

## DEVELOPMENT PROCESS

### 1 DISCOVERY

*Collaborative Structured Discussion*

*Identify Needs, Prerequisites,  
Requirements & Outcomes*

*Idea Generation*

*Plan*

### 2 DEVELOPMENT PROPOSAL

*Detailed Description & Design of  
what will be Delivered*

*Specifications*

*Timelines & Schedules*

*Identified Checkpoints*

*Pricing*

### 3 DELIVERY DEPLOYMENT IMPLEMENTATION

*Completed Solution Tested*

*Training*

*Delivered & Accepted by Client*

### 4 SUPPORT

*On-Going Support*

*Maintenance*