Goal of this document is to create an RFP that customers can use to prepare their applications for the grant funding of their team's development program. This is the first micro-grant used to test the concept of the Blueprint Grant Program.

Blueprint Grant: BP-TDP-20-003

Grant Title: Team Development Program

Blueprint Pillar: Proficiency

Subcategory: Development

Estimated Total Program Funding:

Status:

Approved for submissions / Forecasted funding

Award Ceiling:

Not determined yet

Award Floor:

$0

What you get:

1. Entire executable or customizable program
2. Swag to support your team's milestones
3. Communication Material
4. Onboarding Bootcamp Planners
5. Experts to review your program submission
6. … and more..

Resource Opportunity Number:

BP-TDP-20-003

Resource Opportunity Title:

Team Development Program

Opportunity Category:

Original Closing Date for Applications:

Dec 31, 2020

Current Closing Date for Applications:

Dec 31, 2020

Funding Instrument Type:

Discretionary	Grant

Category of Funding Activity:

Proficiency

Cost Sharing or Matching Requirement:

No

Expected Number of Awards:

500

Application Required:

Yes

Posted Date:

Aug 3, 2020

Version:

Synopsis 1

Last Updated Date:

Sep 16, 2020

Blueprint Value Number(s):

1.002 -- Programs to Increase Proficiency

Eligibility

Eligible Applicants:

Others (see text field entitled "Additional Information on Eligibility" for clarification)

Additional Information on Eligibility:

• CSM Support Customer Accounts

Grant Description:

Today versus Future State

Today, you may have individuals on your team with different levels of development. There are seasoned members of your team who have the analytical acumen to dissect data into clear, simple concepts. Then, there are newer members, who have not yet had the same opportunities to gain the insight and experience to cohesively understand their dashboards. Wouldn't it be great if there was a program that solved this problem? That's when you should apply for the Team Development Grant!

Program Description

The Team Development Program Grant will sponsor any team who wants to foster a data and analytics culture for professional development. New team members complete a two week "Boot Camp" where they will gain additional

training and information. Each member is then paired up with a veteran developer to support ongoing progress. Personalized development plans, complete with resources, such as eLearnings and Tableau Certifications will be provided. Members all participate in "Makeover Mondays" and periodically attend conference calls, where they can share their new skills and best practices with their peers.

What You Get

- Experts review your program submission and provide guidance
- Defined program with workbooks, downloads and eLearnings
- Swag to reward your team's milestones
- Marketing and communication material
- Templates to submit progress updates to Tableau
- ...and more!

What You Gain

- Empowered individuals with analytical acumen
- Innovated perspectives during brainstorming sessions
- Support from veteran developers
- Structured plans for achieving Tableau certifications

How It Works

Here is an example of how this program can benefit an organization. Please be creative when submitting your application and detail how you would like to structure your own program and how we can best support you.

Example Grant - Jason Schwartz (Manager, Johnson & Johnson)

Jason has created a development program for his team's analytical proficiency. He on-boards new team members by asking them to participate in a 10-day "Boot Camp" and assigns them to a veteran developer on his team, as their mentor.

Each person on Jason's team has their own personalized development plan that includes eLearnings and completing Tableau Certifications. Team members also compete in weekly "Makeover Mondays" where they discuss their approaches and share best practices they've learned on team conference calls.

Jason sees the Team Development Program and wants to apply for a Blueprint Grant. This is how he will encourage and reward his team at certain milestones of their development. Jason writes a Grant Application, detailing the process he uses and how it ties into the goals of his organization; he submits the application. Through the approval process, we worked with Jason to create a reporting process on his team's progress and show how it generates value against the larger organization goals.

A micro-grant was awarded to Jason's team that included rewards of 5 Tableau branded screen cleaners, 5 Tableau t-shirts, and 1 "The Big Book of Dashboards." The grant requires Jason to document milestones achieved by his team and collect 1 use-case per quarter on how his team generated value to their organization, using the skills they acquired. We have added an incentive clause that awards a "Big Book of Dashboards" for the team members who create the largest value use-case using their analytical acumen.

To date, Jason has recorded his team has all started their eLearning training, and two have passed their Tableau Certifications! Jason has also submitted three use-cases using the template provided to him. The quality of those use-cases was very high because Jason was able to use the template as a progress reporting mechanism, in order to maintain Grant compliance.

Jason's CSM schedules a midway pop-in conversation to monitor progress and offer additional support for this program. This ensures Jason gets the support he and his team require to be successful.

Weekly Team Meetings Example
20 Minutes Weekly Makeover
5 Minutes Congratulations on Certifications / Milestones
5 Minutes Analytics Round-table

Bootcamp Planner Example(s)

10-Day Visual Design Communications Bootcamp (Example)						
	Day 1	Day 2	Day 3	Day 4	Day 5	Additional Activities
Week 1	Introduction to Boot Camp Training, Overview of Program, Meet with Partner to design Personal Development Plan	Getting Started with Tableau Desktop - Complete Module 1-3	Exploring Developer Resources - Complete Modules 1 and 2	Exploring Developer Resources - Complete Module 3 and 4	Seamless Integration with Embedded Analytics - Complete Module 1	Create Personalized Development Plan, Makeover Mondays, TeamCall, One-on-One Time with Partner
	Day 6	Day 7	Day 8	Day 9	Day 10	Additional Activities
Week 2	Seamless Integration with Embedded Analytics - Complete Module 2	Seamless Integration with Embedded Analytics - Complete Modules 3 and 4	Integrating Features and Optimizing Functionality - Complete Module 1	Integrating Features and Optimizing Functionality - Complete Module 2	Developer Skills Assessment	Tableau Skill Assessments, Makeover Mondays, TeamCall, One-on-One Time with Partner

Onboarding Welcome Email Examples

Insert Boot Camp email with details and links to local resources

Thank You Rewards

We can provide you with appreciation awards, as well as Tableau swag for those who participate in your program. Below are some examples of the rewards provided to support the Team Development Program.

Examples of Swag Choices
- Welcome Swag
  - Button
  - Sticker
  - etc..
- Complete Pathway Swag
  - Button
  - Sticker
  - Cleaning Pad

- - Phone Knob
  - etc...
- Complete Certification Swag
  - Water Bottle
  - Coffee Mug
  - etc...
- Complete Major Analytics Project & Documented Value Swag
  - Tshirts
  - Hats
  - etc...
- Successful Program Swag
  - Big Book of Dashboard
  - Tableau for Dummies
  - Art + Data Book
  - etc..

Frequently Asked Questions

1. **What is a use-case?** A documented use of value driven by Tableau Analytics
2. **Can I choose my Swag?** Yes
3. **How do I know if this is the right grant for my organization?** Maybe this should be written, who is the right audience for this grant?
4. **Do I need access to eLearning to participate?** No
5. **What type of training will my team have access to?** eLearning are paid, free training videos are also available but eLearning is strongly recommended.
6. **Can I make changes to this program?** Yes, these are examples to guide you or for you to use out of the box.
7. **What does the approval process look like?** Your CSM and account team review every application and match request against a pool of annual funding provided to each account. Your CSM may request adjustments and edits to your application submission and work with your to improve you submission until you are awarded funding. Some times a grant application may be denied because it is not the right grant for you or funding may no longer be available for that particular grant program. You will receive a final communication with your approval status and any required actions to be taken.

Link to Additional Information

eLearning Samples: https://elearning-samples.tableau.com/

Grantor Contact Information

If you have difficulty accessing the full announcement electronically, please contact ggani@tableau.com