MAKE THE MOST OF YOUR INVESTMENT WITH ASG TECHNOLOGIES

ASG-Cypress Proof-of-Concept

An ASG-Cypress Proof-of-Concept is a recommended step in making an investment in ASG-Cypress technology. The Proof-of-Concept provides your organization with an opportunity to experience the benefits of the ASG-Cypress solution via a structured evaluation, guided by a highly experienced technical resource. The end result of a Proof-of-Concept project is a comprehensive confirmation that the decision to implement ASG-Cypress technology to address key business and/or IT requirements is both technically sound and financially justifiable.

MAXIMIZE YOUR SOFTWARE INVESTMENT

The ASG-Cypress Proof-of-Concept follows a thorough, step-by-step process to ensure success. To start the process, your ASG Account Executive and assigned ASG Enterprise Solutions Engineer (ESE) meet with your designated business resources and application team to obtain a thorough understanding of your business and IT requirements, and define all business and technical requirements and objectives. An additional goal of these discussions is to formally define the success criteria and all deliverables resulting from the Proof-of-Concept.

At the conclusion of these meetings, the ASG ESE constructs the formal Proof-of-Concept Project Plan. This Plan documents all identified business and technical objectives, lists all resources required to complete the Proof-of-Concept (equipment, environment, and personnel), identifies the projected start and end dates, and specifies all deliverables and success criteria.

After the Proof-of-Concept Plan has been finalized, an additional review meeting may be conducted. Any requested adjustments discussed during the review meeting will be incorporated into the Plan. At the conclusion of this process, ASG and the customer will have a jointly-approved Proof-of-Concept Plan and understand all customer-defined success criteria.

The ASG ESE will then work with your designated business and technical resources to execute the Proof-of-Concept. All installations are completed during this phase, including the ASG-Cypress application server and Web components. Application print sources are integrated with ASG-Cypress and tested. The final step is to define formats to capture required reports, identify and define specified output devices, and establish archiving, indexing, security, and delivery rules.

Subsequent to the configuration and testing conducted by the ESE, your organization will typically continue to utilize the software during the duration of the Proof-of-Concept, with occasional assistance from the ASG ESE.

At the conclusion of the Proof-of-Concept, the ASG Account Executive and ASG ESE will reconvene with your business and technical representatives to review the process, discuss objectives and requirements addressed during the project, and review success criteria. Once confirmed, the project is considered complete and appropriate ASG resources work with your organization on a financial proposal to acquire the ASG-Cypress technology evaluated during the Proof-of-Concept.

IT AND BUSINESS GOALS

- Learn about the concepts, benefits and value of the ASG-Cypress solution

- Evaluate a proven solution for your organization

- Experience and test the advantages of the ASG-Cypress solution

- Evaluate your company specific use cases in tandem with an experienced ASG Enterprise Solutions Engineer

VALUE TO YOUR ORGANIZATION

Customer feedback to Proofs-of-Concept is highly positive. Customers benefit from a detailed understanding of how the ASG-Cypress solutions will assist in addressing business and/or IT objectives. Customers learn new ways to address existing challenges, which has the further potential of increasing overall Return on Investment. Further, the hands-on experience of such Proofs-of-Concept strengthens overall understanding of how the ASG solution will be integrated into the organization. This understanding, in turn, helps to streamline business justifications, purchasing decisions, and implementation plans. A Proof-of-Concept is a powerful mechanism to help you confirm your investment in ASG-Cypress.

WHAT'S INCLUDED?

- Professional services for planning and implementing a comprehensive Proof-of Concept

- A 30-90 day license to experience the ASG-Cypress solution

- Hands-on guidance and remote support

EXAMPLE: PROOF-OF-CONCEPT FOR ASG-CYPRESS PRODUCTS

PROOF-OF-CONCEPT PLANNING

- Identify Business Requirements

  - Identification of specific reports to be processed in the POC

  - Identification of ASG-Cypress report processing requirements:

    - Output types (Print, Email, Disk)

    - Archive requirements (Indexes, Retention, Security)

    - Document archive retrieval methods (Query, Inbox, Web)

    - Users testing ASG-Cypress during the POC

- Identify Hardware and Software Requirements

  - Customer will be asked to provide the following

    - All printer makes and models that are to be configured as well as network information (IP address or host name)

    - Copies of POC test documents for analysis (e.g., PDF, PCL, PostScript, Text, AFP, Xerox, etc.)

    - Document archive retrieval methods (Query, Inbox, Web)

    - Any supporting files required to process a document (e.g., forms, fonts, etc.)

- Create a project plan with clear objectives and deliverables to ensure a successful POC

PROOF-OF-CONCEPT IMPLEMENTATION

- Installation of ASG-Cypress application server

- Installation of ASG-Cypress Web components

- Configure application print source

- Configure ASG-Cypress

  - Define formats to capture POC reports

  - Define output devices (Printer, Email, Disk)

  - Define report definitions to archive, index, secure and deliver POC reports

  - Proof-of-Concept Testing (ESE-guided)

PROOF-OF-CONCEPT TESTING (CUSTOMER)

- Independent customer testing of requirements and objectives after the ESE-guided POC has concluded

PROOF-OF-CONCEPT EVALUATION/REVIEW

- Review session with the customer to verify all business and technical objectives have been achieved as specified in the POC project plan

PHASE	PHASE 1 PROOF-OF-CONCEPT PLANNING	PHASE 2 PROOF-OF-CONCEPT IMPLEMENTATION	PHASE 3 PROOF-OF-CONCEPT TESTING (ESE-GUIDED)	PHASE 4 PROOF-OF-CONCEPT TESTING (CUSTOMER)	PHASE 5 FINAL REVIEW OF THE PROOF-OF-CONCEPT
DURATION	1 day	1-4 days	1-2 days	2 -3 weeks (depending on defined length of POC)	1-2 hours
LOCATION / METHOD	Conference Call / Webex	Onsite	Onsite	Customer	Conference Call / Webex
PARTICIPANTS	ASG Field Account Executive ASG-Cypress Enterprise Solution Engineer Customer Application Team Customer Business Stakeholders	ASG Field Account Executive ASG-Cypress Enterprise Solution Engineer Customer Application Team	ASG-Cypress Enterprise Solution Engineer Customer Application Team Customer User Acceptance Testers	Customer Application Team Customer Business Stakeholders Customer User Acceptance Testers	ASG Field Account Executive ASG-Cypress Enterprise Solution Engineer Customer Application Team Customer Business Stakeholders