



How to plan a successful Proof of Concept

These steps are needed **before** a POC session:

1. Deploy CyBot Pro to Customer's virtual environment (optional but ideal)
2. Assign CyBot pro network details (IP, SM, DG, DNS)
3. Download the license from the partner's portal
4. Obtain **all** Credentials (DomainAdmin or SSH user)
5. Determine the Scope of scanning

During the POC:

1. Portal credentials to be sent to the Customer
2. If he hasn't already, customer to download CyBot Pro machine, License and guides
3. Setup a WebEx session with the customer going over POC configuration:
 - a. License installation and activation
 - b. Asset management (add DB, CRM, ERP, etc. as critical assets)
 - c. Create at least one Business Scenarios (e.g. WS to CRM to DB)
 - d. Insert credentials to CyBot Pro
 - e. Define scope of scan and run a scan

Post PoC:

1. Setup a WebEx session after few days, going over scan results with the customer.
2. Send price proposal
3. Get Customer's PO!
4. Send PO to Extralink
5. Cronus will create a subscription license