

Cirrus Cloud Advisory Evaluation Process Sales Steps

1 Step

Discovery



1 Day

Goals

- Understand use case
- Identify key stakeholders
- Identify main pain points
- Identify workloads for possible POC

Customer Resources

- Business owner
- Technical owner

Owner

- Account Exec
- Solution Architect

2 Step

Connect Cloud Account



1 Week

Goals

- Get assessment on possible savings

Customer Resources

- Technical owner

Owner

- Solution Architect

3 Step

Discuss Savings Assessment



1 Day

Goals

- Provide Eco savings assessment of connected cloud accounts
- Discuss results and feedback
- Agree on next steps

Customer Resources

- Business owner
- Technical owner

Owner

- Account Exec
- Solution Architect