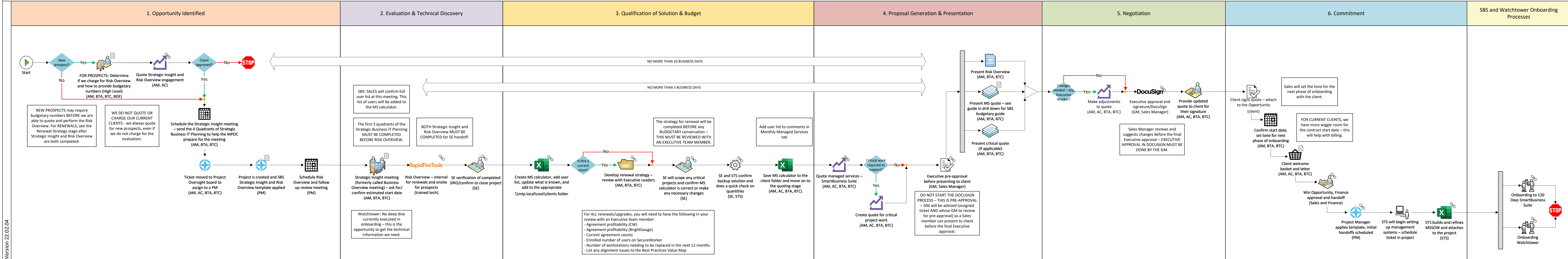
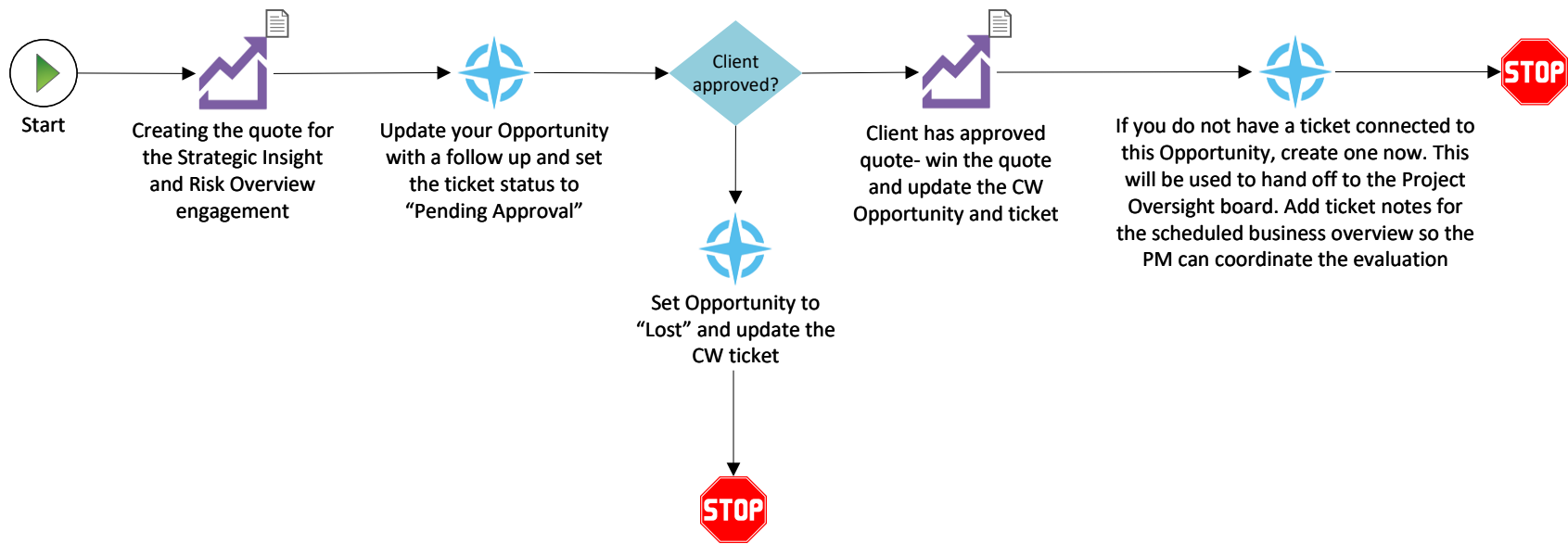
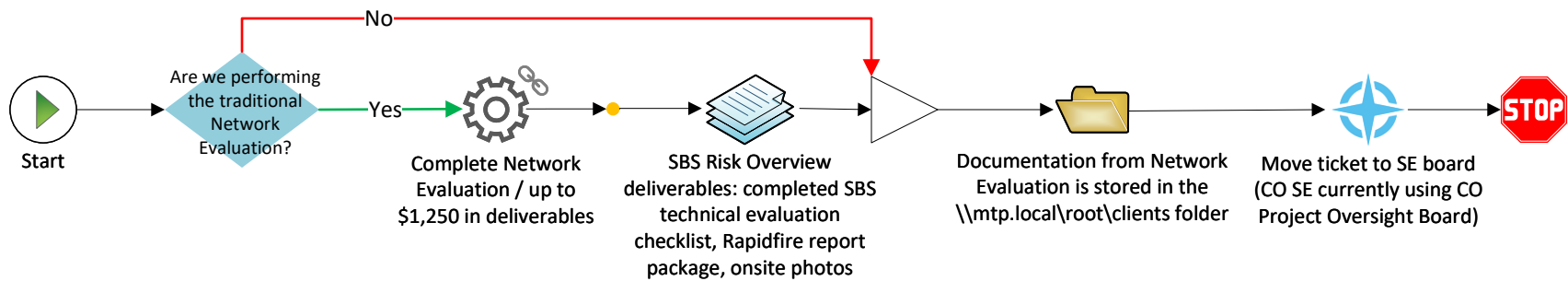



MS Sales Path for SBS and Watchtower






If we have performed a Network Evaluation within the last 3 months, or if this is an existing client, then there will be no onsite required (we will still need to have their remote activities performed and checklist filled out).

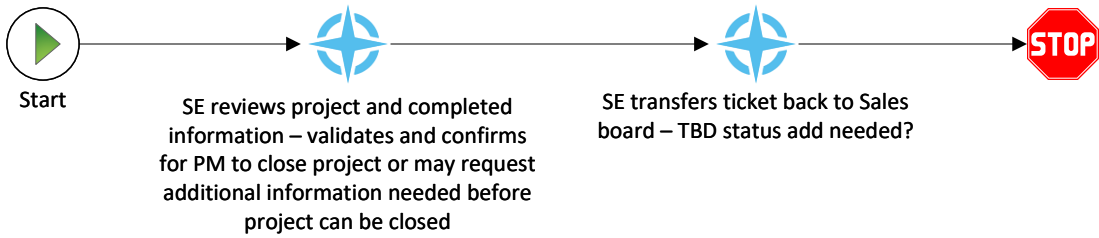


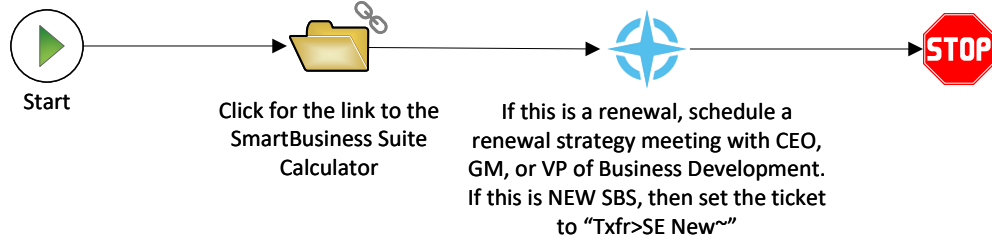
 SBS Risk Overview – Process and Expectations for Technical Staff

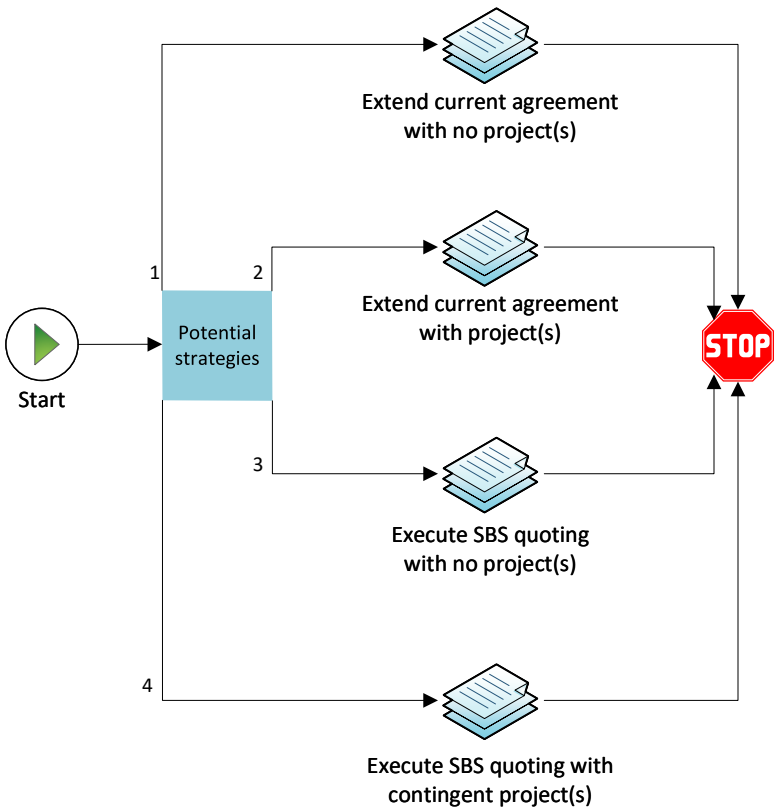
 SBS Risk Overview Requirements

 SBS Risk Overview Checklist









For ALL renewals/upgrades, you will need to have the following in your review with an Executive team member:

- Agreement profitability (CW)
- Agreement profitability (BrightGauge)
- Current agreement counts
- Enrolled number of users on SecureWorker
- Number of workstations needing to be replaced in the next 12 months
- List any alignment issues to the Best Practices Value Map





Start

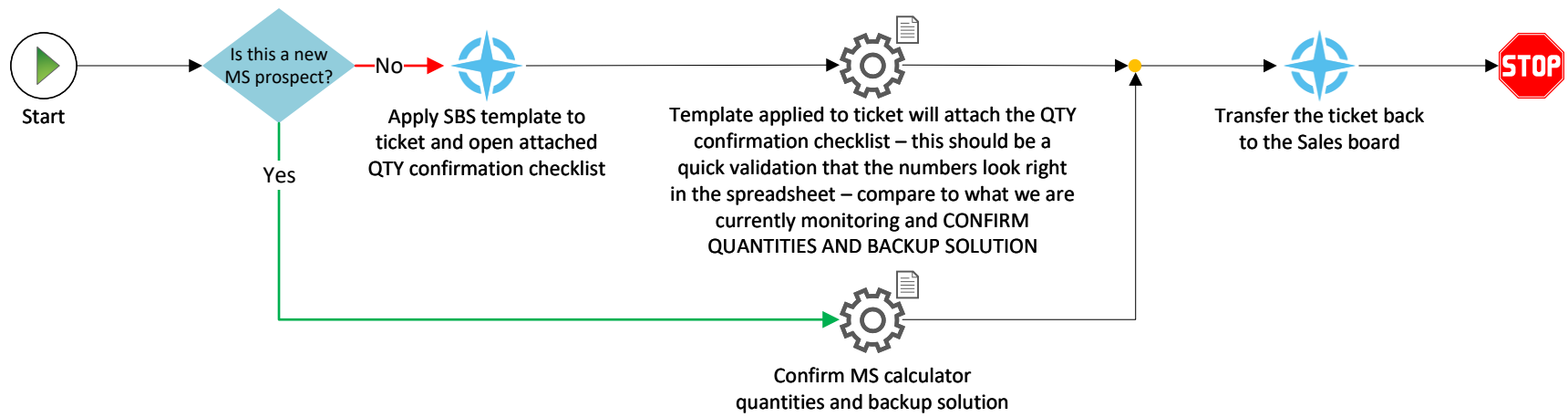


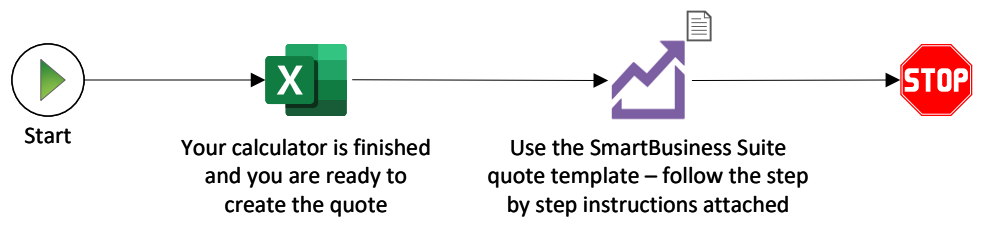
SE will scope any additional critical project needed. SE confirms and/or updates MS calculator and then confirms with STS for backup and QTY



Transfer ticket to STS Tasks board at the status of "New"

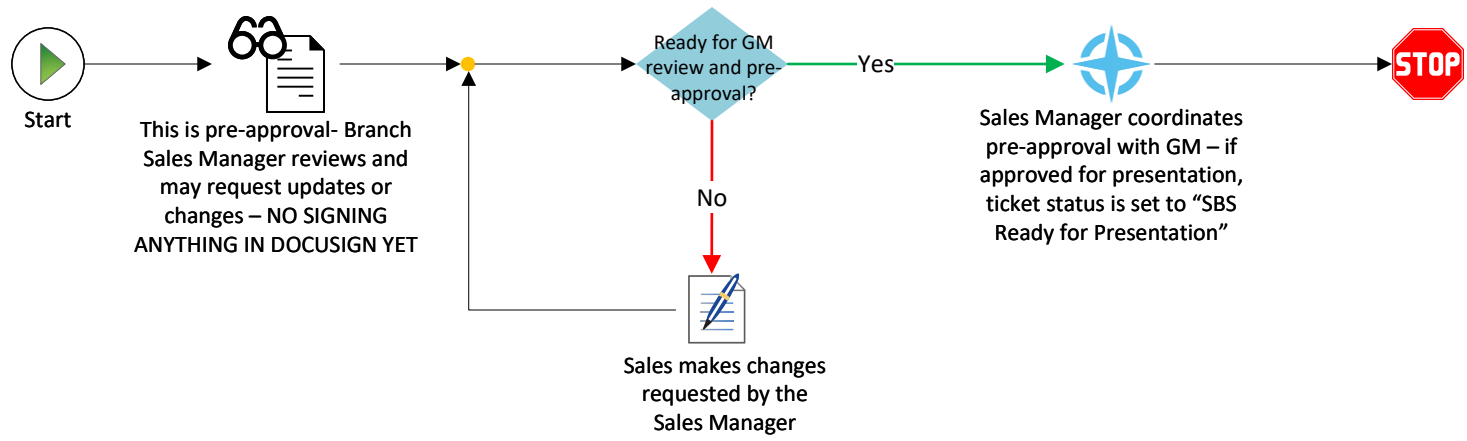


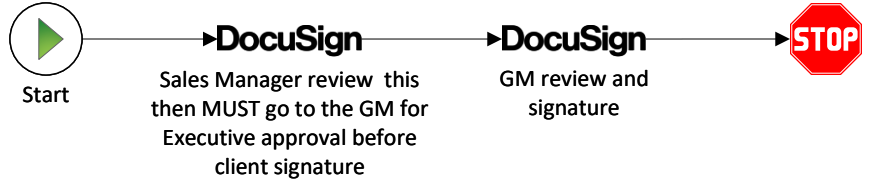


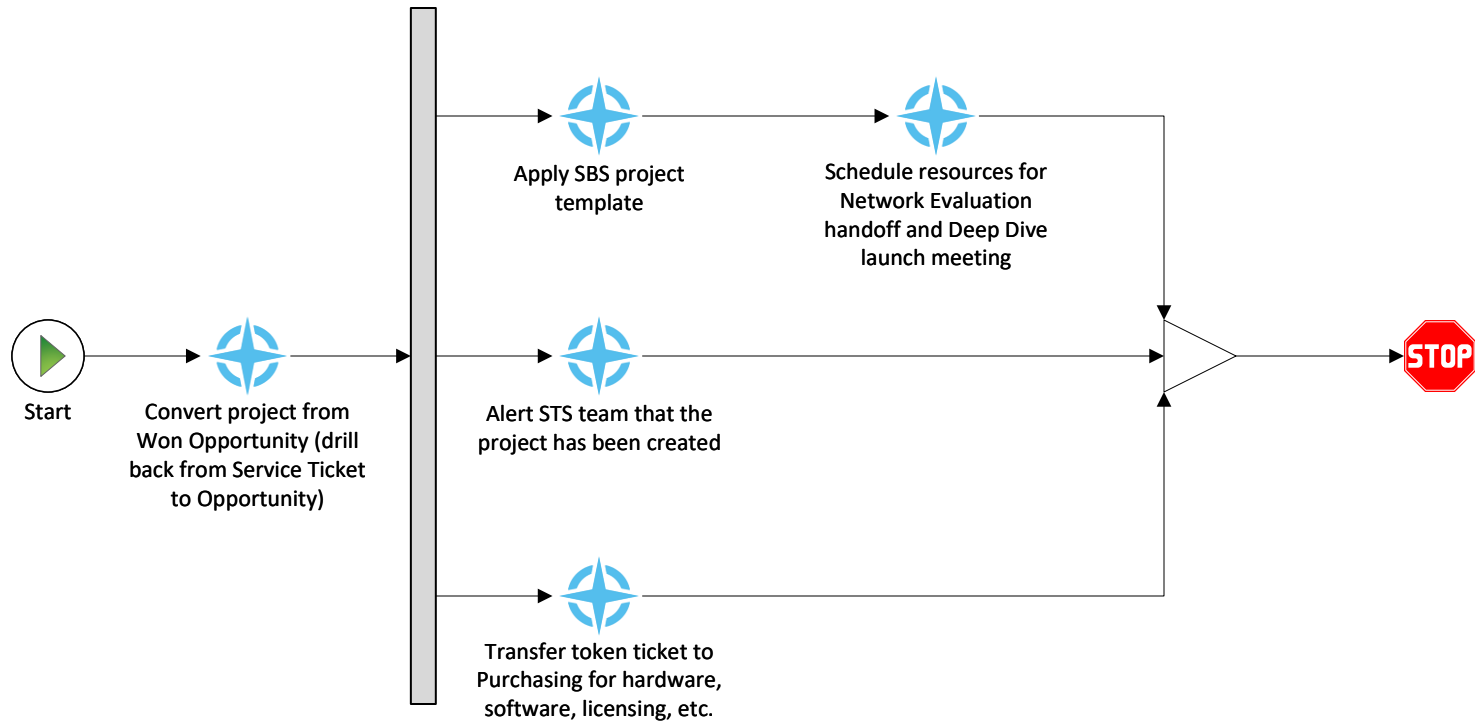


Once the SBS Calculator is finished, you will see a base amount with included user count, a per additional user price, and addons that make up the total monthly enrollment









Documentation

1. Opportunity Identified	2. Evaluation & Technical Discovery	3. Qualification of Solution & Budget	4. Proposal Generation & Presentation	5. Negotiation	6. Commitment	Miscellaneous
Prospect Guide – Preparing for the SIRO	SOP Converting Won Opportunity to the SBS SIRO Project	SmartBusiness Suite and Watchtower Calculator	SOP for Creating the SBS Quote in Sell	Presenting SBS Preliminary Budget Guide	Client Welcome Letter Template	Activity Definitions
SOP Create Quote for SBS SIRO	4 Quadrants of Strategic Business IT Planning		SOP for Creating the Watchtower Quote in Sell		STS MSSOW Template	Opportunity Type and Forecast Definitions
SOP Win Approved SBS SIRO Quote in Sell	SBS Risk Overview – Expectations and Process for Techs					MSA Template
	SBS Risk Overview Requirements					MSA Template via DocuSign
	SBS Risk Overview Checklist					Mytech Best Practices Value Map
						Purpose of Quarterly Client Business Overviews

Version	Date	Updated By	Requested By	Comments/References
22.02.04	2/4/2022	MLC		