# TELARUS

# Project Management

Manage the Complete Solution Adoption Lifecyle

## The Challenge

Technology providers often overlook project management as a critical discipline in both pre-sale and post-sale efforts. Unfortunately, this can lead to various challenges during the implementation phase. Sales teams may encounter issues selecting the appropriate supplier technologies, lack clarity in evaluating technical goals, and experience communication breakdowns throughout the customer adoption and onboarding cycle. Consequently, these obstacles can impede project success, leading to costly delays, scope creep, unachieved customer goals, and lost follow-on opportunities.

## Our Solution

To mitigate these obstacles, Telarus provides a comprehensive approach to project management in the customer acquisition process. Telarus Project Management is a pre- and post-sale service team dedicated to managing the technology assessment, validation, selection, and implementation for your sales opportunities. The team architects the appropriate solution environment for each customer, helps determines the right technologies and suppliers, validates the environment and suppliers with the customer, and plans and oversees the solution deployment to ensure that the customer achieves their business objectives.

## Key Benefits

- Simplify the process of architecting solutions for your customers
- Gain solution buy-in early in the customer sales cycle
- Provide the best supplier technologies, at the best price
- Mitigate missteps via proven project management and processes
- Maintain continuous alignment between you and suppliers

## Key Features

- Demonstrate Solution Capability
- Design Customer Environment
- Construct Proof of Concept
- Prescribe Supplier Options
- Negotiate Contracts
- Write and Execute Customer SOW

**Learn how Telarus Project Management helps you achieve successful solution outcomes.**