

Boilerplate Template for ACP ThinManager Presentations

ThinManager 15

Attached is a master PowerPoint template for your presentation at the ThinManager ThinIndustrial15 event April 27 - May 1, 2015. Also included in this message are the main points that every presentation should try to include when possible. Using these points as a guideline will ensure continuity and flow throughout all the sessions. Please make sure to highlight the ThinManager "Technology Gems" (see below) that were most beneficial to your installation.

Each presentation will start off with an introduction from an ACP representative and then handed off to the presenter.

The Setup:

- 1) Who am I and what role do I play?
- 2) What is my company?
- 3) Where is our facility and what do we do there?
- 4) How long have we been using ThinManager?
- 5) How long did it take to implement a ThinManager Platform?

Project:

(These "project points" need to be clearly presented in every presentation, especially the ThinManager "Technology Gems")

Pre-Implementation

- 1) What did the environment look like prior to using ThinManager? (processes-architecture-software)
- 2) Prior to using ThinManager, what were your primary issues? (The Pain)
- 3) What did you see in ThinManager before implementation that you felt might ease your pain?
- 4) What facts or arguments were given to persuade you to move forward with ThinManager?
- 5) Did you have any objection(s) about installing ThinManager? (Where the objection come from – IT, Engineering, etc.?)

Implementation

- 6) How did you implement the ThinManager Platform? (clients-software-architecture)
- 7) What ThinManager "Technology Gem" was most valuable for your installation? (Easy Replacement, Instant Failover, Lower TCO, Reduced Downtime, Less Maintenance, Security or some other advantage specific to ThinManager)
- 8) Did you use any ThinManager Platform components? (MultiMonitor, TermSecure, MultiSession, etc.) How and to what end?
- 9) Was mobility integration a part of this installation or considered for future implementation?

Post Implementation

- 10) What did ThinManager do to ease your pain? (More secure, energy savings, TCO points, can't do it with any other technology, etc)
- 11) What were the quantifiable cost savings? (near and long term - may require base line numbers from ACP)
- 12) What was your experience when scaling up your ThinManager Installation?

History:

- 1) What version of ThinManager did you start with and what version is in use today?
- 2) What was the size of your initial installation and how large is it now?
- 3) Did you use an integrator/firm to install ThinManager? If so, did they exhibit an in-depth knowledge of ThinManager?
- 4) Do you know of any business models or technologies that could jeopardize your continued use of ThinManager?

Going Forward:

- 1) Are you and/or your customer happy with ThinManager?
- 2) How well does ACP support ThinManager?
- 3) What might you be doing in the future with ThinManager?