

Million Dollar Contract Checklist

STRATEGIC

- SCORECARD INTEGRATION
- EXECUTIVE SPONSOR IN PLACE
- MULTI-YEAR CONTRACT IN PLACE
- MONTHLY BUSINESS REVIEWS

SERVICES

- DEDICATED TEAM IN PLACE
- CUSTOMER SUCCESS MGR
- PERFORMANCE METRICS IN PLACE
- AUTOMATION ROADMAP IN PLACE

VALUE CREATION

- TIME SAVING
- RESOURCE SAVING
- CONSOLIDATIONS

TECHNOLOGY

- CLOUD INFRA APPROVED BY CIO
- SECURITY & GDPR COMPLIANT
- DATA AUTOMATION IN PLACE
- EASE OF USE

PRICING

- TECHNOLOGY SUBSCRIPTION
- CUSTOMER SUCCESS MGR
- DEVELOPMENT & SUPPORT TEAM
- CLOUD HOSTING & MANAGEMENT

RENEWALS

- TECHNOLOGY SUBSCRIPTIONS
- RESOURCES
- CUSTOM PROJECTS