



■ GIDEON TAYLOR



Giving your  
Enterprise a  
Voice

Alliance 2023 – Session 9965



# Move to Cloud, Make Users Happy, Save Money: In What Order?

# Some of our Clients...

**Berkeley**  
UNIVERSITY OF CALIFORNIA

**TN** Tennessee  
State Government

  
NORTH DAKOTA  
UNIVERSITY SYSTEM

 **PennState**

  
**WISCONSIN**  
UNIVERSITY OF WISCONSIN-MADISON

  
**ShopRite**

 **Xcel Energy**<sup>®</sup>

 **ANDERSEN**<sup>™</sup>  
WINDOWS & DOORS

 **ST. JOSEPH'S**  
HEALTH CARE  
LONDON

 **PRINCETON**  
UNIVERSITY

  
UNIVERSITY OF  
**SOUTH CAROLINA**

  
Hartford  
HealthCare

 **Virginia's**  
Community Colleges

 **UT Health**  
San Antonio

 **PROLOGIS**<sup>®</sup>

 **MADISON**  
AREA | TECHNICAL  
COLLEGE


**Independence** 

# Gideon Taylor Sessions – Alliance 2023

Session Name	Day / #	Organization	Description
<b>Saving Trees and Saving Time! (Part 1)</b>	Monday 9656	The Pennsylvania State University	This two-part series will demonstrate how Penn State's Graduate School has pulled various system resources together to change a completely manual and paper-based process into an efficient automated process.
<b>Saving Trees and Saving Time! (Part 2)</b>	Monday 9657	The Pennsylvania State University	Part Two
<b>Move to Cloud, Make Users Happy, Save Money: In What Order?</b>	Monday 9965	Gideon Taylor	You may find it worthwhile to invest in dramatically improving your PeopleSoft user experience today while you are preparing for your Cloud move.
<b>Chatbots, eForms, and Robotic Process Automation – Yes, You Are Behind!</b>	Tuesday 9966	Gideon Taylor	This session will include multiple case studies from several Higher Ed institutions implementing cutting-edge, cost-effective PeopleSoft solutions.
<b>GT eForms - Solution Sharing</b>	Tuesday 9767	University of California, Berkeley	Share various institution solutions ideas related to AWE, Workflow, GT eForms.
<b>Choose your own adventure: How eForms transformed security access</b>	Tuesday 9745	Concordia University	This presentation will demonstrate how Concordia implemented the eForm solution from the form design, notifications, security configuration and workflow to the eForm launch.
<b>VCCS: 23 bots, 1 system. A tale from year one</b>	Wed 9862	The Virginia Community College System	If you are considering implementing a digital assistant or upgrading from your chatbot, this session will provide invaluable tips and learnings.
<b>Los Rios: Lessons Learned on the Road to Transformation</b>	Wed 9838	Los Rios Community College District	This session will cover some of the tough lessons that Los Rios has learned along the way to digital transformation.
<b>Today's Special: eForms Your Way with a side of AWE</b>	Wed 9764	University of California, Berkeley	UC Berkeley has used GT eForms with Peoplesoft AWE to eliminate hundreds of thousands of paper forms & deliver self-service solutions.







GT eForms™ - Validated PeopleSoft  
Automation Solution

PeopleSoft Project Services

AI Digital Assistants

Process Optimization Analysis

PeopleSoft 'Keep Current'  
Services

Full-Stack Cloud Managed Services

Automation Centers of Excellence

Integrated / Automated Testing – PeopleSoft  
and Beyond

Robotic Process Automation



## Giving Your Enterprise a Voice

### Delivering on the Promise of Enterprise Technology

Gideon Taylor enables clients to envision and create custom solutions for eForms and workflow technology, OCI cloud hosting, UiPath RPA, always-current managed services, full-service consulting and staffing, WebUX and conversational AI.

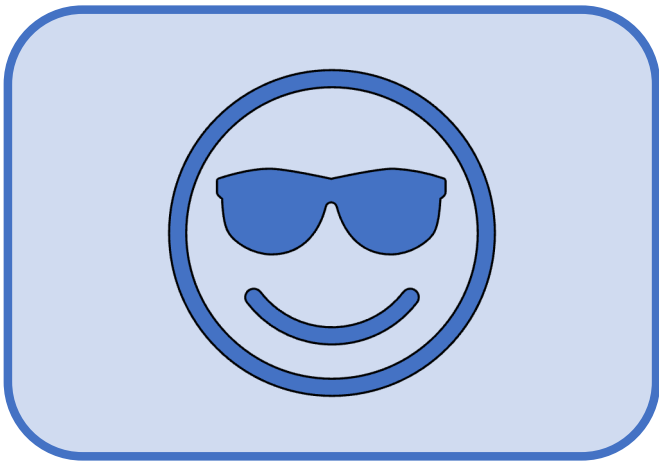
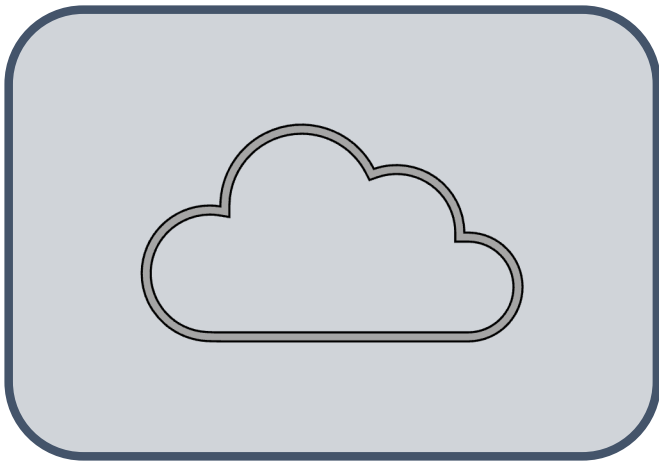
**Founded in 2001**, based in American Fork, UT

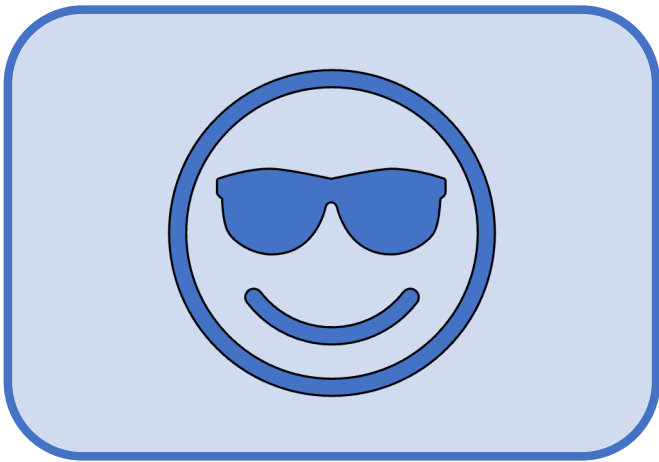
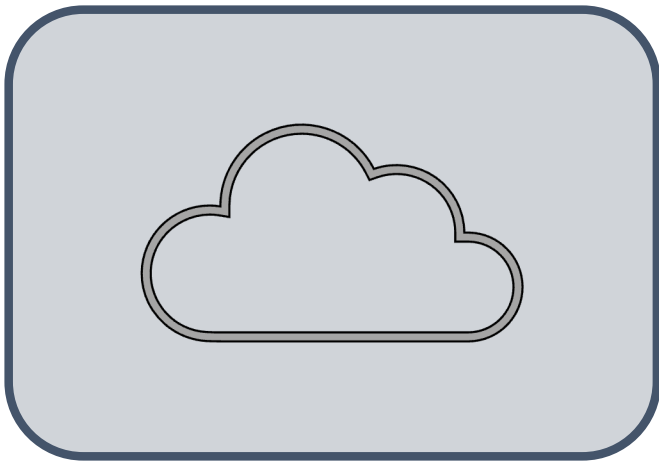
Gideon Taylor is a PeopleSoft custom solutions provider for business, education, and government organizations.

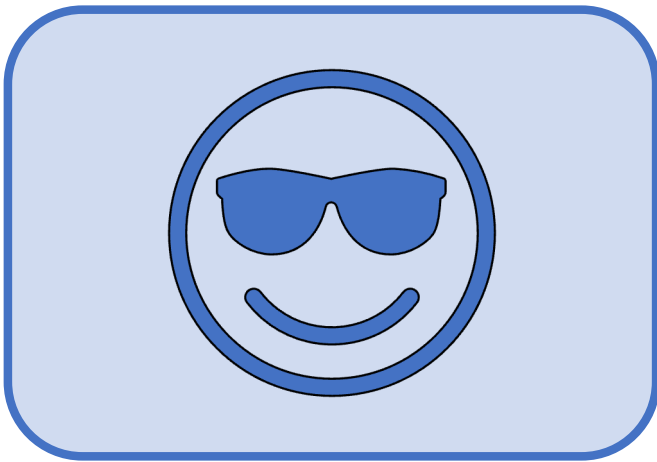
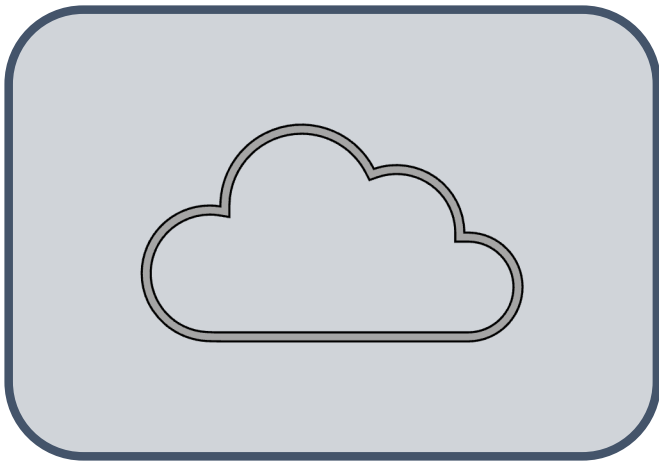
Partner
















**So, should a cloud  
move be top  
Priority?**



# Conventional Wisdom: All You Need is Cloud

“You should already be there; if you’re not on a Cloud-based SaaS platform, you’re behind.”

“Moving to the Cloud will fix my business processes and user experience.”

**CLOUD!**

Cloud-based,

Cloud-enabled,

Cloudy Cloudiness

“Moving to the Cloud will save so much money!”

“Any investment in your current platform is a waste.”

“Cloud Apps use Best Practices, which are better than our way.”

# Wait, What Flavor of “Cloud” are we Talking About?

**SaaS - Software as a Service**  
*Someone else's software instance*

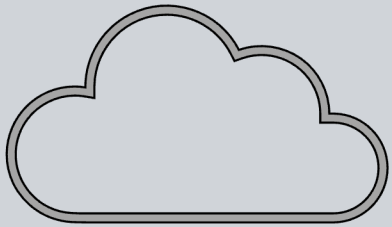
**PaaS - Platform as a Service**  
*Build and run solutions using rented tools*

**IaaS - Cloud Hosted**  
*Someone else's data center*

**Subscription Licensing**  
*Rent the software*

**Managed Services**  
*Someone else operates, maintains, and fixes stuff*



A blue line-art icon of a smiling face wearing sunglasses, enclosed in a blue circle, centered within a light blue rounded square box.

**How about user  
joy? Most  
important?**



“

But what is it that is making this smiling user happy? What do these mythical beings really want? (And not want?)

”






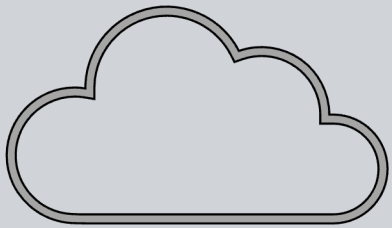
## What Users Like

- Being productive
- Making a difference
- Clarity
- Consistency
- Being considered
- Being successful

## What Users DON'T Like

- Stress
- Ambiguity
- High-repetition tasks
- Low-value tasks
- Stagnation
- Failure
- Change





**Isn't money the  
bottom line? By  
definition?**



“

'Saving money' looks at only one side of the coin. (Pun intended.)

We need to think about the financial return on the decisions we make. (ROI)

”



## To impact the bottom line, we can...

Reduce expenses

Reduce staff

Delay spending

Drive revenue / attract customers

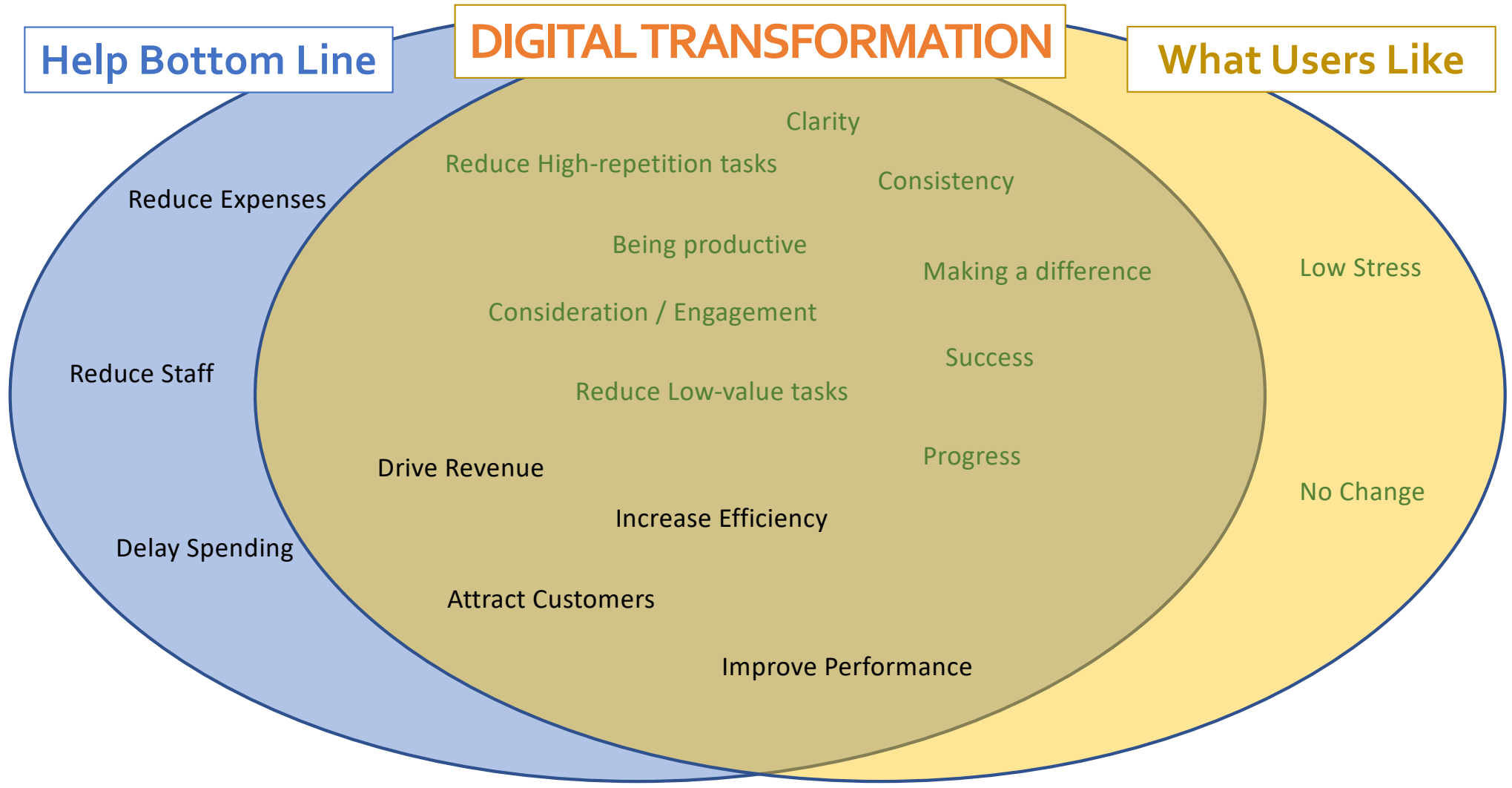
Increase efficiency / performance



# DIGITAL TRANSFORMATION

Help Bottom Line

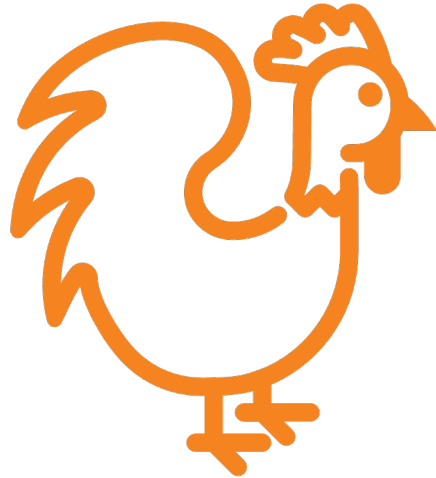
What Users Like



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So Which Comes First...

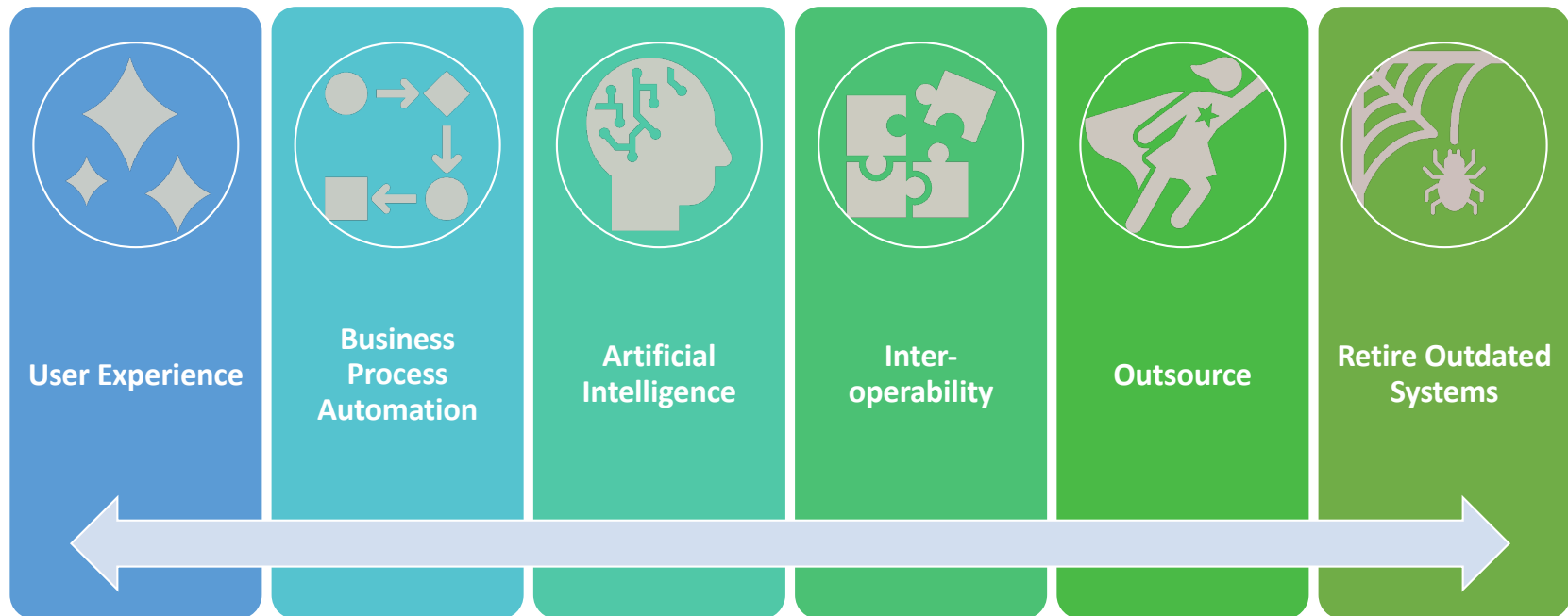


Digital Transformation, or



Replatforming on SaaS?

# Can Digital Transformation Happen Before SaaS?



# When Should You Move to SaaS?

Risk ↑

## Too Soon

- Immature Platform
- Skilled Resource Shortage
- Herd Mentality
- Must Jettison Innovation to Move
- Bleeding Edge Premium
- No Path Off the New Platform

## Just Right

- Platform Parity
- Trained and Invested Workforce
- Architect Mentality
- Plan for Uninterrupted Innovation
- Commodity Discount
- Beaten Path On, Viable Path Off

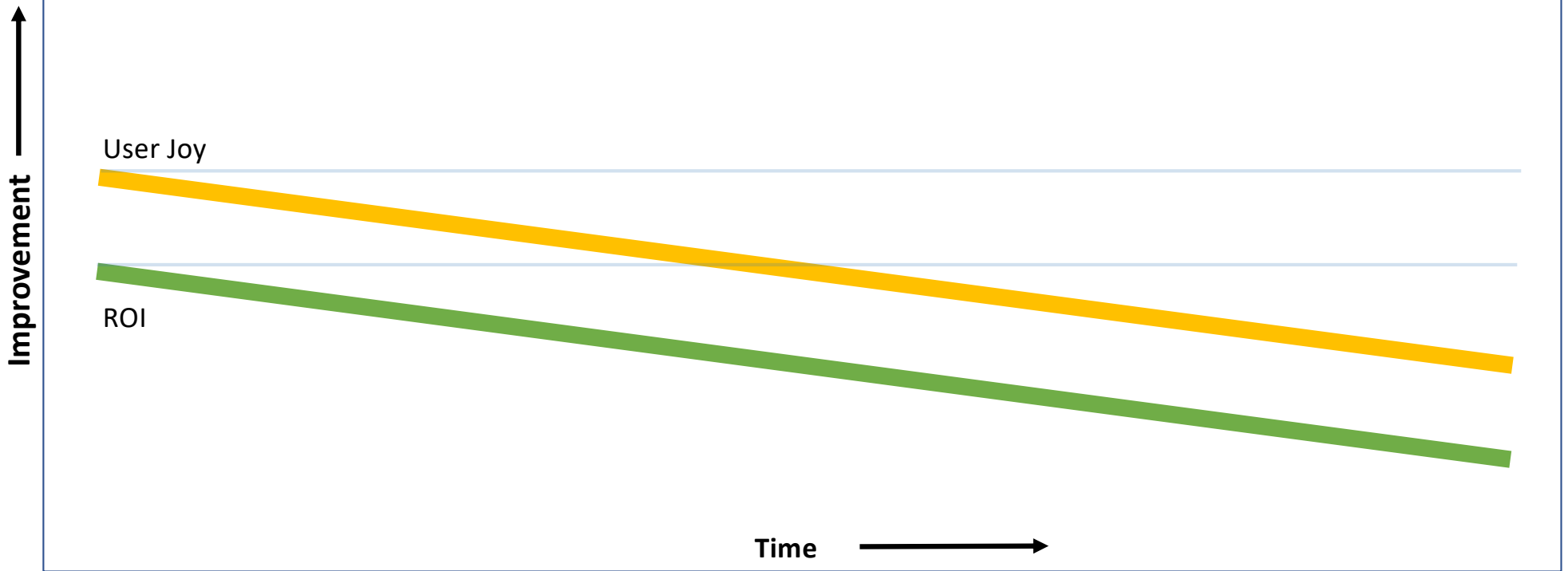


## Too Late

- Stagnant Platform
- Skilled Resource Shortage
- Dinosaur Mentality
- Culture of Innovation has Died
- Escalating Costs
- No Path Off the Old Platform

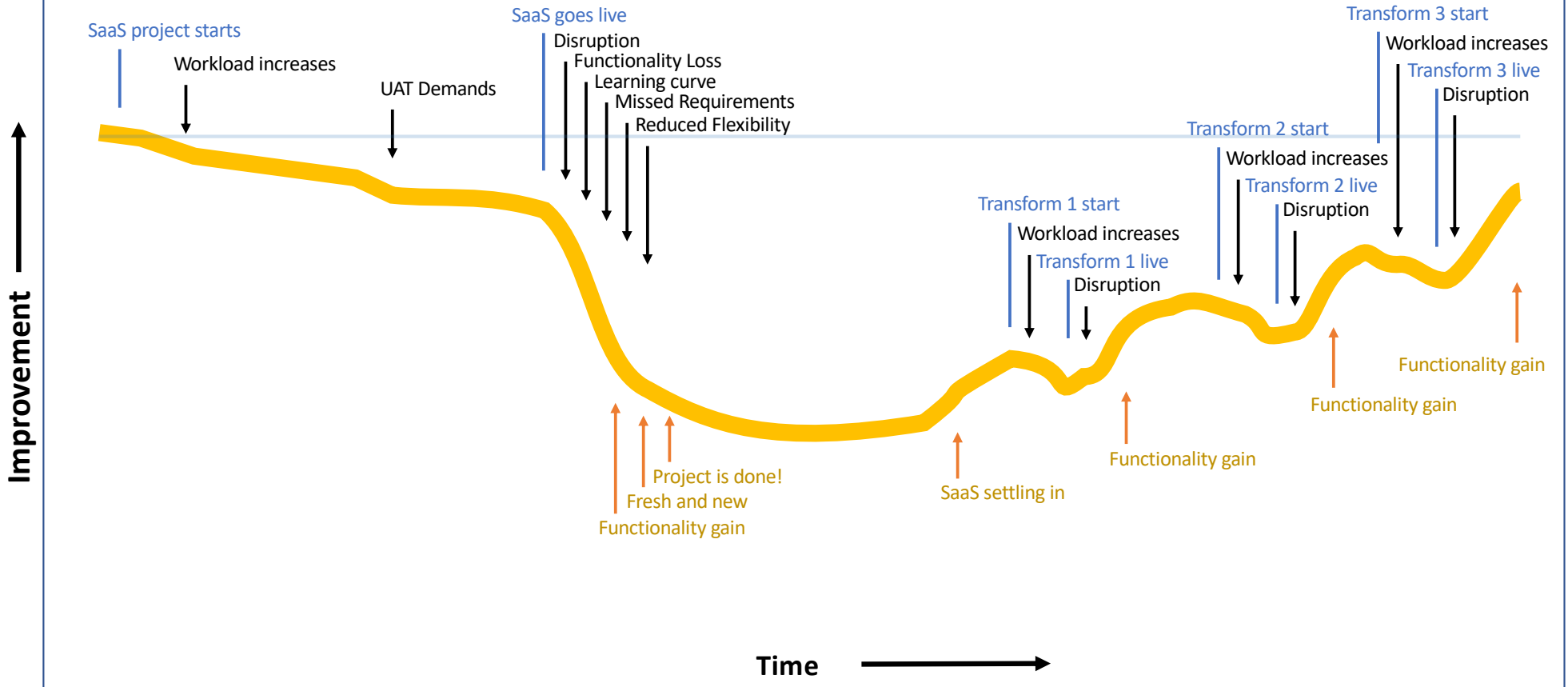
Time →

# Let's just wait. On everything.

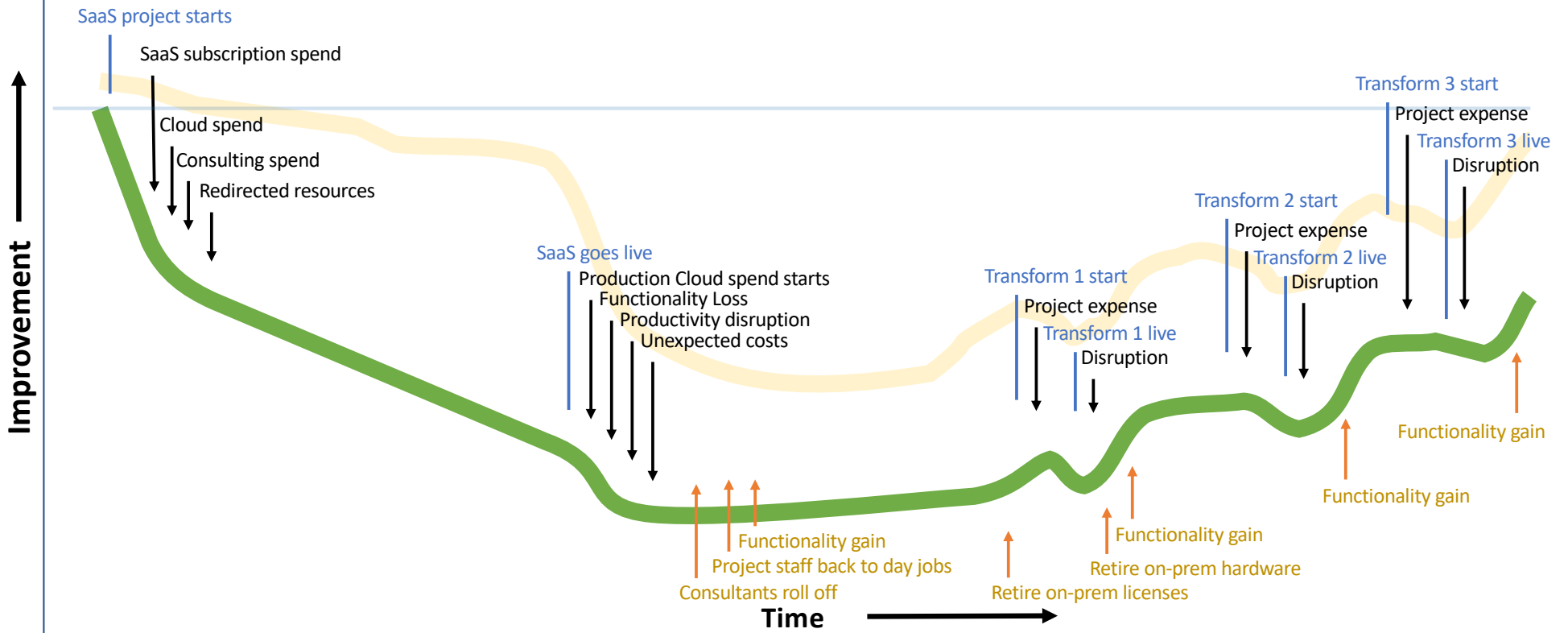




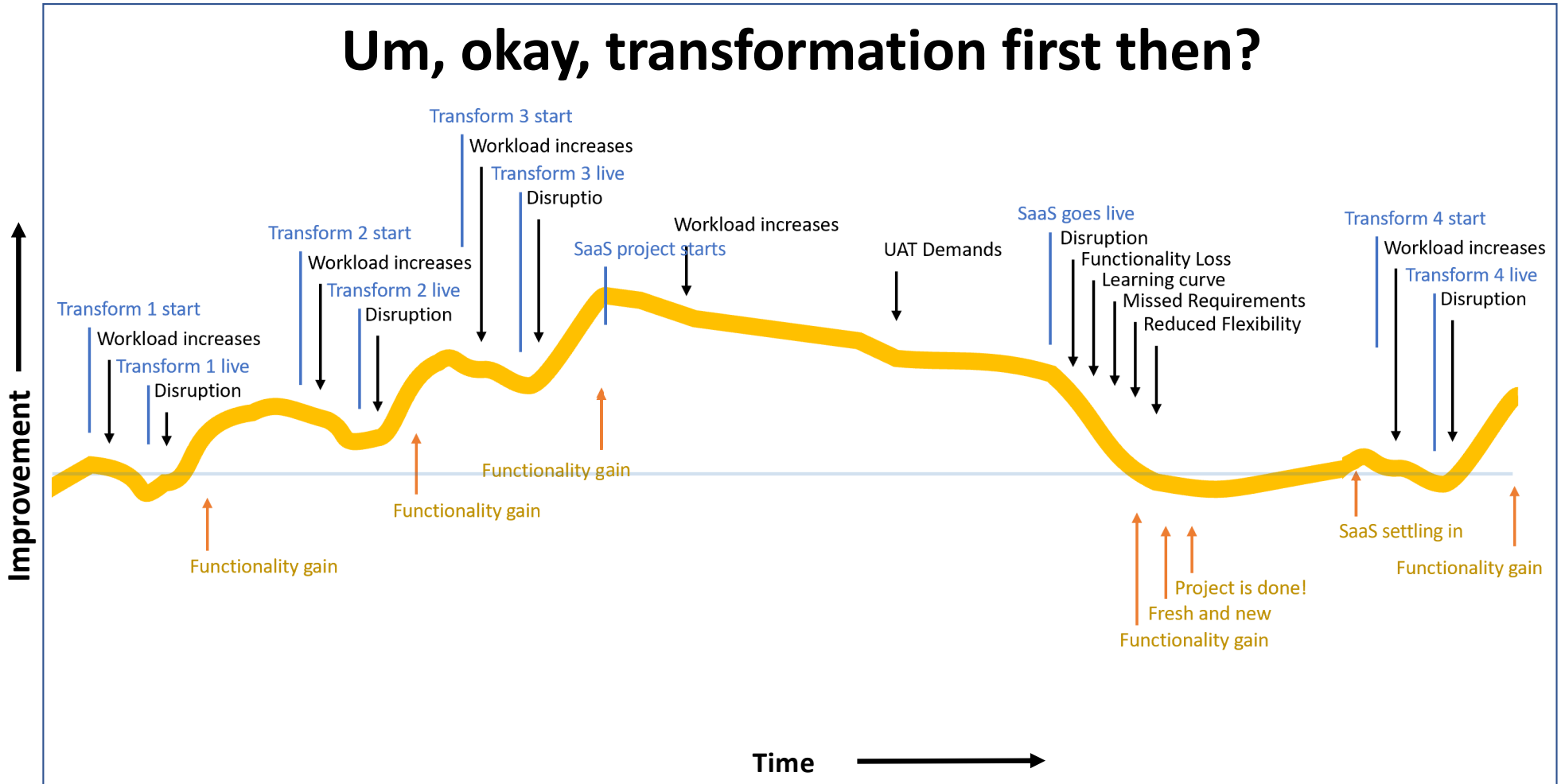
# Okay then, replatform on SaaS first.



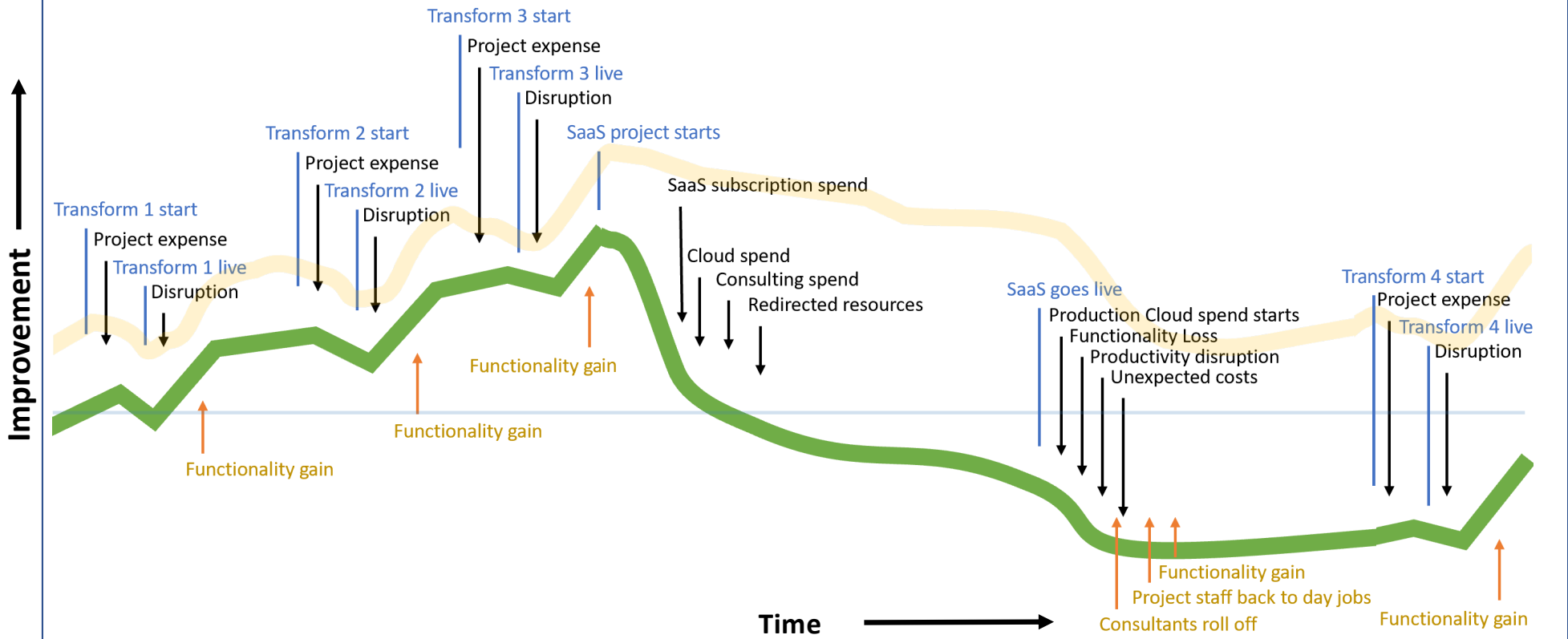
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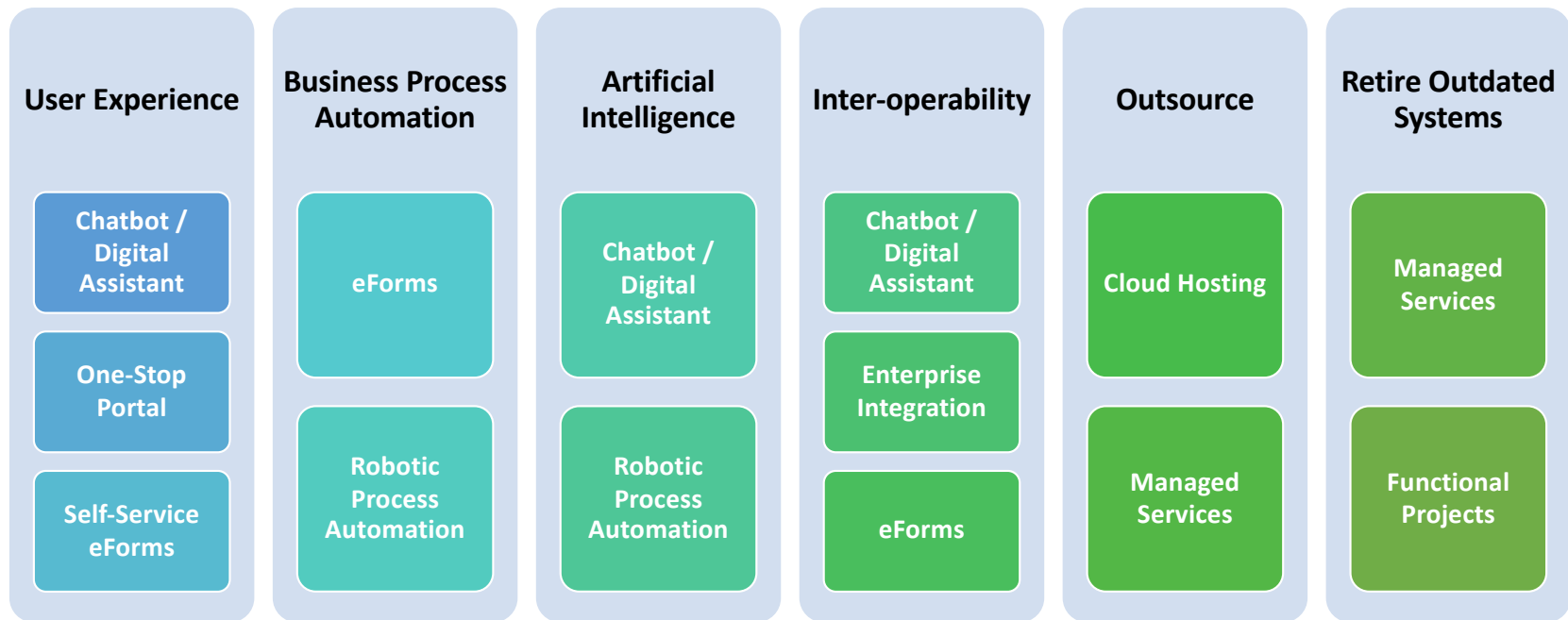
# Um, okay, transformation first then?



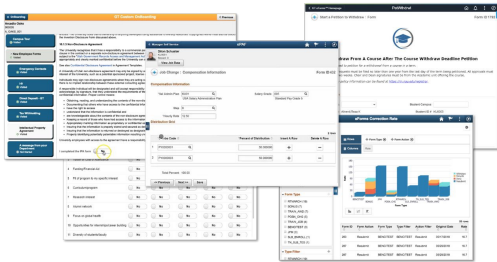
# Um, okay, transformation first then?



# Alternative Wisdom: Focused, Portable Tools & Solutions



# Powerful Tools for Custom Automation



## GT eForms™

Configuration-based form creation

Native ERP integration

Configurable routing, notifications

Attachment management

Edits, validations

Conditional logic



## Ida Digital Assistant

Enterprise-grade digital assistant

Uses machine learning AI

Built on Oracle's AI and Cloud

Multi-channel capable (Web, Teams, SMS)

Role-specific & personalized answers

Pre-built catalog of questions/skills/integrations

UiPath™



## UiPath

Robotic Process Automation

Simulates Human Actions

Quick to implement

Enterprise scalability

Fills in forms, Moves files,  
Reads & enters data, Opens & sends  
emails



# Transforming and Extending the Peoplesoft Experience with GT eForms

ORACLE  
Validated Integration  
PeopleSoft



North Dakota University System

**Enrollment:** 55,000 across 11 campuses

#### Key Achievements:

- Went live with over 120 new Campus Solutions eForms in July – Largest single go-live ever
- Dozens more on the roadmap for HCM and CS
- Little to no GT assistance



University of CA, Berkeley

**Enrollment:** 45,000

#### Key Achievements:

- **2019 PeopleSoft Innovator Award** for rapid Fluid deployment using eForms
- Dozens of student and faculty eForms
- Thousands of person hours saved each year



Los Rios Community College

**Enrollment:** 70,000 across 4 colleges, 6 education centers

#### Key Achievements

- Creating eForms in HCM and CS; over 100 form types planned
- Initial scope replaced 9 PS Forms with GT eForms
- Over 50,000 eForms initiated in the first 90 days

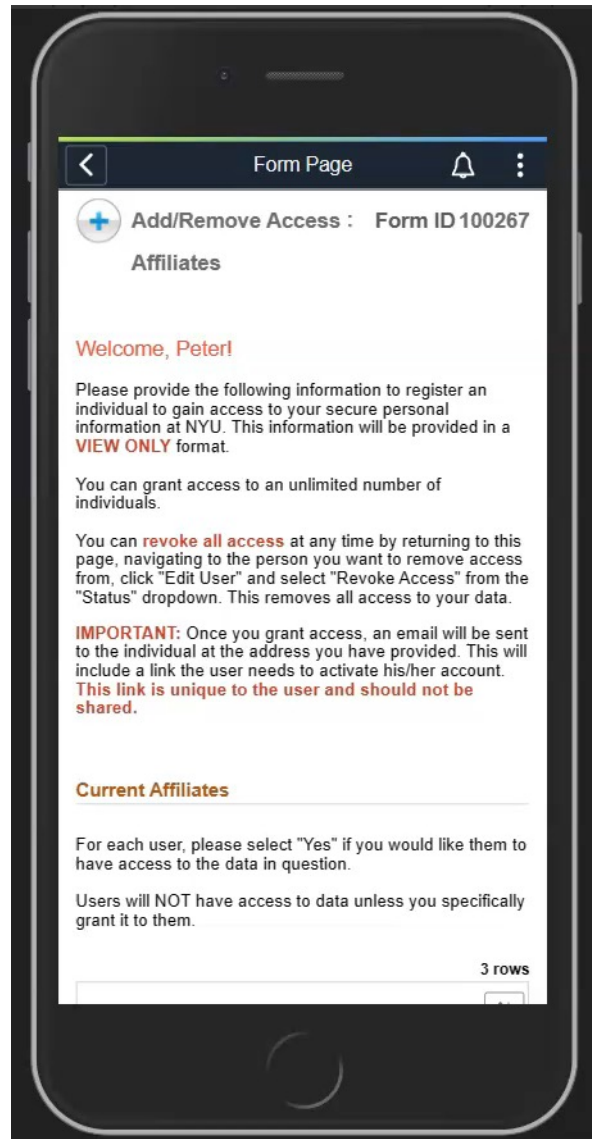


Princeton University

**Enrollment:** 8,600

#### Key Achievements:

- Creating eForms in HCM and CS
- Created and launched 16 new eForms in 90 days
- **COVID-19:** Design to Production with two student eForms in less than 24 hours



# Transforming and Extending the Peoplesoft Experience

**ORACLE**  
Validated Integration  
PeopleSoft

## IMPLEMENT & UPGRADE



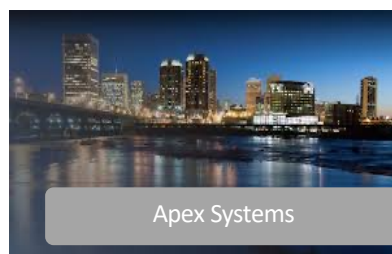
Battelle Savannah River Alliance

**Department of Energy  
Company using PS HCM, FSCM**

### Key Achievements:

- Divested from Savannah River National Site
- Stood up independent instance of PeopleSoft
- Upgraded Tools and Image
- Developers retrofitted customizations needed

## OPTIMIZE & SUPPORT



Apex Systems

**Leading staffing organization  
with PS HCM, FSCM**

### Key Achievements:

- Over 10 years of PeopleSoft enhancements, upgrades, and production support
- Executive road mapping and evaluations for systems strategy
- Ongoing implementations of new modules and image features

## MODERNIZE



Grady Health

**Largest Health Provider in  
Atlanta, GA**

### Key Achievements:

- Modernized position control and recruiting system using PS Fluid and integration technology
- Self-service benefits administration with modern UI and mobile access

## MOVE TO CLOUD



Wex

**Fleet payment processing  
services**

### Key Achievements:

- Move development, test and production environments to cloud hosting
- Upgrade PS FSCM to v9.2



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**SCHEDULE MY DEMO!**



 **GIDEON TAYLOR** 

**PLAY TO WIN**  
**\$500!**



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# Questions?



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