

Putting it all Together – A Case Study



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5 Pillars in Action – “Great” SE



Discover - Multiple customer meetings with various levels, workgroups, and vendors



Qualify - Validated potential solution availability and technical feasibility, along with industry, competitive, and financial research



Develop – Presented technical solution and TCO model across the customer organization, overcame concerns, and gained solution confirmation



Close – Worked with Sales to ensure technical solution components and pricing were accurate for contract prior to obtaining contract signature



Transition – Warm hand-off of all solution documentation to the implementation team and multiple check points with them and customer to ensure technical design integrity



Tools to Increase SE Success

