

# Professional Consulting

Leverage our consultative approach to complex technology transformations.

While new technologies can rapidly accelerate digital transformation efforts, many retailers remain unsure of how to leverage them most effectively. Between identifying the right technology, strategically managing change during the execution, and finally realizing value following a successful implementation, there are a lot of moving pieces – and a lot can go wrong.

That's where the expert consultants at Sensormatic Solutions excel. Our Professional Consulting practice, which spans technology, solutions, and operational advisory, brings clarity to even the most complex retail technology transformation, ensuring that you see maximum value from end to end. Here's how we can put it to work for you.



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## Strategy, assessment, and roadmap

Our retail professionals bring to the table a rare combination of expertise at the intersection of technology, data, analytics, and retail environments. After conducting a deep-dive assessment of your current IT and technology ecosystem, business strategy, and goals, we'll deliver actionable recommendations to help guide your next technology deployment – and ensure that it's the right one. As a result, you'll come away with a complete roadmap and be able to invest in solutions with greater confidence. Plus, we'll even help you future-proof your operation down the line.

Our consultants deliver value by:

- Completing in-depth business and use case assessments and reviews
- Collaborating to define solution goals, KPIs, and metrics
- Creating robust technology adoption roadmaps
- Evaluating the ROI of potential solutions at the store and/or supply chain level
- Delivering edge and innovative proof of concept (POC) technology at the store and/or supply chain level
- Analyzing the impact of new technology deployments on your end-to-end retail operation
- Providing end-of-life and product-obsolescence management



## Our systematic and reproducible approach to risk management

Thanks to our successful track record of implementing best-in-class technology solutions in retail environments globally, Sensormatic Solutions has developed a systematic and reproducible approach to risk management. This approach guides our actions during three distinct stages of the engagement: pre-assessment, assessment, and post-assessment.



### Pre-assessment

From the outset, the professionals at Sensormatic Solutions step up to understand your unique business and technology requirements, gain a holistic view of existing practices and processes, and define the scope of the consultation. From there, we'll align on expectations, timelines, and deliverables before securing buy-in from all relevant stakeholders on your team.



### Assessment

Following the pre-assessment, the focus shifts to your daily business operations, with particular emphasis on tools, skills, and processes. Data gathering – based on in-person observations and interviews, operational and business data, custom tools, and more – is the defining feature of this stage, but we'll also be conducting ongoing risk assessments as well as preliminary gap analyses.



### Post-assessment

We provide in-depth technology and IT recommendations as part of a comprehensive strategic roadmap for our clients. Gap analysis and reporting also take center stage. You'll emerge with actionable takeaways, clear next steps, and a roadmap to accomplish your mission-critical goals.

## Learn more about our Services

Professional Consulting is just one of many practice areas within our Services designed to help you innovate, execute, and move your business forward. To learn more about our other practice areas, [click here](#) or ask your Services manager for more information.



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## About Johnson Controls

At Johnson Controls (NYSE:JCI) we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet. With a history of more than 135 years of innovation, Johnson Controls delivers the blueprint of the future for industries such as healthcare, schools, data centers, airports, stadiums, manufacturing and beyond through its comprehensive digital offering OpenBlue. With a global team of 100,000 experts in more than 150 countries, Johnson Controls offers the world's largest portfolio of building technology, software and service solutions with some of the most trusted names in the industry.

For more information, visit [www.johnsoncontrols.com](http://www.johnsoncontrols.com) or follow us [@johnsoncontrols](#) on Twitter.

## About Sensormatic Solutions

Sensormatic Solutions is the leading global retail solutions portfolio of Johnson Controls powering operational excellence at scale and enabling smart and connected shopper engagement. Our intelligent digital operating platform – Sensormatic IQ – combines the full Sensormatic Solutions portfolio, including third-party data to deliver unmatched insights into shopper experience, inventory intelligence, loss prevention and operational effectiveness with advanced technologies, like AI and Machine Learning. This enables retailers to act on prescriptive and predictive data-driven outcomes to confidently move into the future.

Please visit [Sensormatic Solutions](#) or follow us on [LinkedIn](#), [Twitter](#), and our [YouTube channel](#).