**MEMEs (Awareness and Mindshare Promotion)**

Are you in the Area?

The power of plus!

WHO?

**AREA-N**

Greg Focaccio <Link>

Openings <Link> for new Team members

WHAT?

**Network Service Provider (NSP)**

See DEMOS (Links)

WHY?

Problem Solutions (PS)

Design / Build (DB)

Maintenance / Documentation / TechDebt (MDTD)

Education / Training (ET)

Open Time (OT)

WHERE?

San Diego Region

Remote

WHEN?

Weekends

Evenings (PAC TIME)

Early Mornings (PAC TIME)

HOW?

**Work-Flow for requesting AREA-N for PS work**

* {0. AREA-N (AN) MEME’d, LISTENING @ Twitch, Slack, IRC, etc}
* 1. PROSPECT-CLIENT(PC) Send Formatted Service Request <**PS-SR1** Link>
* 2. AN Processes, Decides on Request X
* 3. AN & PC Develop Terms for Letter of Agreement [LOA]
  + 1. **Refine Service Request**
    - Key Success Indicators (KSIs)
    - Objective Qualitative Evidence (OQE)
    - Deliverables
  + 2. **Compensation Plan**
    - Flat or Rate
    - Source
    - Destination
    - Form
  + 3. **Information Controls**
    - NDAs
    - IP and other Information Protections
    - Data Storage and Disposition (Machines)
    - Accounts User/Sites/Shares
  + 4. **Activity Controls**
    - Scope of Action (SOA)
      * VO View Only
      * CC Controlled Change
    - Scope of Time (SOT)
      * Blocks On
      * Blocks Off
  + 5. **Access Controls**
    - Accounts – User / Sites / Apps / Shares
    - CAPs - Connection Action Points: Physical and IP
  + 6. **Schedule**
    - Period of Performance (PoP)
    - Reporting and Update Schedule
  + 7. Communication Protocol
    - POCs
    - Update formats
* 4. AN & PC Signed Letter of Agreement LOA
  + Prospective Client (PC) 🡪 Area-N Client (AC)
* 5. AN Work 🡪 Solution
* 6. AN Delivers Work Product to AC per LOA
* 7. AC Compensation to AN per LOA