

Cirrus Cloud Advisory **Proof of Concept (POC)** 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 Accounts



1 Day

Goals

- Get visibility on possible savings

Customer Resources

- Technical owner

Owner

- Solution Architect

3 Step

Document and Launch POC



2 Days

Goals

- Outline POC plan:
 - > Timeline, Success criteria, and Scope
- Agree on scope, timeline and success criteria
- Agree on communication plan

Owner

- Solution Architect

4 Step

Run POC



2 Weeks

Goals

- Conduct sync calls on a scheduled basis
- Monitor performance
- Update on progress and outstanding issues

Customer Resources

- Business owner
- Technical owner

Owner

- Account Exec
- Solution Architect

5 Step

POC Completion



1 Day

Goals

- Review POC results
- Discuss commercial steps moving forward

Customer Resources

- Business owner
- Technical owner

Owner

- Account Exec
- Solution Architect