

# Essential Subscription Plan

## Unlock every possibility

In a dynamic world, navigating today's challenges is not enough. We'll help build a strong, scalable foundation for transformation so you can confidently move from where you are to where you need to be and easily adapt at the speed of change. Atlassian's Advisory Services team works closely with you and your Solution Partner to chart a course for your journey, providing invaluable insights and best practices to ensure smooth execution and a confident path forward. By working together, we can enhance your organization's performance with optimized team practices, workflows, and software. Let us help you make any transformational ambition a reality and amplify the ROI of your Atlassian portfolio.



It's great to see a high-level strategic touch from Atlassian... it's good to have some assistance breaking silos across our organization.

CONFIDENTIAL AUTOMOTIVE CLIENT

**TOGETHER, WE ACCELERATE  
THE OUTCOMES YOU SEEK**



## Enable your teams to achieve more

- Evaluate your goals and stay ahead of the curve with best practices developed by Atlassian thought leaders from insights into some of the most complex organizations in the world
- Improve the rhythm of collaboration with integrated tools, automation, and the right plug-ins to reduce bottlenecks and time-to-market
- Improve your roadmap visibility so that you can pivot with agility to market changes and competitive pressures
- Reduce silos by integrating software instances across teams quickly to align and connect teams
- Already migrated to the cloud? Gain insights on how to harness Atlassian cloud features to improve business operational efficiency

## What you get with Advisory Services



### MAXIMUM OUTCOMES WITH MINIMIZED RISK

Achieve the transformational outcomes you seek and lay the groundwork for lasting success while preventing technical debt. We proactively guide you in crafting and executing an Atlassian portfolio strategy that pinpoints enhancement opportunities and tackles challenges – all while keeping Atlassian’s roadmap in mind.



### ACCELERATE SUCCESS

Quickly see the benefits of a comprehensive solution design. In collaboration with your Solution Partner, we’ll guide you through successful deployment and adoption to maximize the potential of your Atlassian products.



### BOOST PERFORMANCE

Seize additional revenue opportunities and reduce costs. We go beyond product configuration, enhancing team practices, workflows, and toolchains to reduce time to value and inspire innovation.

## Your tailored team of experts

We’ve helped transform some of the world’s largest organizations, and you can do the same. Make better decisions with our team by your side.



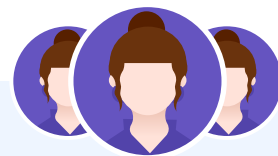
### STRATEGIC ENGAGEMENT MANAGER

Develops a strategic plan and orchestrates the execution to help you achieve the outcomes you seek. As the engagement lead, they are your main point of contact.



### ENTERPRISE SOLUTION STRATEGISTS

Brings industry and domain best practices vital to developing your strategy within ITSM, Agile, DevOps, and Work Management, and cloud



### ENTERPRISE TECHNICAL ARCHITECTS

Provides technical expertise and guidance vital to successfully designing, deploying, and adopting Atlassian solutions.

# Essential Plan

Subscription Plans are available in 12 / 24 / 36 month terms.

DISCOVER GAPS AND OPPORTUNITIES TO UNCOVER POSSIBILITIES	
Immersion and exploration	<ul style="list-style-type: none"><li>Align on strategy and business objectives</li><li>Identify challenges and areas of opportunity</li><li>Perform readiness analysis if migrating to an Atlassian product or cloud</li><li>Conduct migration analysis to identify essential requirements to properly scope efforts and advise on the plan</li></ul>
REDUCE TIME TO VALUE AND SUPPORT SUCCESS WITH PRESCRIPTIVE GUIDANCE	
Advise and consult on solution design	<ul style="list-style-type: none"><li>Share best practices and assist with standards definition for operations, tooling, and governance</li><li>Provide insights from Atlassian product and solution teams</li><li>Advocate for Atlassian product feature needs</li><li>Provide prescriptive solution design guidance</li><li>Analyze functional gaps, including security and compliance considerations.</li><li>Share product/feature demo videos</li><li>Guidance with Atlassian Team Playbook Plays and Team Health Monitor</li></ul>
QUICKLY IMPLEMENT SOLUTION THROUGH STRATEGIC PARTNERSHIP	
Support successful implementation	<ul style="list-style-type: none"><li>Provide Atlassian expertise and resources as needed, to Solution Partner(s) and implementation teams</li></ul>
DRIVE SUCCESSFUL ADOPTION TO ACHIEVE ROI	
Recommend training	<ul style="list-style-type: none"><li>Provide training materials and pathways</li></ul>
VALIDATE SUCCESS WITH A PROGRESS RECAP (ANNUALLY)	
Team enablement	<ul style="list-style-type: none"><li>Prepare and present annual executive summary on progress and additional optimization opportunities for tooling, practices, and processes</li></ul>

The subscription services described in this datasheet will be deemed complete at the end of the subscription term indicated in your order.

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