

# CASE 1: Implementation of NEXO project

## Business opportunity:

This project involved a change management plan for SAP implementation, with a strong emphasis on the design and execution of training for its implementation (in a mining group with 4 major operations and a corporate centre), together with impact management and stakeholder management. The project included more than 2,000 users.

## Solution:

We worked to develop stakeholder management strategies and a training strategy.

- Identification of the main organisational impacts and monitoring of the respective mitigation actions
- Identification, analysis, and follow-up of the main concerns among the organisation's key stakeholders
- Definition of a training plan and training program, controlling its implementation and ensuring quality and compliance with deadlines
- Mentoring in the transfer of change management functions from the project to the business Workshops on lessons learned by module and global project group

Etapa	Dic - 14	Total etapa actual
	Análisis - Diseño (Análisis STKH 1)	
Audiencia		
Sponsor	<ul style="list-style-type: none"> <li>● 86% AMSA</li> <li>● 50% ANT</li> <li>● 50% MLP</li> <li>● 100% CEN</li> </ul>	72%
Agente	<ul style="list-style-type: none"> <li>● 100% AMSA</li> <li>● 100% ANT</li> <li>● 100% MLP</li> <li>● 100% CEN</li> </ul>	100%

● Más del 80% de la audiencia se encuentra en la posición esperada o por sobre la posición esperada en la curva de cambio.

● Entre un 60% y un 80% se encuentra en la posición esperada o por sobre la posición esperada en la curva de cambio.

● Menos de un 60% de la audiencia se encuentra en la posición esperada o por sobre la posición esperada en la curva de cambio.

PROYECTO  
NEXO



## Results:

- Implementation of 100% of functionalities committed, on time and within budget
- Workshop of lessons learned with a positive balance of the results obtained from the implementation