

Opportunity qualifying and solution delivery

1. Project Scoping

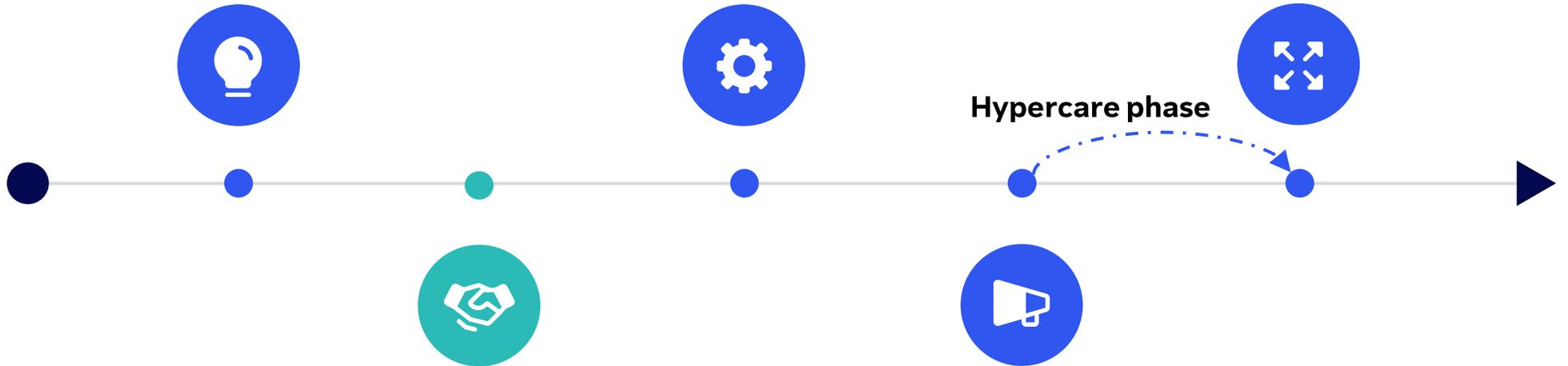
- Defining project scope and requirements
- Picking process mapping
- Identify stakeholders
- Provide effort/cost estimate

3. Set up & Deployment

- Customization of Workflow and Connector
- Infrastructure set-up
- End to End testing in QA env
- Key & end user training

5. Usage & Scaling

- Full live deployment
- Equipment of all operators
- Maintenance & Support



2. Win deal

- Agree timelines
- Put together project team
- Get access to customer environments

4. Go Live

- Dry Run
- Live deployment
- Equipment of all operators

