

Project Canvas

🔴 Pains & Challenges [🔗](#)

What is the intention behind the project? Reason for initiation, pains and challenges of the customer?

🚩 Purpose [🔗](#)

1. Why is the project meaningful and important - and for whom?
2. What are the expected results of the customer (e.g. KPIs)? Success factors?

🔗 Why encoway? [🔗](#)

Reasons why encoway has been selected as CPQ supplier

🟢 Achievements [🔗](#)

Quantitative or qualitative advantages of the project

🔧 Tools and system environment [🔗](#)

Which tools are used and which systems are involved in our solution?

💰 Licence & budget [🔗](#)

What are the financial circumstances of the project?

👁️ Conditions & specialties [🔗](#)

1. What are the circumstances of the project?
2. What are specialties of the project? Does the customer require untypical features?

🕒 Time and Milestones [🔗](#)

What is the timeline and are there particular milestones?

👑 Customer [🔗](#)

Key information about the customer

1. Headquarter location:
2. Number of employees:
3. Yearly revenue:
4. Competitors:
5. Similar customers:

🤖 Product [🔗](#)

Which products are sold by the customer?

Sector:

Product type: Component, machine, facility, project, other?

Example products:

Volumes:

📊 Process [🔗](#)

1. How does the customer produce his products? How does production work? Are there subsequent processes which could benefit from encoway Visualization?
2. How does the customer sell his products? How does sales work? Which sales channels are used?
3. In which processes is CPQ embedded?