Low Code Vision & Value

A pre-sales funded engagement

The diagram below provides a high-level overview of how to use resources in the download kit. While you may use your own assets to deliver the engagement, you must use the POE template for payment.

Kit overview	Guidance	Audience
01 Sales and Marketing • Customer flyer and email • Customer presentation	Customize these materials and use them to help pitch the engagement	Customer
02 Prepare • 00: Delivery guide **(required)** • 00.1 – 00.4: Facilitator's guides and demo resources	*****START HERE: Read the Delivery guide first for a detailed overview of the engagement and resources***** Skill up and plan the engagement using 00.1-00.4 guides and demo resources.	Partner
03 Assess • 01: Pre-engagement kickoff • 02: Pre-engagement questionnaire	Review the engagement and determine specific areas of interest with 01 deck. Assess readiness for low-code implementation by sharing 02 questionnaire.	Customer
04 Build the Vision • 03: Build the Vision kick off • 04: Patterns of value in Power Platform • 05: Copilot in Power Platform • 06: Governance and Security in Power Platform • 07.1 – 07.4: Optional deeper dive modules • 08: Build the Vision session deck	Kick off this phase of the engagement and set expectations using 03 deck. Present core decks 04 – 06 to land the value prop and key capabilities of the Power Platform and Copilot. • 07.1 – 07.4 are optional deeper dive modules to use with the customer based on their needs and interest. Tailor deck 08 to showcase your findings and recommendations to the customer, including challenges and opportunities and proposed initiatives.	Customer
05 Plan for Value • 09: Plan for Value kick off • 10: Plan for value session deck	Kick off this phase of the engagement and set expectations using 09 deck. Customize deck 10 to demonstrate value and create a business case for Power Platform.	Customer
06 Proof of Execution • POE template **(required)**	*****LAST STEP: Complete and submit the POE template for payment. Note, it's highly recommended that you review the POE with the delivery guide.*****	Partner

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Do you have the latest file?
Assets in the kits are updated based on new capabilities and guidance. To ensure you're using the latest, quickly check the version tags and dates at the end of each file.

Ex. **_v24.07** versus **_v24.09**