



Proof of Concept

RAPID ASSESSMENT

**Propel Your Project from Idea to Prototype and
Demonstrate Feasibility.**



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Introduction

WHY CHOOSE OUR PROOF OF CONCEPT RAPID ASSESSMENT?

Our *Proof of Concept Rapid Assessment* is vital for those seeking clarity and confidence in their project's direction. Our team specializes in the rapid development of solution prototypes, drawing from a library of established architectural patterns and time-tested strategies. By verifying aspects such as user experience, feature set, and performance, we offer a glimpse of what the future can look like for your Revenue Operations (RevOps) solution.

This whitepaper discusses the power of 'seeing is believing' when developing a proof of concept. It's not just a catchphrase but a commitment to transform your vision into a functional prototype. The proof of concept will provide an interactive tool to facilitate stakeholder engagement and gain early feedback. Developing a PoC will foster trust through a common understanding of the future-state solution and drive momentum toward future project phases.

We've seen projects fail because vendor offerings are not ready for prime time or because the feature ambitions of client solutions exceed what's reasonably feasible. Our whitepaper explains how demonstrating technical feasibility ensures that what may be theoretically possible can be practically implemented within your technology landscape. Our whitepaper argues that a PoC will empower your team with a hands-on demonstration of the solution prototype, reducing ambiguity and providing a clearer sense of direction.

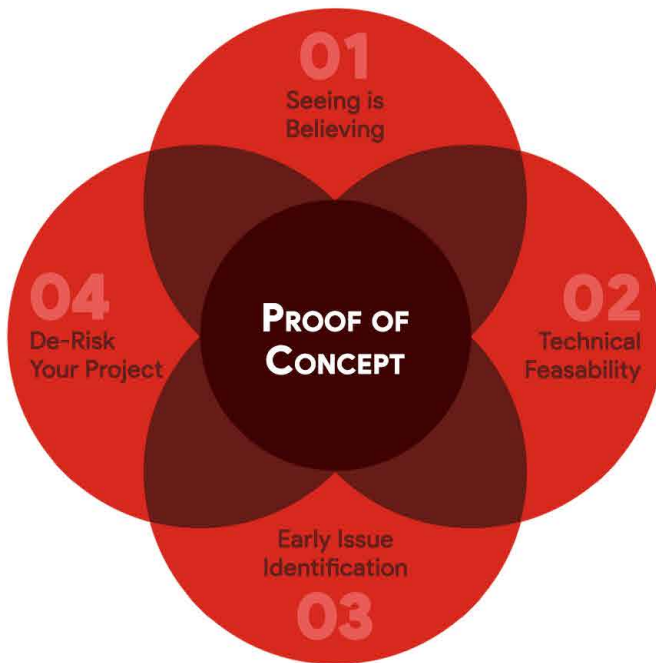
Our whitepaper discusses the importance of early issue identification when building a prototype to identify potential bottlenecks or misalignments that could later derail your project. In doing so, we anticipate challenges and push redesign efforts to avoid complications, enabling you to steer clear of costly and time-consuming future obstacles. Ultimately, our assessment is about de-risking your project. We don't just highlight possible pitfalls; we endeavor to help you avoid them by pressure-testing your solution against real-world scenarios.

Building a Proof of Concept doesn't just help stakeholders hear about the proposed solution; they experience it firsthand to validate resonance with need. Discover the benefits of our *Proof of Concept Rapid Assessment* with this whitepaper, and learn how to propel your project from ideation to validation with a compelling proof of concept.



What's Included

KEY BENEFITS OF OUR ASSESSMENT



ASSESSMENT DELIVERABLE



ASSESSMENT TASKS AND TIMELINE

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8
Project Kickoff	★							
Requirements Workshops								
High Level Design								
PoC Development								
Design Spec Preparation								
Project Readout								



Seeing is Believing

BUILDING TRUST: GLIMPSE THE FUTURE AND DRIVE STAKEHOLDER BUY-IN

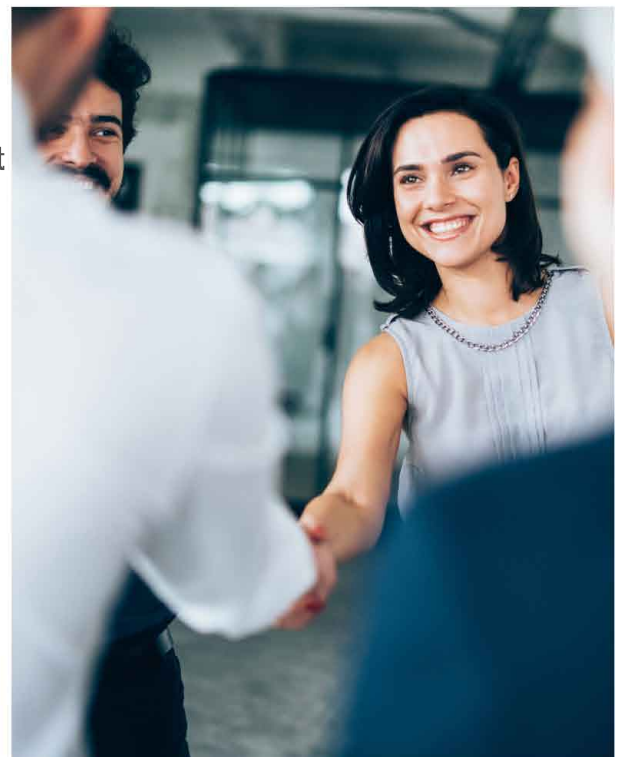
Large-scale projects can be immensely costly. By first trialing a solution on a smaller scale, organizations can gauge project viability without the expenditure that a full-scale deployment would demand. You will be able to significantly reduce the financial repercussions of misaligned objectives with the visualization of the future state offered by the PoC.

A PoC, by its very nature, is an experimental phase. It provides a sandbox environment where novel ideas can be tested without the constraints or pressures of a full-blown project. Developing a PoC fosters innovation, as teams are more likely to try out unique solutions, knowing they have the safety net of the prototype's limited scope.

Our *Proof of Concept Rapid Assessment* provides a vehicle to encourage open dialogue, where stakeholders can offer real-time feedback, ask pressing questions, and truly engage with the solution. Rather than laying out theoretical frameworks or simply showing textual representations of the solution, we empower you with an operational prototype of the envisioned solution to facilitate perspective.

This dynamic interaction amplifies stakeholder buy-in and drives momentum toward the project's subsequent phases. Moreover, as stakeholders interact with the prototype, it becomes exponentially easier to envision its real-world application, streamlining adjustments before committing to a full-scale implementation.

Our *Proof of Concept Rapid Assessment* provides clarity, fosters informed decision-making, and significantly reduces risks associated with large-scale implementations. By embracing this preliminary step, you will be positioned for success, armed with the tangible insights that only a proof of concept can provide.





Technical Feasibility

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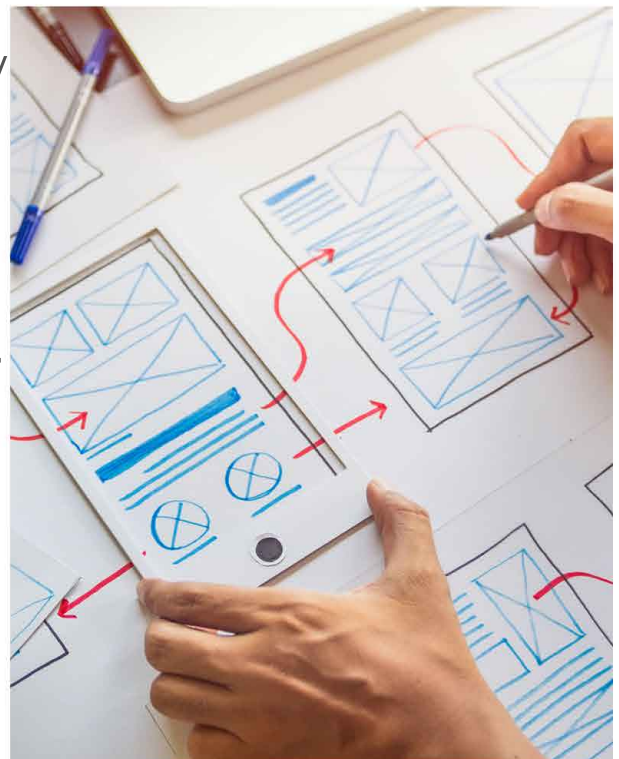
PROVING VIABILITY: TRANSFORM CONCEPT INTO REALITY WITH A PROTOTYPE

A proof of concept allows for an in-depth assessment of the technical feasibility of the proposed solution. While theoretical plans might seem perfect on paper, real-world application often reveals unforeseen challenges. Testing the waters with a PoC demonstrates how the solution will perform, ensuring that the theoretical translates into the practical.

Developing a proof of concept provides tangible evidence of your system's capabilities, offering clarity beyond the often embellished vendor narratives about the 'art of the possible.' Instead of relying solely on vendor promises and demonstrations, the PoC lets you experience firsthand how the solution aligns with your needs. This hands-on exploration demystifies theoretical capabilities and offers a realistic preview of the system's potential, ensuring informed decisions grounded in practical experience rather than abstract promises.

Developing a proof of concept is a collaborative endeavor, inviting stakeholders to challenge, question, and probe the prototype, paving the way for fine-tuning to ensure the solution will meet the mark. By demonstrating technical feasibility, we strive to remove the ambiguities that cloud the early stages of solution development. Our *Proof of Concept Rapid Assessment* will showcase key functionality and demonstrate interoperability with adjunct systems to validate the solution within your technology landscape.

Our assessment provides a clear, concrete perspective, transforming abstract ideas into a working prototype. Rather than making assumptions based on assumptions, our assessment allows you to make informed choices based on experience and hands-on testing. The assessment offers more than just a prototype; it promises integrity, precision, and the reassurance that the envisioned solution is technically sound and warrants further investment.



Early Issue Identification

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CLEARING THE PATH: FIND ISSUES EARLY TO ENSURE FUTURE-STATE SUCCESS

It's often said that prevention is better than cure. Identifying critical issues with a solution prototype before they have the chance to jeopardize your Revenue Operations initiative can be invaluable to ensuring overall project success. Consider our *Proof of Concept Rapid Assessment* as a diagnostic tool, unearthing potential bottlenecks, technical glitches, or misalignments in the envisioned solution. By catching these issues early in the project, we enable your team to re-strategize and recalibrate, ensuring smoother implementation in the later project stages when there's less time for adjustments.

Our assessment includes a detailed comparison of the prototype's capabilities against preliminary stakeholder reactions to identify emerging gaps. As part of this process, the evaluation will focus on feature coverage and usability of the prototype. On the technical side, we analyze the prototype's underlying architecture and integration capabilities to gauge whether the design will hold up to the weight of production operation and interoperate within your organization's existing technology infrastructure.

Additionally, the assessment will review the prototype's performance characteristics and benchmark results to assist in setting expectations for the future. Providing early feedback on performance will help you determine your planned solution's alignment with organizational performance guidelines and important operating thresholds established by technology vendors to ensure compliance.

Our *Proof of Concept Rapid Assessment* offers not just a glimpse into potential but provides a deeper understanding of strengths and areas for refinement. By choosing this assessment, you're ensuring that when you're ready to launch, your solution is not just good—it's the best it can be.



De-Risk Your Project

SAFEGUARDING STRATEGY: PROTOTYPE PRIOR TO PLACING YOUR BETS

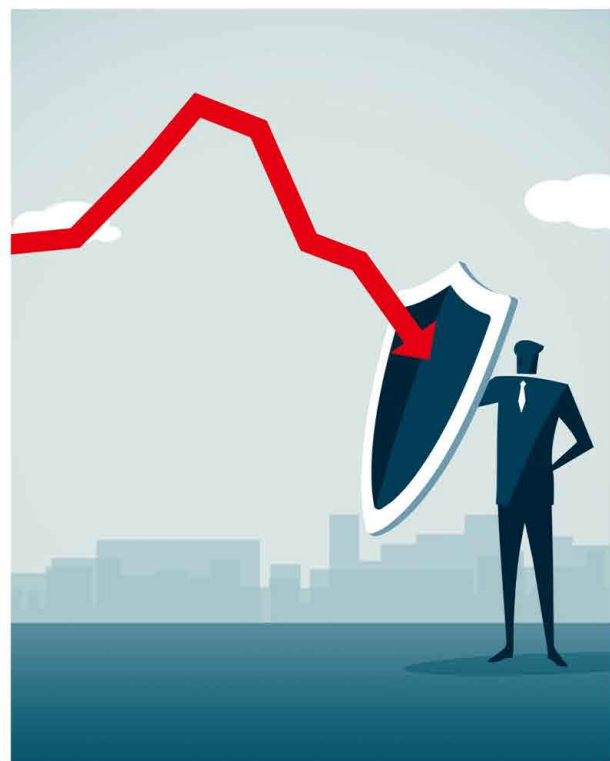
Embarking on enterprise RevOps projects requires foresight, planning, and a methodical approach to managing risk. One of the primary uncertainties that businesses often grapple with is the question of project viability. Can the envisioned solution work in a real-world setting? Addressing this uncertainty is where our *Proof of Concept Rapid Assessment* comes into play.

De-risking a project is not just about identifying potential pitfalls, but it's about understanding the entirety of a solution's potential in its operational environment. By developing a solution prototype in the initial phase, we offer you the chance to interact with, test, and validate your ideas. This hands-on interaction demonstrates how the solution aligns with real-world demands and gives insights into its functionality, adaptability, and integration capabilities.

In this regard, the purpose of the *Proof of Concept Rapid Assessment* is twofold. Firstly, it ensures that the proposed solution is not just theoretically sound but is practically viable. The practical insights gained from the prototype highlight nuances that might be overlooked in theoretical discussions. This early recognition allows you to tweak, refine, or even pivot your strategy, leading to a more resilient and efficient final product.

Secondly, stakeholders can more effectively engage with the solution by providing a tangible representation of the solution. It offers a platform for open dialogue, where stakeholders can ask questions, provide feedback, and better understand the project's trajectory. Such an iterative feedback process, rooted in tangible experience, fosters confidence and clarity among all parties involved.

In short, our *Proof of Concept Rapid Assessment* offers a strategic approach to risk management to prepare you for full-scale implementation.



Recommendations & Next Steps

WHAT YOU WILL RECEIVE AFTER THE ASSESSMENT



You'll benefit from two primary deliverables after our *Proof of Concept Rapid Assessment*. Firstly, we'll present your envisioned solution's proof of concept (PoC). This may require you to have a license for the vendor application on which this PoC is constructed. Secondly, we'll furnish you with our *Proof of Concept Design Specification* document. This will provide you with an architectural snapshot of how the PoC came into being. It comprises a database schematic highlighting the solution's primary entities and an in-depth overview of scripts and processes illustrating the business logic behind the PoC. The essence of these deliverables is to offer a vivid portrayal of your prospective solution and lay down a foundation for future development for your RevOps project.

CONTACT US, AND TAKE THE NEXT STEP IN YOUR REVENUE OPERATIONS JOURNEY

I have the privilege of serving as the Vice President of Services at BHC, where turning visions into tangible solutions is not just our expertise but our passion. Embarking on a project primarily involving your Revenue Operations is both a business decision and a journey—one that we're eager to navigate with you. Our Proof of Concept Rapid Assessment is crafted from our collective experiences and refined into a service that empowers your team from the conceptual stage to a validated prototype. There's an unmatched assurance that comes from seeing a working prototype. It's not just about technical implementation; it's about curating a solution that breathes life into your strategic vision. Please consider reaching out at services@bostonharborconsulting.com. Let's create, refine, and validate together.



Shalane Sheppard
Vice President, Services

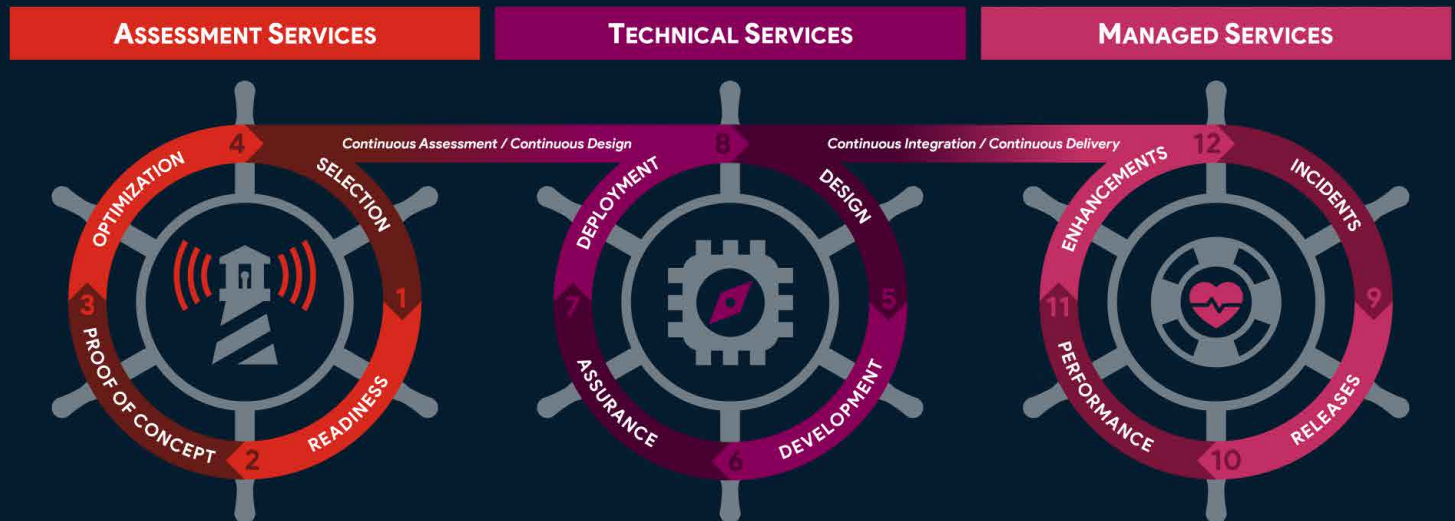
About Us



UNLOCKING SUCCESS IN REVENUE OPERATIONS: A JOURNEY WITH BOSTON HARBOR CONSULTING

With a rich history and a dedication to excellence, we have evolved into a trusted partner for organizations seeking transformative solutions in the Revenue Operations domain. Our story begins with a simple vision: to bridge the gap between business objectives and technical realities. In the dynamic landscape of Revenue Operations, where efficiency, and precision are paramount, we recognized the need for a partner who could seamlessly integrate technology and strategy. This realization fueled the inception of Boston Harbor Consulting, and our commitment to this vision has guided us ever since.

OUR COMPREHENSIVE SERVICE PORTFOLIO



OUR GUIDING PRINCIPLES: EXPERTISE AND INNOVATION

With over a decade of domain expertise in Revenue Operations solutions across various sectors and geographic regions, we know that true excellence lies in understanding the unique challenges and opportunities that each client brings to the table. Innovation is our driving force. We believe in the power of creative problem-solving and continually seek out innovative approaches to tackle complex challenges. Our specialization in SAP technology and low-code innovation ensures that we stay at the forefront of enterprise development. Innovation isn't just a buzzword for us; it's embedded in our DNA.

THE BOSTON HARBOR CONSULTING DIFFERENCE

Our distinction lies not only in what we do but in how we do it. We're not just a consulting firm; we're your partner in success. Our commitment to long-term growth, adaptable solutions, and unwavering support sets us apart. As you navigate the complexities of Revenue Operations, choose Boston Harbor Consulting as your compass. Together, we'll embark on a journey of transformation, unlocking new horizons for your organization. Join us in shaping the future of Revenue Operations. Welcome to Boston Harbor Consulting.

