

# PILOT PROGRAM

VETTING AVAIL WITHIN YOUR FIRM

## DECIDE

Your team elects to proceed with AVAIL

### EDUCATE

AVAIL TEAM



Account Executive creates timelines & builds understanding of **Technical + Business Goals**

YOUR TEAM



Eval Team **shares their knowledge** and agrees to participate in testing

### TRANSFORM



Product Evangelist analyzes goals + targets and guides team through **Transformation Workflow**



Eval Team **collaborates** with Product Evangelist to index and transform their content experience

### INTEGRATE & ONBOARD



Customer Success Manager identifies **technical milestones and training opportunities**



Eval Team **provides feedback** and creates a Deployment Plan (often includes firm-wide training led by AVAIL)

EXPERIENCE

RESULTS



#### Alignment

- Product + Goals
- Price + Budget

#### Develop Testing Plan:

- Target Content Sets for transformation

#### Develop Initial Deployment Plan:

- Deployment Goals
- Deployment Date



#### Digital Transformation:

- Quality of company content exposed + clarified
- AVAIL capabilities demonstrated
- Future Transformations: additional content types indexed and explored.

**Product Validation:** assurance that AVAIL is the best solution



#### Deployment Specifics

- Content sets
- End user groups established
- Training Dates

#### Technical Integration

- Single Sign On
- Stream
- Harvest
- Analytics