

Getting The Most From Your Proof of Concept



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Proof of Concept

- A POC is the single best way to determine if software, or a process is appropriate for you.
- You must involve all major users in the POC
- Use predetermined weighted success categories
- Don't waste a vendor's time, or your own
 - Know thyself.
- Provide honest, specific feedback.

Weighted Success Criteria

- Use many factors, but do not use them equally.
- Most back-end technology factors should serve as a baseline.
 - Unless they are truly time saving/revolutionary.
 - Some are revolutionary, many are just bells/whistles
- More me, it is UI over all.
- Just because a feature is being sold to you, doesn't mean you have to buy it.