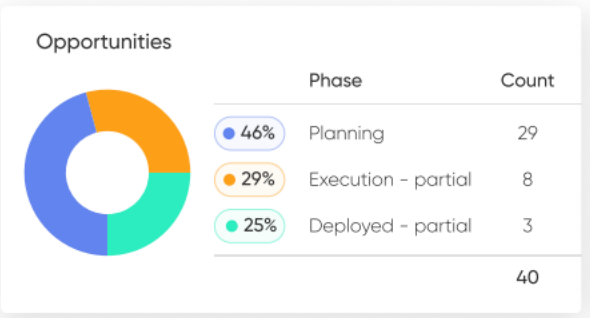
No Results

ALL RESULTS

- > Configuration
- > Password Reset
- > Organization
- > Software Asset
- > WhiteSparrow
- Pipeline Dashboard**
- Lived Experiences
- Opportunities
- Lived Experiences Analysis
- Roadmap
- Agile Release Trains
- Forum Pulse
- > User Administration
- Users**
- Logged in users

Pipeline of Opportunities

Enterprise Impact



Line of Business

Impact Phase

Line Of Business	Planning	Execution	Deployed
01: Product Planning	4	2	0
02: Design & Dev	3	0	0
03: Process Engineering	3	1	1
4: Purchasing & Prod Planning	2	1	0
5: Production	1	0	0
6: Marketing & Sales	2	0	0
7: After Market	1	0	0
8: Finance	0	0	0
9: HR	0	0	0
10: Information Tech	12	3	1
11: Crop Services	1	1	1
Total	29	8	3

Opportunity Name	Imp't	Planning	Execution	Deployed
0123: Market Assessment	32	80%	15%	5%

Pipeline of Opportunities > Market Assessment

Opportunity: Market Assessment for portable Cultivator
Assess the size of the market for portable Cultivators in the Northern Ontario Market.

Engagement Effectiveness

Lived Experience

Threads	LE
Staff	20
Partners	10
Public	400
Total	430

Stakeholders

Threads	Stakeholders
Staff	5
Partners	3
Public	65
Total	73

[Impacted Processes](#)
[Impacted Stakeholders](#)
[Roadmap & Business Case](#)
[ART \(Agile Release Trains\)](#)
[CAB \(Implemented\)](#)

Impacted Processes and Improvements

Product Planning (-3)

- Adapt to small tractors
- Low Turn Radius
- Quick Disc Change

Manufacturability (+12)



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Thank You