

MAKE THE MOST OF YOUR INVESTMENT WITH ASG TECHNOLOGIES

Mobius Proof-of-Concept

OVERVIEW

A Mobius Proof-of-Concept is a recommended step in making an investment in Mobius technology. The Proof-of-Concept provides your organization with an opportunity to experience the benefits of Mobius solutions via a structured evaluation, guided by highly experienced Enterprise Solutions Engineers. The end result of a Proof-of-Concept project is comprehensive confirmation that the decision to implement Mobius technology to address key business and/or IT requirements is both technically sound and financially justifiable.

MAXIMIZE YOUR SOFTWARE

The Mobius Proof-of-Concept follows a thorough, step-by-step process to ensure success. To start the process, your ASG Account Executive and assigned ASG Enterprise Solutions Engineer (ESE) will meet with your designated personnel to obtain a thorough understanding of your business and IT requirements. During one or more meetings, this group will define all business and technical requirements and objectives. An additional goal of these discussions is to formally define the success criteria and all deliverables resulting from the Proof-of-Concept. Potential timelines and resource requirements will also be reviewed.

At the conclusion of these meetings, the ASG ESE will develop the formal Proof-of-Concept Project Plan. This Plan documents all identified business and technical objectives, lists all resources required to complete the Proof-of-Concept (equipment, environment, and personnel), identifies the projected start and end dates, and specifies all deliverables and success criteria.

After the Proof-of-Concept Plan has been finalized, an additional review meeting is conducted. Any requested adjustments discussed during the review meeting will be incorporated into the Plan. At the conclusion of this process, ASG and the customer will have a jointly-approved Proof-of-Concept Plan and understand all customer-defined success criteria. Scheduling of the work associated with the project will then commence.

ASG's ESE will then work with your designated business and technical resources to execute the Proof-of-Concept Plan. The initial work, which typically involves the installation and configuration of Mobius solutions, is typically conducted onsite. In certain cases, however, this may be performed remotely. The duration of involvement of the ASG ESE is governed by the objectives and success criteria confirmed at the time of the Plan approvals; this timeframe may extend from a few days to a few weeks. Your organization, however, will usually continue to utilize the software during the duration of the Proof-of-Concept, with occasional assistance from ASG's ESE.

At the conclusion of the timeframe designated for the Proof-of-Concept, the ASG Account Executive and ASG ESE will reconvene with your business and technical representatives to review the process utilized during the Proof-of-Concept, discuss the objectives and requirements addressed during the project, and review the success criteria. Once confirmed, the project is considered complete and appropriate ASG resources will work with your organization on a financial proposal to acquire the Mobius technology evaluated during the Proof-of-Concept.

MEET IT AND BUSINESS GOALS

- Learn about the concepts, benefits and value of Mobius solutions
- Evaluate a proven solution for your organization
- Experience and test the advantages of Mobius solutions
- Evaluate your company-specific use cases in tandem with an experienced ASG Enterprise Solutions Engineer

WHAT'S INCLUDED?

- Professional services for planning and implementing a comprehensive Proof-of-Concept
- A 30-90 day license to experience targeted Mobius solutions
- Hands-on guidance and remote support

LASTING VALUE FOR YOUR ORGANIZATION

Customer feedback to Proofs-of-Concept is highly positive. Customers benefit from a detailed understanding of how the Mobius solutions will assist in addressing business and/or IT objectives. With the assistance of expert ASG ESEs, many customers learn new ways to address existing challenges, which has the further potential of increasing overall Return on Investment. Further, the hands-on experience of such Proofs-of-Concept strengthens overall understanding of how the ASG solution will be integrated into the organization. This understanding, in turn, helps to streamline business justifications, purchasing decisions, and implementation plans. At a minimum, you have full confidence that the Mobius software will address the requirements as specified at the beginning of the Proof-of-Concept and that the software will bring value to the organization as a whole. A Proof-of-Concept is a powerful mechanism to help you confirm your investment in Mobius solutions.

EXAMPLE: PROOF-OF-CONCEPT FOR MOBIUS PRODUCTS

PRELIMINARY MEETING

- Conduct Discovery Call with Customer
- Define Business Objectives and Requirements

- Outline Technical Objectives and Requirements
- Discuss the Success Criteria and the Deliverables for the Proof-of-Concept

PROJECT PLAN CREATION

- Create the Proof-of-Concept Project Plan
- Identify Business Objectives
- List Technical Objectives
- Identify the Proof-of-Concept Environment and Project Resources
- Specify Proof-of-Concept Deliverables and Success Criteria

MEETING TO REVIEW THE PROJECT PLAN / MEETING PREPARATION

- Review the Project Plan
- Approve Success Criteria
- Schedule the Proof-of-Concept

ONSITE EXECUTION OF PROOF-OF-CONCEPT

- Execute the Proof-of-Concept Project Plan

FINAL REVIEW OF PROOF-OF-CONCEPT

- Review of the Proof-of-Concept execution

PHASE	PHASE 1 PPRELIMINARY MEETING / DISCOVERY CALL	PHASE 2 PROOF-OF-CONCEPT PROJECT PLAN CREATION	PHASE 3 MEETING TO REVIEW PROJECT PLAN	PHASE 4 EXECUTION OF THE PROOF-OF-CONCEPT	PHASE 5 FINAL REVIEW OF THE PROOF-OF-CONCEPT
DURATION	2-4 hours	1 Day	5 Days	2 -3 weeks (depending on defined length of POC)	1-2 hours
LOCATION / METHOD	Conference Call	ASG	Conference Call / WebEx review	Onsite / Remote	Conference Call / WebEx
PARTICIPANTS	ASG Field Account Executive ASG's Mobius Enterprise Engineer Customer's Business / Technical Stakeholders	ASG's Mobius Enterprise Engineer	ASG Field Account Executive ASG's Mobius Enterprise Engineer Customer's Technical / Business Stakeholders	ASG's Mobius Enterprise Engineer Customer's Technical / Business Stakeholders	ASG Field Account Executive ASG's Mobius Enterprise Engineer Customer's Technical / Business Stakeholders

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