BitBrew Onboarding Procedure

# Discovery Phase

The discovery phase is where BitBrew connects with its customer through a series of meetings, presentations, and document exchanges to understand their particular needs. BitBrew will need to understand the following:

* When does the customer want to be up and running?
* How many devices does the customer plan to have in the field upon start-up?
* How many devices does the customer anticipate having in the field after 6 months?
* How familiar is the customer with the Danlaw device?
* What series / generation of Danlaw devices is the customer using?
* Does the customer have their app built?
* If no, do they have technical requirements for their app?
* Does the customer understand what data they need for their app?
* How much of their data will be real-time?

# Training Phase

In the training phase, BitBrew will help its customer get started using the platform with documentation and training sessions.

* Introduce customer to the platform
  + Recommended Technologies
  + Devices
  + Commands
  + Rules
  + Queues
* Customers add devices to platform
* Customers write rules for their app
  + Raw event discovery
  + Templating & rule writing
  + Binding to queues

# Pilot

An alpha phase where the company deploys a small number of devices into the field to ensure that everything is ready and to troubleshoot any outstanding issues.