

Assessment & Audit

Establish clarity before transformation.

Purpose

Every successful transformation begins with a clear understanding of the current state. Our Assessment & Audit service helps organizations establish a factual baseline across Go-To-Market, commercial efficiency, service portfolio design, and operating model maturity.

What We Do

Through structured interviews, data analysis, and benchmarking, we help you:

- Map your GTM and sales model maturity.
- Identify performance gaps and improvement priorities.
- Benchmark your organization against peers and best-in-class models.
- Provide a quantified view of readiness and improvement potential.

Outcomes

At the end of the assessment, you will:

- Gain clarity on where your organization stands today.
- Align leadership teams on priorities and measurable goals.
- Receive a structured roadmap to guide transformation decisions.
- See tangible improvement opportunities in sales, portfolio, and operations.

Deliverables

Deliverable	Description
Executive Summary	Concise overview of maturity findings and strategic insights.
Maturity Heatmap	Visual score across GTM, commercial efficiency, and service portfolio.
Opportunity Matrix	List of prioritized improvement areas and estimated ROI impact.
Roadmap Workshop	Co-creation session to align leadership on next steps.

Engagement Model

Our approach is pragmatic and collaborative, structured in three clear stages:

1. Kick-off & Data Collection – Define context, scope, and objectives.
2. Assessment & Benchmark – Conduct interviews, collect data, and score maturity.
3. Results & Roadmap – Present findings and agree on action plan.

**Every improvement starts with understanding where you stand.
Let's schedule your Assessment and identify your next performance drivers.**

[Book an Assessment Call](#)

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