

Interest in Project

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| High | Future users of the CRM software (employees of customer and sales representatives) | CEO of brilliantCRM "Thomas Zimmermann"; IT manager "Avinash (Avi) Gupta" and the assistant from India "Rajesh Ananat" | Customer's CEO; Customer's CIO; Customer's CFO Customer's Project Manager "Jessica (Jessie) Oaks" |
| | Competitive companies | IT specialists; Consultants; | Sponsors of the customer |
| Low | Customer's customer | Customer's sales director "Billy-Ray Stylus"; Governmental organization | Person in charge of data security |
| | Low | | High |

Influence on Project