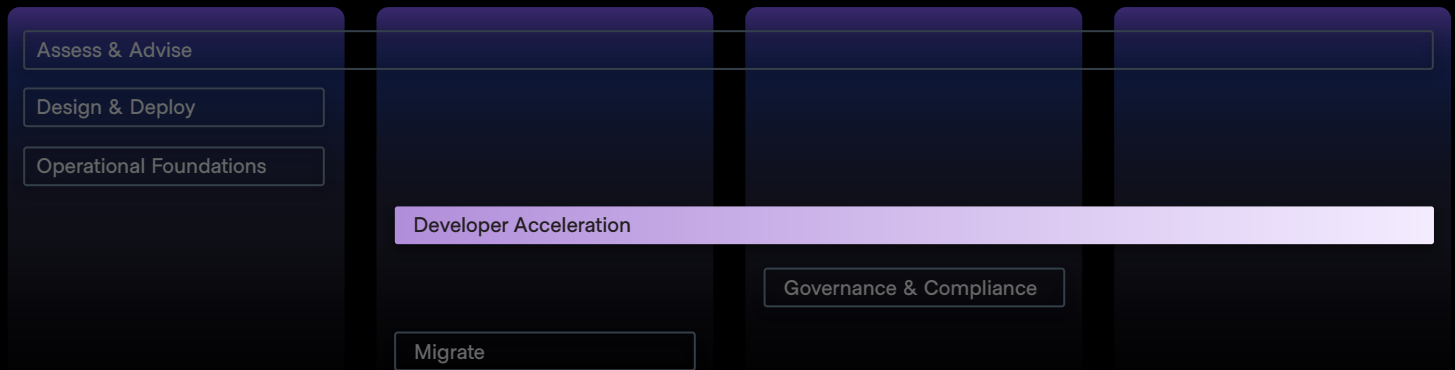


Developer Acceleration



Stage 0: Onboarding → Stage 1: Adopting → Stage 2: Standardizing → Stage 3: Scaling →



Service Scope

Build and deliver training to end-users, including onboarding guides, code examples, workshops, user training, and other developer advocacy services. The solutions expert will also engage directly with designated teams to assist them through the onboarding-integration process.

Service Summary

- Assist in establishing frameworks and materials to educate end users on the integration of their own services and applications with HashiCorp solutions based on review and knowledge share of established customer practices and opportunities for development.
- Work with the customer to build onboarding processes, including knowledge transfer for onboarding guides, code examples, workshops, user training, and assist in establishing developer advocacy services.
- Provide the customer with updated knowledge of relevant features and practices of the new platform and the requirements for operational competency and team enablement.

Key Benefits

- Custom workshop content based on your technical stack to help your engineers understand how to integrate with the HashiCorp service.
- Custom service onboarding process built from your available tools and based on industry best practices to streamline adoption across the organization.
- Direct engagement with individual engineering teams to walk them through the onboarding process to further accelerate adoption.

PHASE 1

Prerequisites

- Identify current user(s) and/or operator(s) for Academy training
- Current user(s) and/or operator(s) attend Academy
- Schedule Technical Planning Session (TPS) after completion of Academy
- Operational, integrated and configured HashiCorp Solution (HCP or Enterprise)
- TPS execution



PHASE 2

Discovery

- Identify stakeholders
- Set the stage with Cloud Operating Model (COM)
- Document current and/or desired state
- Document usage patterns
- Project Delivery Document: Pre-Implementation Plan
- Architecture Design
- Scope build out
- Customer concurrence



PHASE 3

Delivery

- Review deployment, engagement and planning material
- Review and knowledge share product updates and development
- Knowledge share best practices, development practices and relevant producer and consumer models
- Knowledge share and enable development of onboarding and producer models and materials
- Knowledge share and enable development of onboarding and consumer models and materials



PHASE 4

Close

- Executive readout
- Feedback
- Recommendations
- Adoption roadmap
- Training/education roadmap
- Project Delivery Document: Post Implementation
- Close-out

