Low Code Needs Assessment

SMB and SMC customers

A pre-sales funded engagement

Pre-sales   Stage 2   Fixed-fee

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
Delivery guide.pdf	***START HERE: Read the Delivery Guide first for detailed overview of the engagement and resources***	Partner
Partner to customer flyer.pptx	Customize the flyer with your logo, value prop, and any offers. Save as a pdf and email or print off to share with customers.	Customer
Partner to customer email.oft	Customize the email and send to customers to invite them to participate.	Customer
Customer engagement deck.pptx	Use only the slides that are relevant to your customer and in the time allocated to validate use case, review Power Platform capabilities, demonstrate solutions, and create a migration plan.	Customer
POE template.pptx - **required**	***LAST STEP: Complete and submit the POE template for payment. Note, it's highly recommended that you review the POE along with the delivery guide.***	Partner

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**