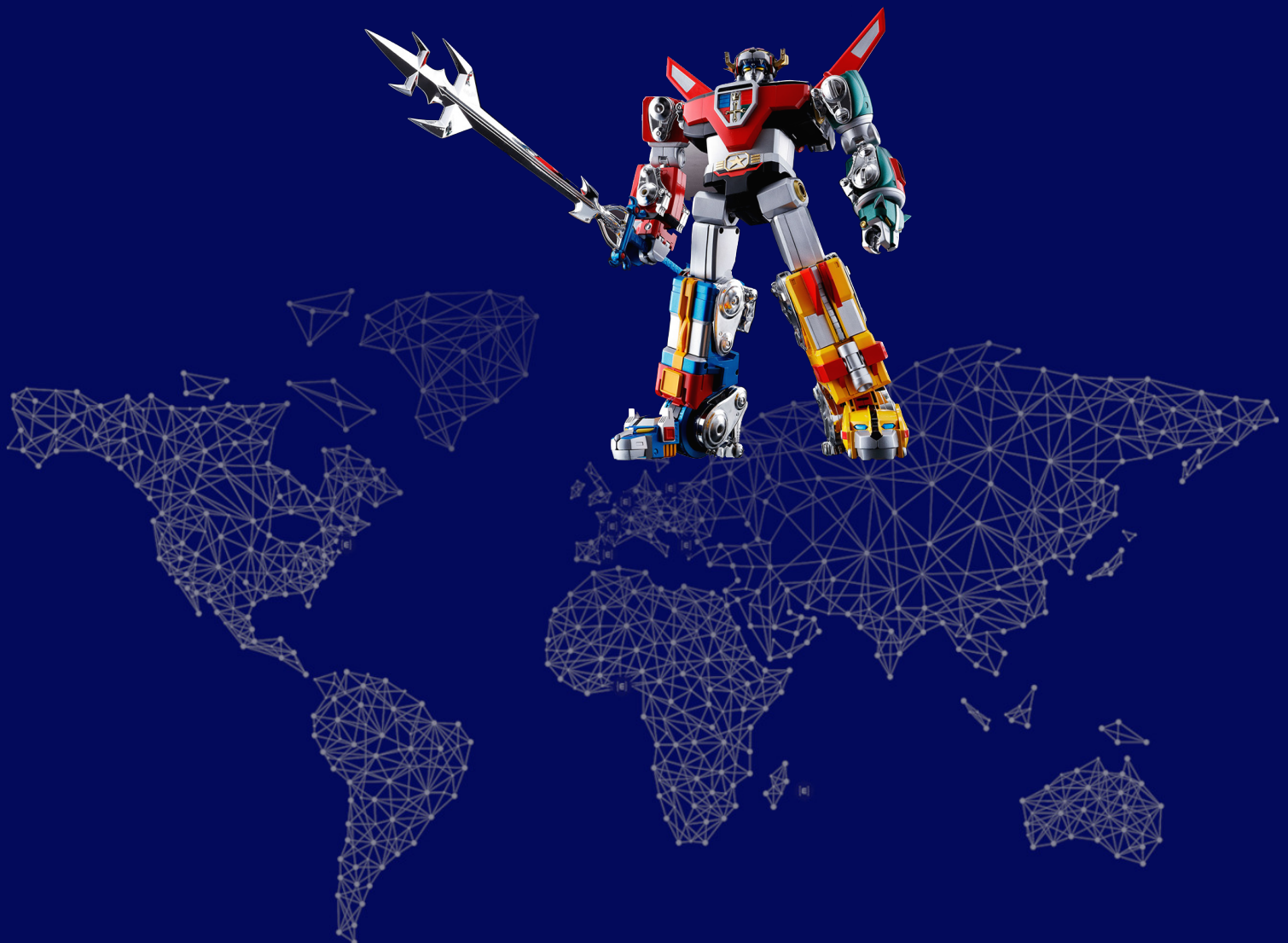




# VOLTRON

VERSATILE, OMNISCIENT, LUCRATIVE, THRIFTY, OMNIPRESENT & NOTEWORTHY



# VOLTRON

Into the Cloud, specialists can achieve great things through collaboration and coordination.



Alone we can do so little, together we can do so much.

— Hellen KELLER, Author, activist and lecturer. —

## Context

You have been assigned to a task force whose goal is to respond to calls for tenders brought by your **CTO** to your **project manager**.

Each specialty in this task force will have to use all its knowledge and skills to best meet the **client**'s needs and **be competitive**!

Your first task will be to coordinate to determine viable proposals to your **project manager**, who will forward them to the **CTO** for approval. Once approved, one of your proposals will have to be costed and finally delivered in the form of a PoC: yes, you must prove your solution feasibility to your **client**!

## Technical Directors & clients

It is your **CTO** (embodied by members of the educational team) who will give you the call for tender and it is to these same **CTO** that you will be accountable, through your **project manager**! It is up to you to meet their expectations.

Of course, your **CTO** is not the true last boss! Your Keynotes will be in front of clients (embodied by other members of the teaching team) who will know nothing about your PoC. You will have to convince them that your value proposition is the best one (i.e. the most advantageous for them in terms of competitiveness), and this by your own means. These **clients** will not be available during the project and will only receive your projects at the Keynote.

## Experts

Technical experts will advise you if (and only if) you do suggest, present and justify your choices.

They are not supposed to know precisely the context of your missions, so they won't give you solutions. Still, thanks to their experience, they can comment your ideas and guide you.



You should get an appointment with them, to discuss interactively your proposals.



Look for help from others in the forums on Teams.

## Internal Organization

Even superheroes collaborate to achieve greater goals. Tremendous hard skills are not enough! Efficient communication is mandatory. Constructive cooperation seems necessary. Tools, methods, and processes may help. All this, and more, should guarantee a favorable outcome for all your teammates.



You will need to work in group (within your specialty) and as a team (in collaboration with other specialties). **Clients** expect you to cover many aspects of their project, including security or data managing, so your team should be composed of heterogeneous specialized groups ... or fast learners.

Each student will be part of a specialized group, and indirectly a team (except for CLO and **DIT**), because groups will be numerically aggregated together.

CLO students will be grouped by 2 and oversee 3 to 4 projects. Organisation, time management and understanding the needs are the key to success!

**DIT students**, you'll oversee 2 full teams. Indeed, you must make 2 invitations to tender happen for your **CTO**! As the main interlocutor for your teams, you will have to manage with organisation and precision!

The whole team exchanges must be facilitated by the **DIT students**. He/she also will be the **CTO** main contact, and he/she should be the prominent speaker for the team.

Occasionally, during the review sessions with the **CTO**, this student may need the presence of one member from another specialized group(s) within its team, to formulate needs or validate choices.





## VOLTRON - groups, teams, protagonists & interactions

Needs/Constraints  
/Demands  
Propositions/Solutions  
/Features

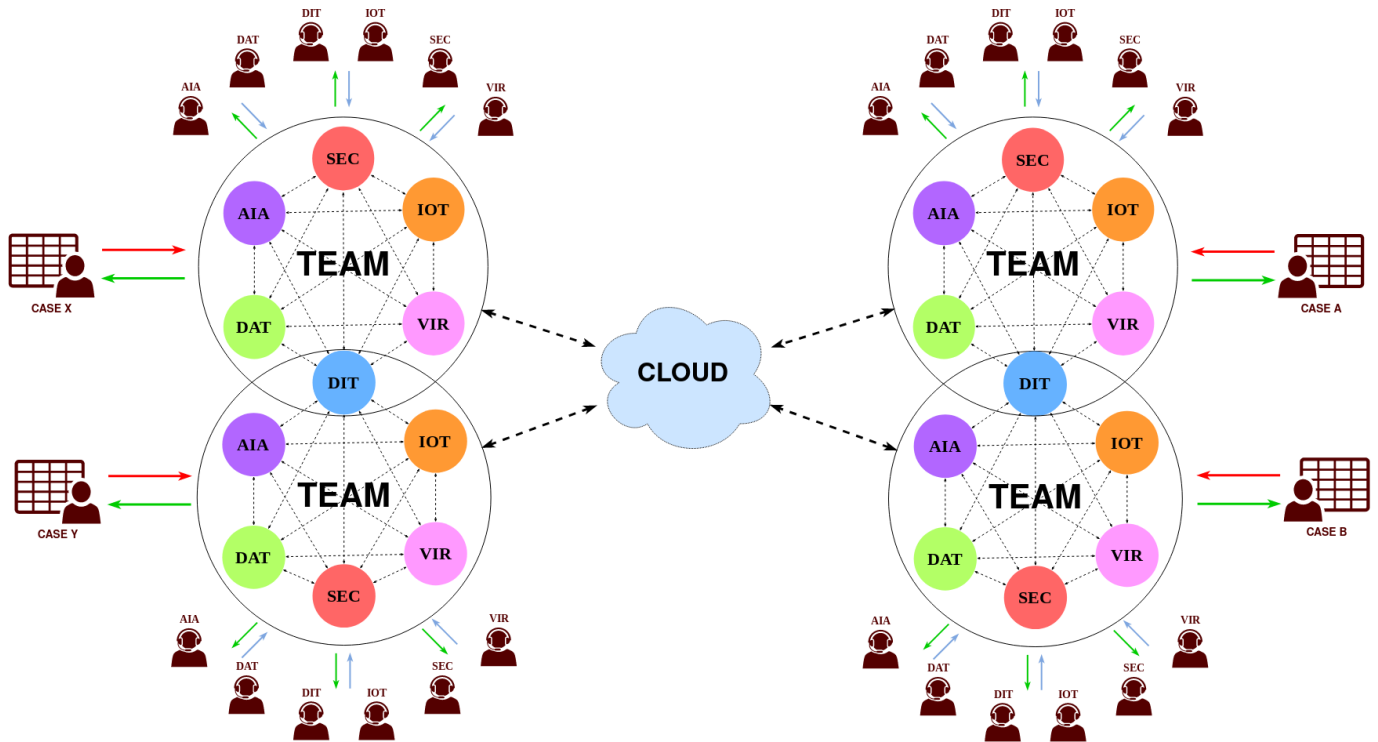
Advice from experts  
Bilateral exchanges



**CTOs**  
regular follow-up with TEAM  
precise context, impose constraints  
valid propositions & solutions



**Experts**  
answer to discussions  
via dedicated forum  
[and/or meeting]



### Provided tools

For the Cloud specialists of each group will be provided some tools by the **client**, that will be available from the 2nd of May:

- ✓ a VM with 4Go RAM and 50Go of HDD ;
- ✓ a task force to take care of potential problems with the VMs. This task force guarantees an intervention within 7 days, so be careful with your manipulations. The contact of this task force is your **CTO**.

# Project expectations and deliveries

## 1st delivery

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Debunk the tender:

- ✓ What does the **client** expect?
- ✓ What are their needs? What are their expectations?

To make an effective **value proposition**, it is important to know your customer and to think about the technicality, the temporality and the scope of your proposals before presenting them to your **CTO**. He or she will approve (or not) one of them to move forward.

Any **documentation** to prove the viability of your proposals will be interesting to have here.

## 2nd delivery

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Once the proposal has been validated and framed, it is important to be able to put a figure on it and specify what it will be. All work deserves a salary, and all salaries are evaluated to correspond to the above-mentioned work. This is one of the pillars of competitiveness, so it is essential to formalise it when responding to a call for tender.

The whole environment of a project will be linked to a cost. Whether it be human, logistical, technical or time resources, etc., everything must be quantified.

It is up to you to determine these costs to be as competitive as possible.

## Final delivery

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Now that your value proposition has been costed and therefore financially feasible, you need to demonstrate it technically. This is where the PoC (Proof of Concept) comes into play: you have to prove to the **client** that what you are saying is possible.

It is this demonstration that will enhance your keynote and allow your **client** to imagine your product from all angles. You must therefore organise your presentation so that the work done over the last 3 months is understood, accepted and validated by your **client**. This requires preparation, technicality, cooperation and organisation so that the demo is smooth and effective.



**{ EPITECH. }**  
**{ TECHNOLOGY }**