

5 Signs Your Buisness needs to evaluate Remote POC

A **Proof of concept (POC)** is a common approach used by organizations to assess the viability of a software product in solving a particular business need. But launching a POC can also be an intimidating task and is not without common pitfalls. **Here are few challenges that one faces while conducting a POC.**

1

Identifying the right team

It is important to get the right people involved. It is advisable to have a team instead of a single player.

2

Properly scoping the project

It is always important to keep the result in mind while scoping the project. If you scope too much, the project will be more complex and difficult to handle and if you scope too little you may miss out key aspects.

3

Getting a readiness review

Every solution has a set of pre-requisites that has to be discussed with the customer to make sure the environment and their people are ready. A proper readiness review ensures maximum productivity at the start of the POC engagement.

4

Clarifying the next steps in the beginning

Mapping of resources ahead of time will help to get the buy-in and the commitment from the people you need and ensures all requirements both data and technology are met before you begin the POC.

5

Properly documenting and measuring the results

It is important to document how much time does it take for a step to complete? What effort, people, and facilities are needed to complete the job? Step back and review the results.

SECUDE GARDEN4YOU is a self-service POC environment that eliminates steep capital costs and logistical pitfalls of traditional POCs and improves operational efficiency, remote usability, and responsiveness. It eliminates manual steps and complex configurations, shortens sales cycle, and increases productivity.