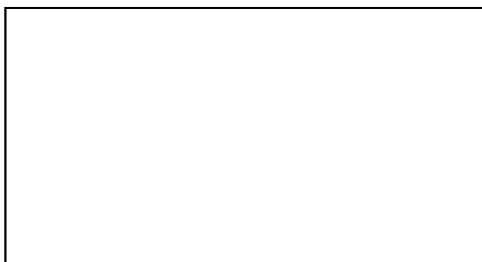




PROOF OF CONCEPT

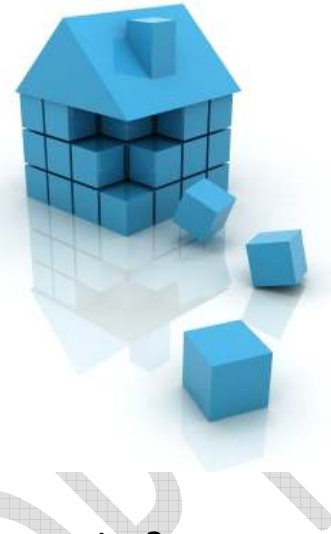
"Pilot test the solution under real conditions"





Proof of Concept

First Step is a comprehensive methodology that provides a consistent approach and proven tools to help you with your solution deployment. Proof of Concept is one of five first step Decision Accelerators: short engagements that help enterprises make purchasing decisions for a solutions. The others are Architecture Assessment, Fit Gap and Solution Blueprint, Scoping Assessment, and Business Case. The First step Methodology also offers Architecture and Design offerings, a series of short engagements that can guide you through the technical decisions required for deployment. Ask 2MN how the First step Methodology can help you deploy the solution.



Is Proof of Concept a good choice for your enterprise?

Proof of Concept can help you if:

- You have chosen solution to address a new business need, but your team has no existing references to assess the changes that will take place on deployment.
- You have questions about the solution that need answers before you finalize your purchasing decision.
- You are rolling out a solution throughout an enterprise that is large, complex, multi-site, multilingual, or global.
- Your IT decision-making process is complex, with a number of stakeholders working toward consensus.
- You and your team prefer a “try before you buy” approach.

How does the pilot work?

Our consultants will confer with you to understand your business requirements. They will install the solution in a “sandbox” environment, using your business data and operating under real business conditions. The installation will include 1 appliance and 10 devices or events sources. It will be configured to provide high-level support for your business processes in general, and our consultants can provide configuration and support for any critical business processes that you may wish to test in greater detail.

Our consultants will prepare and conduct a pilot test, the duration of which will depend on your needs. They will review the findings with your enterprise business and IT decision-makers. Your team can experience the look and feel of the solution and get the answers to any questions they may have. All configurations will be transferable to the final implementation of your solution.





How POC advances your decision making:

- Validates “on the ground” that the solution will meet your business needs.
- Ensures that your solution can be deployed successfully, even if you have complex business or technical requirements.
- Helps your enterprise decision-makers arrive at a purchasing decision quickly and cost-effectively.
- Introduces the solution to your staff to obtain their acceptance—and gives them the opportunity to have input into the implementation process.
- Provides an initial system configuration that can be carried forward to the next phases of implementation—and allows updating of Fit Gap and Solution Blueprint, which will make the next phases faster and more efficient.

Proof of Concept provides assurance and builds team support

Our Proof of Concept consultation is a quick and cost-effective way to test the solution under real conditions. This pilot test can provide you with assurance that your objectives are technically feasible—and helps build support among decision-makers and the team who will be working closely with your solution.

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