Broad Program Objectives

- Ensure that all Partners have a Solid Foundation to Implement
  - Partner Implementation Boot Camp
  - Recommended NetSuite Courses
- Promote Continuing Education and Collaboration
  - Partner Resource Centre
  - SuiteAnswers & Help
- Every Implementation is a Successful One
  - Working with the Channel Implementation Enablement Manager

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Structured Program for Implementation Boot Camp Attendees based on NetSuite Methodology

- 1st and 2nd Project
  - Six Checkpoints for each of the consultant's first two projects
  - Each checkpoint will occur before each phase, excluding the *Initiate* phase
  - Additional Checkpoints may be set up depending on the complexity of the project
- 3rd Project
  - Three lifelines for the consultant's third project
  - Lifelines can occur during any phase of the project

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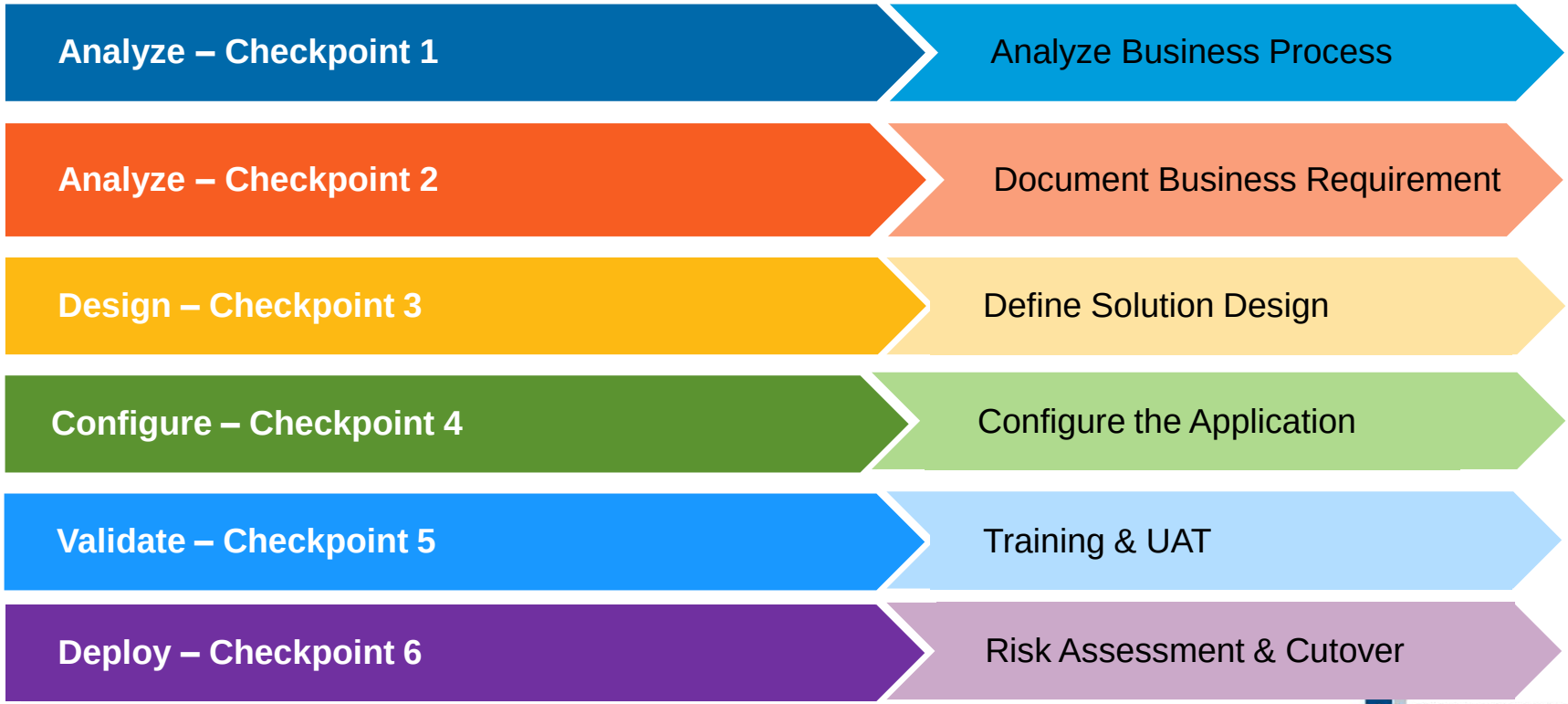
NetSuite One Methodology – Aligned Program Checkpoints



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Analyze – Checkpoint 1: Analyze Business Requirements

- Expectations for Partner Consultant:
  - Familiarized with the Business Process Questionnaire (BPQ)
  - Completed knowledge transfer from pre-sales person and has reviewed the signed SOW
- Assistance Provided:
  - Discuss approach to handling the preparation and completion of the BPQ, including reviewing process areas that the consultant is uncomfortable/unfamiliar with
  - Review completed BPQ document with the consultant and assess if follow-up with the customer is required
- Key Deliverable(s):
  - Completed BPQ Document

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Analyze - Checkpoint 2: Document Business Requirements

- Expectations for Partner Consultant:
  - Reviewed the completed BPQ and identify potential business gaps or focus areas for Business Process Mapping (BPM) session.
  - Prepared a draft agenda for the BPM session
- Assistance Provided:
  - Strategize on how the BPM session should be run and process owners to be involved, including allotted time for the relevant topics
  - Review completed BRD with consultant and ascertain that the customer's business processes, proposed solutions and identified gaps are well documented.
- Key Deliverable(s):
  - Completed and signed BRD Document

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Design - Checkpoint 3:
Define Solution Design | Design Customization

- Expectations for Partner Consultant:
  - Familiarized with the final signed BRD
  - Ensured that identified gaps within the BRD documents should be linked to the relevant draft Functional Requirement Document(s) (FRD).
- Assistance Provided:
  - Discuss robustness and sustainability of draft solution design(s).
  - Strategize solution design(s) if the consultant is unsure on how to go about it.
  - Review finalized FRD(s) with consultant to ascertain that it is properly documented with sufficient detail
- Key Deliverable(s):
  - Completed and signed FRD(s)

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Configure - Checkpoint 4: Configure Application

- Expectations for Partner Consultant:
  - Familiarized with both the BRD and FRD(s)
  - Prepared a draft consolidated list of configuration questions
  - Prepared a draft configuration schedule w/ topics and relevant touch points
- Assistance Provided:
  - Review and discuss consolidated list of configuration questions and planned configuration
  - Review planned configuration schedule w/ topics and allotted time, including coaching the consultant to handle certain discussions
  - Review and discuss documentation process for meeting minutes for configuration sessions
- Key Deliverable(s):
  - Meeting Minutes from Configuration Session(s)

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Validate/Deploy - Checkpoint 5: Training | UAT

- Expectations for Partner Consultant:
  - Prepared draft training plan/presentation w/ relevant training demo(s)
  - Prepared a sample UAT test script for an entire process (e.g. Record to Report)
- Assistance Provided:
  - Discuss and review draft training plan/presentation, sample UAT test script and training demo(s) with the consultant. Strategize approach, if necessary.
  - Review final training plan/presentation, UAT test scripts, Training Demo(s) and User Guides (if applicable) with the consultant
- Key Deliverables(s):
  - Training Plan, User Guides & Finalized UAT Test Scripts

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Deploy - Checkpoint 6: Risk Assessment | Cutover

- Expectations for Partner Consultant:
  - Documented and maintained a proper consolidated issues log
  - Prepared a draft plan for the cutover business process
- Assistance Provided:
  - Review, discuss and prioritize issues on the consolidated issues log to prepare for Go Live with the consultant
  - Review and discuss the proposed cutover processes with the consultant. Strategize, if required.
  - Discuss any risk areas and discuss with the consultant how to mitigate these prior to Go Live
- Key Deliverable(s):
  - Consolidated Issues Log w/ Owners and Priorities

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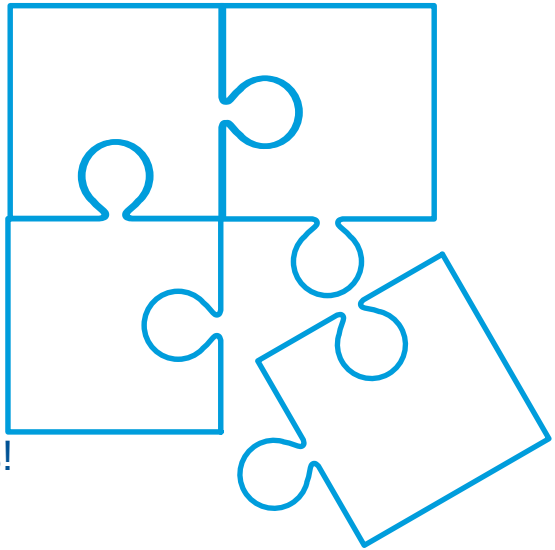
Keys To Project Success

- **Prioritize** requirements and phase the implementation if appropriate
- **Start small** and enhance over time
- **Involve** end users early and often
- **Tightly manage** scope and change control
- **Active participation** in the Enablement program. Use our services!



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