

ANA ISABEL LUZ | TRANSFORM - BUILD – COACH

Email: anaisabelluz@gmail.com

LinkedIn: www.linkedin.com/in/ana-luz-vinostrategy

ANA ISABEL LUZ

Working with people for people

Passionate about **empowering people** through collaborative knowledge-sharing, with a focus on **geospatial information**

Collaborate closely with each organisation, providing tailored solutions and using **open communication** and **constructive feedback** to help navigate the challenges of digital transformation within agriculture

Adept at working with diverse teams and partners, **adapting** readily to new environments with a **strategic** and **flexible approach**, and consistently delivering impactful solutions to address the complex challenges of agriculture



DESIRED IMPACT | to transform the wine sector using technology and a commitment to sustainability,
achieved by actively engaging people involved

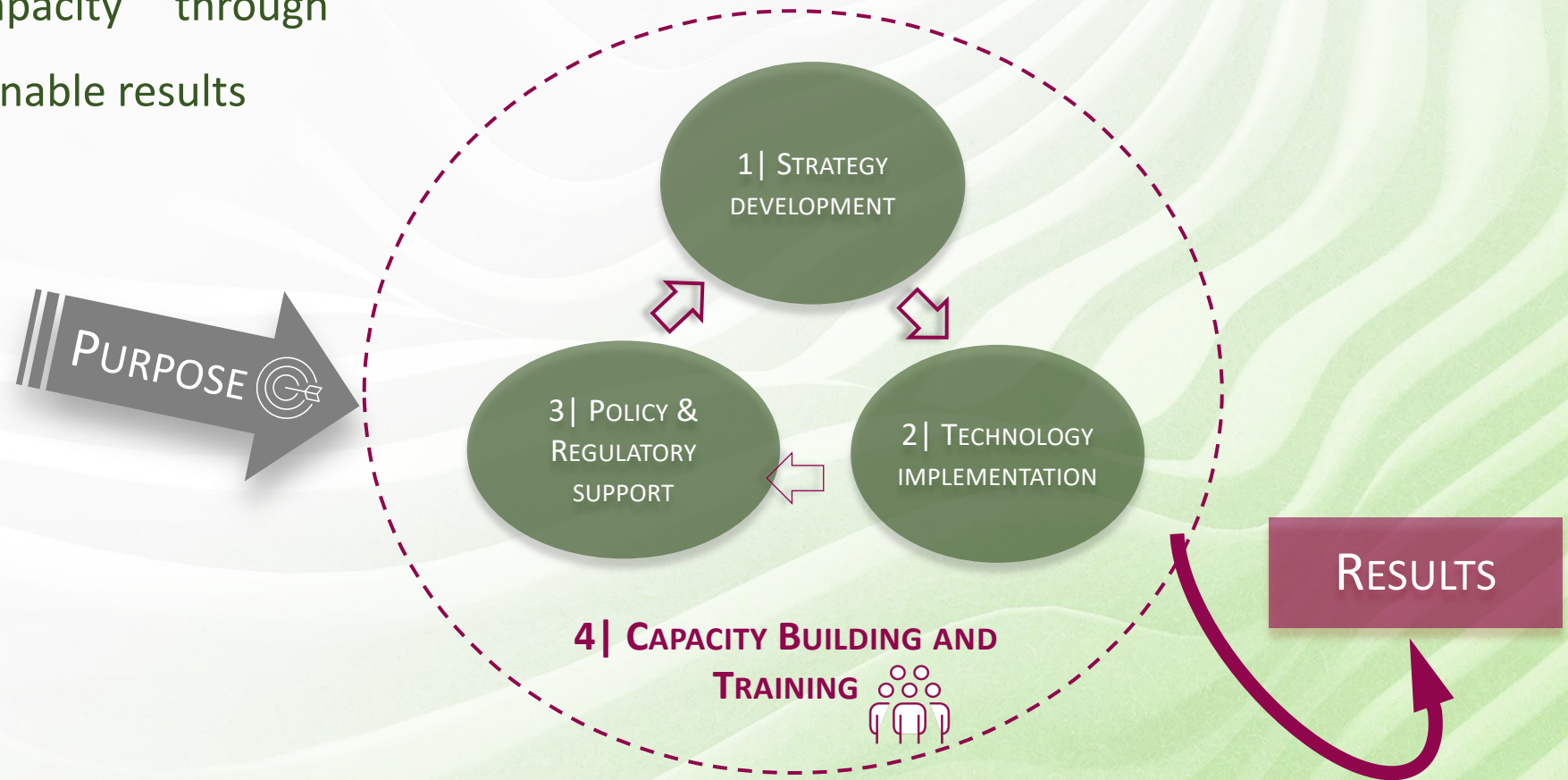


SERVICES

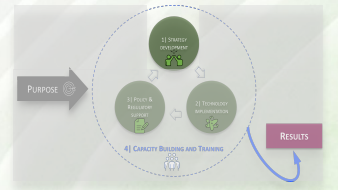
- 1 | STRATEGY DEVELOPMENT
- 2 | TECHNOLOGY IMPLEMENTATION
- 3 | POLICY AND REGULATORY SUPPORT
- 4 | CAPACITY BUILDING & TRAINING



APPROACH | Starting with a purpose building long-term capacity through services to achieve sustainable results



1 | STRATEGY DEVELOPMENT | Aims to define the strategy while strengthening people's skills



Phase I

UNDERSTANDING CONTEXT& SCOPE

- Initial Assessment & Stakeholder Engagement
- Comprehensive analysis of the current state of the wine value chain
- Stakeholder Consultation and Workshops

DELIVERABLES

- **ASSESSMENT REPORT**

Phase II

STRATEGY FORMULATION & PRIORITIZATION

- Goal Setting and Strategic Objectives (SMART)
- Develop a range of strategic options to address challenges
- Define Action Plan

DELIVERABLES

- **STRATEGY & ACTION PLAN**

Phase III

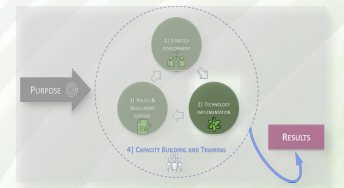
IMPLEMENTATION AND MONITORING

- Define Roadmap
- Define publicity plan
- Engage with other stakeholders
- Track progress & measure impact

DELIVERABLES

- **ROADMAP & PUBLICITY PLAN**

2 | TECHNOLOGY IMPLEMENTATION | Aims to integrate technology while enhancing transparency and strengthening people's skills



Phase I EVALUATE THE NEEDS

- Enhance and create workflows
- Define detailed system requirements

DELIVERABLES

- ENHANCED AND NEW WORKFLOWS' REQUIREMENTS

Phase II IT APPLICATION SELECTION

- Define criteria for selection
- Support on proposals' evaluation

DELIVERABLES

- LIST OF CRITERIA
- REPORT ON PROPOSALS EVALUATION

Phase III GEODATA COLLECTION AND MIGRATION

- Establish the methodology for data collection and quality
- Engage with other stakeholders
- Elaborate procedures and rules for data migration

DELIVERABLES

- METHODOLOGY FOR DATA COLLECTION
- PROCEDURES FOR DATA MIGRATION

3 | POLICY & REGULATORY SUPPORT | Aims to ensure the long-term viability of the wine sector



Phase I

REVIEW THE EXISTING REGULATIONS

- Identify gaps and challenges & areas for improvements
- Geodata update & maintenance guidelines

Phase II

PROPOSE AMENDMENTS

- Consultation with stakeholders
- Propose modifications & enhancements

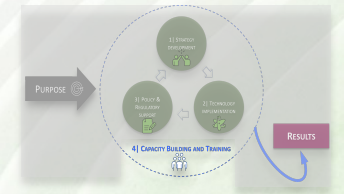
Deliverables

- **REPORT ON GAP ANALYSIS GUIDELINES**

Deliverables

- **REPORT ON THE MODIFICATIONS & ENHANCEMENTS**

4 | CAPACITY BUILDING & TRAINING | Aims to improve people's understanding of strategy development and its implementation



PROVIDE MENTORSHIP & GUIDANCE ON - THE - JOB

- Teach specific skills relevant to the job
- Offer constructive feedback on tasks completed
- Assist in troubleshooting issues as they arise
- Provide access to tools, resources or documentation that could aid in job performance

Outcome

ENHANCED SKILLS

DEVELOP AND DELIVER TRAINING PROGRAMS FOR GEOSPATIAL DATA MANAGEMENT

- Identify skills gaps and training needs
- Curriculum development
- Timeline creation
- Content creation
- Feedback incorporation

Deliverables

- TRAINING PLAN
- TRAINING MATERIALS
- TRAINING REPORT

FACILITATE KNOWLEDGE SHARING AND DISSEMINATION

- Organize workshops, conferences
- Plan and organize study tours

Deliverable

- REPORT ON ACTIVITIES PERFORMED

SERVICES PACKAGES (SP) | To be selected based on immediate needs

1| STRATEGY DEVELOPMENT – SP A = S 1 + S 2 + S 3

Assessment
Report

S 1

Strategy &
Action Plan

S 2

Roadmap &
Publicity Plan

S 3

2| TECHNOLOGY IMPLEMENTATION – SP B = S 4 + S 5 + S 6

Enhanced & New
Workflows &
System
Requirements

S 4

List of Criteria &
Report on proposals'
evaluation

S 5

Methodology for data
collection &
Procedures for data
migration

S 6

3| POLICY & REGULATORY SUPPORT– SP C= S 7 + S 8

Report on
Modifications and
enhancements

S 7

Report on Gap analysis
& Guidelines

S 8

4| CAPACITY BUILD. & TRAINING – SP D= S 9 + S 10

Training Plan, Training
materials & Training
Report

S 9

Report on activities performed
(workshops, Conferences &
Study tours)

S 10



THANK YOU!