

# TEAM INSTRUCTIONS

*Make this presentation your own!*

**At a minimum, you will need to:**

- ☞ Decide on your Team's Strengths: This will help you "divide & conquer" the individual tasks.
- ☞ Create Your Company Branding: Logo, graphics unique colors specific to your industry.
- ☞ 7-10 Content Slides of Content: Your team's Company Profile, Services/Price, ADDIO Flowcharts, Portfolios, Web Apps Links, Team Evaluation Slide. *More than 10 slides IS acceptable!*



# *Team Work Scenario*

**GOAL:** PWA-International is soliciting project proposals from the general public and needs a team of consultants to propose solutions and enhancements for two (2) of their existing web applications. In addition, PWA-International wants a brand new Battleship application developed in 4 weeks or less to see how efficient your team works together. You & your team will form a WDD company to compete and win the PWA-International Project proposal over the next 4 weeks. Each team will host & demo a website 3 different website prototypes---demonstrating all three (3) of your Web Applications, as follows:

1. The Duel (Part 1-3)
2. Buggy Search Engine  
(3 versions)
3. Battle Ship

**NOTE:** Make sure there is a slide for each Web Application!



# *Company Sales Pitch (Analysis)*

Create 7-10 (or more) SLIDES  
Company Sales Pitch

ANALYZE

- SLIDE #1: WELCOME (Branding)
  - List Team Member Names
  - Company's Name? Mission/Vision?
  - Colors?
  - Logo?
- SLIDE #2: YOUR COMPANY PROFILE
  - Where is our company located?
  - How long in business?
  - How many locations/employees worldwide?



Team  
Check-in

# *Company Sales Pitch (Analysis)*

Create 7-10 (*or more*) SLIDES

Company Sales Pitch in MS PowerPoint:

- **SLIDE #3: OUR SERVICES**

- What services do we offer?  
Graphic Design, Website Development, Programming, Hosting  
Website Maintenance, etc...
- What Web Development Tools & Technologies  
do we use? ADDIO, JavaScript, HTML, CSS , PHP, ASP,  
MySQL, SQL Server, Multimedia (Flash, Audio, Video), etc..
- What are our prices for each service?  
Flat Rate; Hourly Rate; Service Package?

ANALYZE



- **SLIDE #4: WHY CHOOSE US?**

- Who are our current clients?  
Is the Client specializing in specific Industry(s) or is it just anyone?
- How do we compare to our competition?  
Who is our competitor? Why are we different?!? Sell your skills  
& your competitive edge! HINT: ADDIO Process is one of  
your competitive edges!!!



Team  
Check-in

# *Company Sales Pitch (Analysis)*

Create 7-10 (or more) SLIDE  
Company Sales Pitch in MS PowerPoint:

- SLIDE #5: CLIENT PROFILE
  - Who is my Client?
    - PWA-International
    - What's their industry?
    - Who is their target audience?
    - Who are their Competitors?
  - What are their requirements?
    - How do their Web App work NOW?
    - How should the finish product(s) work?
    - Estimated Budget \$\$ or Deadline for completion?

ANALYZE



Team  
Check-in

# *Company Sales Pitch (Analysis)*

## PowerPoint Slides #6:

### OUR HOSTING ENVIRONMENT

- ¶ Where will our main development/back-up site be hosted/stored?  
MAIN: [WIX.com](http://WIX.com) + FTP Server; BACKUP: GIT, Flash Drive,
- ¶ Where will the GO-LIVE production site be hosted?
  - ¶ ACTION: Create LINK PLACEHOLDERS...  
EVERYONE will sign-up & host a Client Portfolio site on OOWWebHost.com; List All team links
- ¶ How often will my team backup the Client's project? Daily, Bi-Weekly, Weekly



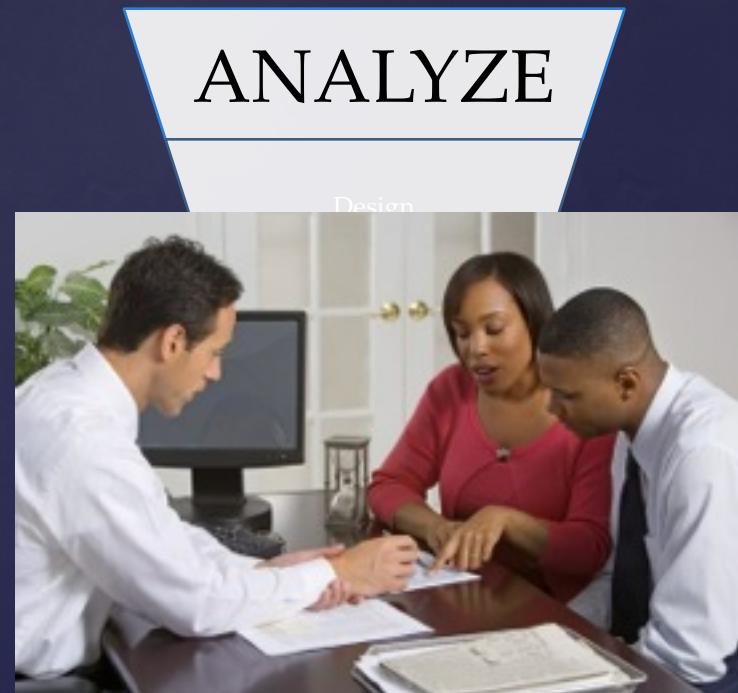
Team  
Check-in

# *Team Evaluator Synopsis*

## PowerPoint Slides #6.x:

### TEAM STATUS & EVALUATIONS:

- ☞ List out who contributed what during each demo/presentation
- ☞ What did WE do really well?
- ☞ Lessons Learned by my Team?
- ☞ Future plans for improvement?



Team  
Check-in

# *Demo Prep/Test (15 minutes)*

PowerPoint Slides #7.x:

& **Publishers for Week #1:**

- ❑ TODAY: Post updated PPT presentation including your Company Sales Pitch DRAFT, Team Charter, Team Evaluation, and every team member's Portfolio Website Link



& **Evaluators for Week #1:**

- ❑ TODAY: Get prepared to verbally explain your synopsis of the team's progress for the LAST team work session (Lab collaboration, etc..)

& **Lead Presenters for Week #1:**

- ❑ TODAY: Get prepared to present your DRAFT Company Sales Pitch & Client's Persona/Profile. All Team members should introduce themselves. Demo should include **ALL** Team Member Names & Website Links, 1st Evaluation.