

Blueprint Grant: BP-TDP-20-003

Grant Title: Team Development Program

Blueprint Pillar: Proficiency

Subcategory: Development

Estimated Total Program Funding:

Status:

Unapproved/ Forecasted

Award Ceiling:

To be communicated at a later date

Award Floor:

To be communicated at a later date

What you get:

Swag to support your team’s milestones
... and more..

Resource Opportunity Number:

BP-TDP-20-003

Resource Opportunity Title:

Team Development Program

Opportunity Category:

Discretionary

Category of Funding Activity:

Proficiency

Expected Number of Awards:

500

Posted Date:

Aug 3, 2020

Last Updated Date:

Aug 3, 2020

Original Closing Date for Applications:

Dec 31, 2020

Current Closing Date for Applications:

Dec 31, 2020

Funding Instrument Type:

Grant

Cost Sharing or Matching Requirement:

No

Application Required:

Yes

Version:

Synopsis 1

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

Program Description:

Development Program for Teams... This grant RFP is a work in-progress and we need to come up with a write-up with 2-3 examples of the below process in action for customers to truly operate this as a low-touch play

Low-Touch Example: Micro-Grant Level



Micro-Grant

Erik Wasson (Manager, Cigna)

Erik Wasson has perfected the development of his team's analytical proficiency. Erik on-boards new team members by asking them to participate in a two week boot-camp and then pair with a veteran developer on his team. Each person on Erik's team has their own personalized development plan that includes eLearning and Tableau certifications. And, his team even pairs-up to compete in weekly "Makeover Monday's" where they discuss their approaches and best practices they learned on team calls.

Erik sees a team sponsorship RFP and wants to apply for a Blueprint Grant to encourage and reward his team at certain milestones. Erik writes a grant application that details the process he uses and how it ties into the goals of the organization and submits to the team. The Tableau Account team is surprised to see Erik's submission because of how valuable the use case of his process is.

Through the approval process, we worked with Erik to tease out how his process supports his over organization's goals and objectives and outlined how Erik will report on his team's progress and how they generate value against these larger organization goals.

A micro-grant was awarded for Erik that included 5 Tableau branded screen cleaners, 5 Tableau t-shirts and 1 "The Big Book of Dashboards". The grant requires Erik to document milestones achieved by the team and collect 1 use-cases per quarter on how his team generated value using Tableau for his organization. We have added an incentive clause that awards a Big Book of Dashboards for his team if they reach 8 use-cases by the end of the year.

To date, Erik has recorded his team have all started their eLearning training but 2 have passed their Tableau certifications. Erik has also submitted 3 use-cases using the CSM use-case template we provided him. The quality of the use-cases submitted were very high because Erik used our template as a reporting mechanism to maintain the grant, and so each use-case went straight into our shared account team folder & reflected on our timeline in Gainsight.

Erik's CSM hosts a midway check-in conversation with Erik to see how things are going and offer support of his program. We are able to uncover a lot of services opportunities because we go into the meeting armed with their organization's goals & objectives and understand how Erik drives macro goals at his micro level. The closeout process of the grant requires a final submission on the overall success of the program that resulted from engagement with Tableau.

Link to Additional Information:

Grantor Contact Information:

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