

Test and Validate Experience

A Test and Validate is an engaging, interactive **one-day experience** designed to excite potential clients and users, and the economic buyer, while proving the business case against a set of key success criteria.

Why?

- Move the potential customer from prove to paper.
- Demonstrate value to the customer prior to purchase.
- Show the usability of the platform.
- Highlight the use case to senior managers and economic buyers.

Who Attends?

Client

- 3+ Users
- Champion
- EconomicBuyer/Senior Manager

AutogenAI

- AE (required)
- User Coach (required)
- Senior Exec Sponsor (optional)

Pre-Meeting Checklist

- List of attendees
- Active or past RFP the team with to work through on the day
- Company’s Documents for Upload to trial
- Create them language engine (Organization)
- List of success criteria
- Data on what previous process looks like

Sample Test and Validate Schedule

- 9:30 – 9:45:** Introductions
- 9:45 – 10:00:** Outline success criteria
- 10:00 – 10:45:** Basic Training
- 10:45 – 11:00:** Break
- 11:00 – 12:00:** RFP Response 1 – Active Example
- 12:00 – 1:00:** Lunch
- 1:00 – 2:00:** RFP Response 2 – Active Example
- 2:00 – 3:00:** Tool working time – User coach available to support
- 3:00 – 4:30:** Review of Output and Evaluation against success criteria
- 4:45 – 5:00:** Outline next steps