

## Software Deliverable Creation Package

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### Overview

Most software development projects need deliverables completed for use within the project itself to deliverables that are needed as part of the overall product completion. Full Knowledge brings the expertise of software development project management, sales collateral generation and product roll out definition to your door step at a deliverable by deliverable level. Full Knowledge LLC uses an industry standard Statement of Work (SOW) contract to define the required deliverables for the project. Our products are of the highest quality and are produced by the most experienced professionals. Each product is created in a three step process that includes the development of the framework, fill-out of the content and then proofing of the final product.

### Full Project Management Institute (PMI) Deliverables Package

The general framework is focused on the deliverables for project management with an eye on the completion of your project deliverables within all of the knowledge areas of PMI. There will be twelve step process that we will perform for the engagement. Those steps are as follows:

#### Initiating Setup:

- 1) We will do some analysis of the project goals and objectives.
- 2) Generation of the Initiating Deliverables.

#### Planning Setup:

- 3) We will do some basic auditing of the project.
- 4) We will interview customers via email, phone or one on one.
- 5) Generation of the Planning Deliverables.

#### Executing Setup:

- 6) Deliver tools such as spreadsheets as tools for process enforcement.
- 7) Deliver generic flow charting to customize your project's process

#### Controlling Setup:

- 8) Audit your existing Performance Reporting Mechanisms for a Report.
- 9) Deliver tools such as spreadsheets as tools for process enforcement.
- 10) Deliver generic flow charting to customize your project's process.

#### Closing Setup:

- 11) We will do some basic communications auditing of the project.
- 12) Generation of the Initiating Deliverables.

Each of these steps will result in a deliverable that is priced accordingly. The ongoing operations of the project will be the responsibility of the current project manager. This package is intended to provide a clear resource to generate and manage project when these deliverables due to time or skill constraints.

#### Target Companies:

- IT Organizations
- Software Companies
- Embedded Systems

#### Target Audience:

- Executives
- Directors
- Software Managers

#### Our Goal:

Creating wealth by assisting in delivering your software projects to market fast and reliably.

#### Our Guarantee:

We guarantee that we will create wealth with a ROI that will exceed 1000%, or the services will be one third (1/3) the price.\*\*

\*\* Only applies to the wealth creation package.

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## Full Communications Deliverables Package

The general framework is focused on the deliverables for project management with an eye on the completion of your project deliverables within the knowledge area of communications. There will be eight step process that we will perform for the engagement. Those steps are as follows:

### Planning Setup:

- 13) We will do some basic communications auditing of the project.
- 14) We will interview communication customers via email, phone or one on one.
- 15) Generation of the Communications Deliverables.

### Executing Setup:

- 16) Deliver tools such as spreadsheets as tools for process enforcement.
- 17) Deliver generic flow charting to customize your project's process

### Controlling Setup:

- 18) Audit your existing Performance Reporting Mechanisms for a Report.
- 19) Deliver tools such as spreadsheets as tools for process enforcement.
- 20) Deliver generic flow charting to customize your project's process

Each of these steps will result in a deliverable that is priced accordingly. The ongoing operations of the project will be the responsibility of the current project manager.

## Full Risk Deliverable Package

The general framework is focused on the deliverables for project management with an eye on the completion of your project deliverables within the knowledge area of risk. There will be eight step process that we will perform for the engagement. Those steps are as follows:

### Planning Setup:

- 1) We will do some basic risk auditing of the project.
- 2) We will interview communication customers via email, phone or one on one.
- 3) Generation of the Communications Deliverables.

### Executing Setup:

- 4) Deliver tools such as spreadsheets as tools for process enforcement.
- 5) Deliver generic flow charting to customize your project's process

### Controlling Setup:

- 6) Audit your existing Performance Reporting Mechanisms for a Report.
- 7) Deliver tools such as spreadsheets as tools for process enforcement.
- 8) Deliver generic flow charting to customize your project's process

Each of these steps will result in a deliverable that is priced accordingly. The ongoing operations of the project will be the responsibility of the current project manager.

## Sales Deliverable Package

The general framework is focused on the deliverables for a sales campaign with an eye on the completion of your sales deliverables for us by your sales teams. There will be twelve step process that we will perform for to the engagement. Those steps are as follows:

### Product Assessment:

- 1) Review of product capabilities.
- 2) Document features and benefits of the product.

### Customer Assessment:

- 4) Review customer purchase behavior.
- 5) Review sales team's perceived value.
- 6) Document both sales and customer values for product.
- 7) Document a generic Sales process and verify with sales team.  
(Includes basic "Objection Points" and areas of "Confusion")

### Collateral Creation:

- 8) Outline required deliverables and their objectives.
- 9) Create sales materials such as brochures and tech briefs prototypes.
- 10) Review and verify usage with Sales Teams and identified customers.
- 11) Finalize the collateral.
- 12) Deliver to Printers for Production

Each of these steps will result in a deliverable that is priced accordingly.

## Product Deliverable Package

The general framework is focused on the deliverables for a product assessment with an eye on the completion of the assessment to validate the raking of features to sales opportunities. There will be ten step process that we will perform prior to the engagement. Those steps are as follows:

### Product Assessment:

- 1) Review of product capabilities.
- 2) Document features and benefits of the product.

### Customer Assessment:

- 4) Review customer purchase behavior.
- 5) Review sales team's perceived value.
- 6) Document both sales and customer values for product.
- 7) Document the feature management system.

### Product Creation:

- 8) Determine feature roll out capability.
- 9) Align highest value features based on product usage.
- 10) Document technology based feature roll out vs business based feature roll out.

Each of these steps will result in a deliverable that is priced accordingly.