PLCpartners project delivery experts

Software Deployment Partner

Challenge

Software vendors face the enormous challenge of building quality product and the associated marketing and sales activities to result in new Customers. Their focus typically remains on expansion and maturity of their products whilst the delivery of services to deploy the product at Customer sites is not always given sufficient focus, leading to problem deployments and resulting in disgruntled Customers and reduced profitability.

Other challenges facing software vendors deploying product are the Services team overheads, prioritisation of shared resources across the organisation, delivery faults that impact on the ability to generate sales, and GAAP reporting placing pressure on delivery.

Rising to the Challenge

Employing experienced professional services who understand the unique complexities of product implementation, to develop a robust deployment model, and to ensure consistent and efficient project deployment success.

How we Assist

PLC Partners brings a wealth of experience, collateral and practical know-how to the deployment process. We have an extensive track record of working with software vendors in the development and delivery of product deployments.

An effective professional services function within the organisation is critical to the successful deployment of products at Customer sites. Together we define a tailored deployment strategy that matches your products and Customers, and agree a roadmap for achieving the strategy. A methodology is delivered with supporting branded documentation to assist the organisation in the pre-sales and deployment of the product range.

We assist or represent your organisation externally at key Customer sites, providing the program and project management and single point of contact for all delivery issues, thereby providing a buffer to the vendor. We can provide on demand solution teams that are experts at delivering vendor's products to free-up your valuable resources from Services.

Benefits

Our independent deployment consulting service will:

❱ Assist with increasing gross profit margin, reduction of risk, overheads and delays in revenue recognition

❱ Provide on-demand solution teams with international reach with multi-lingual resources

❱ Function as deployment partner isolating vendor from deployment issues, and provide competitive deployment costs to vendor clients

❱ Provide highest levels of deployment experience at no cost to vendor, shared Services revenue, and we are responsible for resource retention and maintenance of expertise

❱ Free up vendor resources from services, resulting in reduced Services overhead