

# Developer (Internal) Discovery

**Duration:** 2-4 hours

**Focus Area:** Developer Productivity

**Difficulty:** 100/200

## Intended Audience

This assessment is designed for customers looking to evaluate and improve their Platform Engineering, DevOps and Developer Culture, including but not limited to the customer's Executive teams, Product owners, Development managers, Business Analysts, Product Managers, Line Managers and Project Managers.

## Overview

Dev Discovery aims to assess the maturity of development practices within a customer's organization. Microsoft STU & CSU can use this assessment to identify opportunities for upselling unified and modern software development products, ultimately enhancing the customer's delivery speed while improving the quality and the security of their solutions.

## Objectives & Outcomes

The [Dev Discovery Process](#) will help the Microsoft account team to:

- Identify and qualify ACR & UCR Job2 MSX opportunities for App Innovation specialist & SSSP
- Evaluate the customer development capabilities, the customer overall [maturity level](#) as well as flag & track any risks/concerns.
- Articulate a program of work with curated list of VBD's & defined next steps (*see customer facing datasheet*).

## Qualifying customers for Dev Discovery

To qualify a customer for Dev Discovery, the Microsoft account team should assess its development capabilities and potential benefits from the program by navigating through the following questions:

1. Does the customer have any development capability? Any tools like GitHub, Dev Box, Azure DevOps, or Visual Studio licenses?
2. Will Dev discovery help? Has Microsoft already engaged with the customer to understand the customer's level of developer practice?
3. Will Dev Discovery help drive ACR/UCR? Does the customer have budget and recognise a need for support with their development practices?

## Agenda

**1. Welcome and Introduction** ~30 minutes

**2. Customer Walk through Assessment** ~ 15-30 minutes per team – 2/3h total

**3. Assessment Results and Output**

- Classify the [customer maturity level](#) using industry standard metrics
- Customer facing recommendations report with improvement plan
- ACR & UCR Job2 MSX opportunities
- Hand-over call with App Innovation Specialist and/or CSAM