



TECH STRATEGY ASSESSMENT™

Personal Needs Report

Report Prepared For: Christian Solomon

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Hi, Christian. Thank you for completing the *Tech Strategy Needs Assessment*. Let's dive into your personalized report!

Based on your assessment responses, you are a Tech Seeker. You're looking to find the best expertise and resources for yourself. As a leader focused on both Strategic and Operational planning, you are seeking expert research and analysis to plan and execute your tech adoption. This report is designed especially for you.

We have applied our experience helping Tech Seekers to build you a personalized report. This assessment report includes a set of methods and resources from our *Tech Strategy Tool Kit* to address your specific needs for Core Strategy, Tech User + Workforce Analysis, and Tech Market Analysis + Business Development.



Christian, as a VP of Sales, you're a leader with a vision. You have an immense drive, motivation, and loyalty to your business's mission. You have a natural ability to ignite your team and others. We believe that with the right methods and resources, you can further capitalize on the qualities that make you, you!



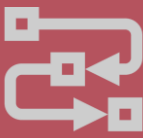
What's In Your Report

This report includes a tailored assessment identifying your likely needs with five Tool Kit methods specifically designed to address them.

BASE REPORT CONTENTS

Profile + Context
Needs
Tool Kit Methods to Apply
Impact + ROI

TOOL KIT METHODS INCLUDED (by functional Area)

	CORE STRATEGY	TAR Tech Adoption Roadmap		
	USER/ WORKFORCE ANALYSIS	WDR Workforce Development Requirements Assessment		
	STRATEGIC PLANNING	ROI Strategic ROI Assessment	IRD Implementation Roadmap Development	IAP Implementation Action Prioritization

How Your Report Compares to Other Leaders

Your needs link to complex challenges shared by industry leaders. It is important to know your market well and the others competing in your space

This shows how you compare with other leaders like you and across the full tech adoption landscape.



Your Potential Needs

Areas you likely have interest and needs based on your responses



An Evergreen Plan

You need resources and methods that allow you to set milestones and conditions for long-term growth



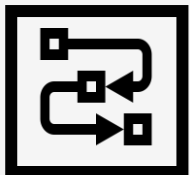
Operational Reengineering

You need resources and methods that apply to different teams to meet a strategic objective. Working as efficient and effective as possible



Maximize ROI opportunities

You need resources and methods that always keeps the bottom line at the top of mind

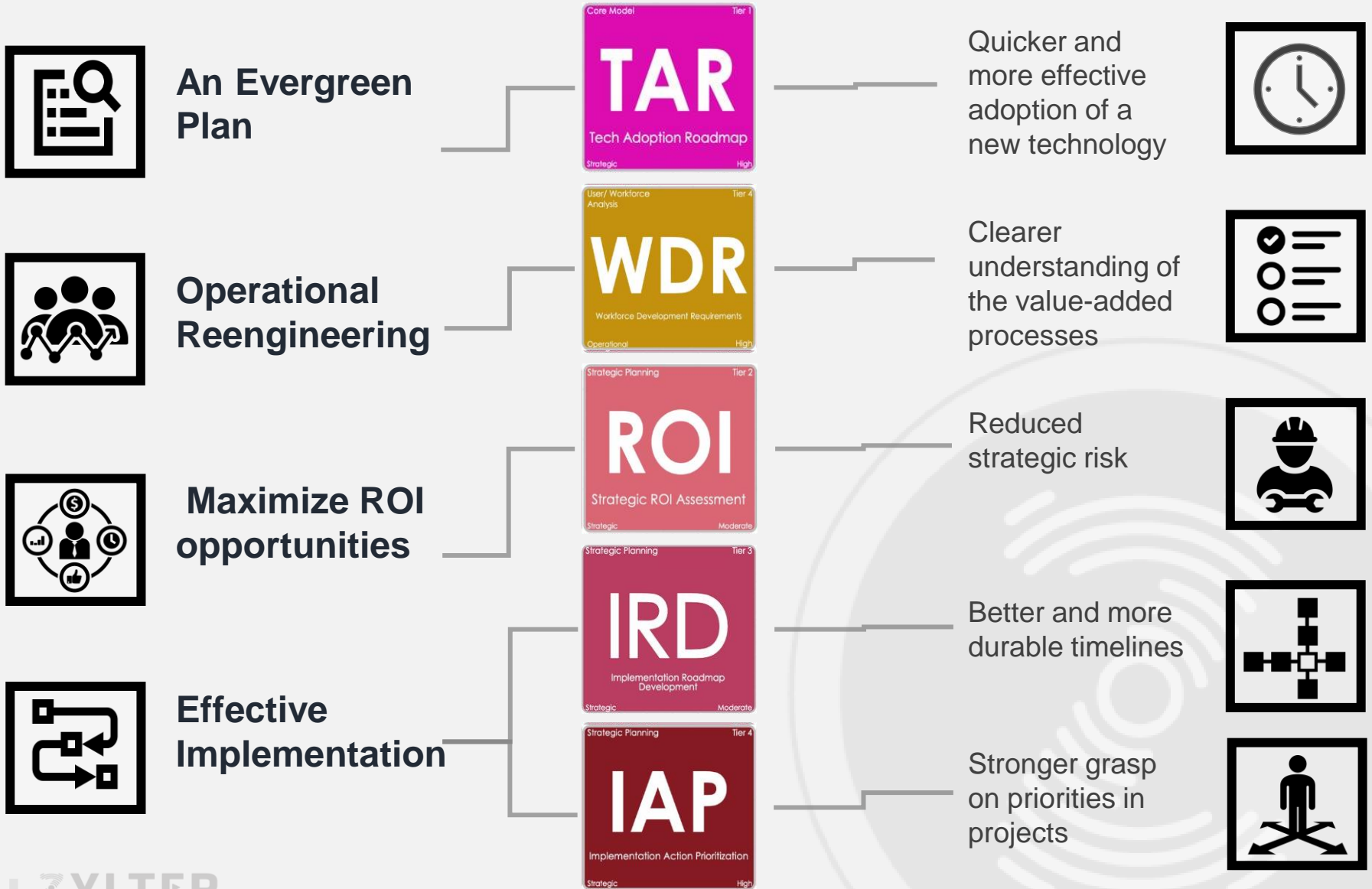


Effective Implementation

You need a plan of least resistance to implementing new tech quickly and successfully

Tool Kit Methods to Address Your Needs

The outcomes for applying Tool Kit methods to address your needs



TECH STRATEGY TOOL KIT MODULES TO ADDRESS YOUR NEEDS

The following Tool Kit modules are included here to address your needs:



Tech Adoption Roadmap



Workforce Development Requirements



Strategic ROI Assessment

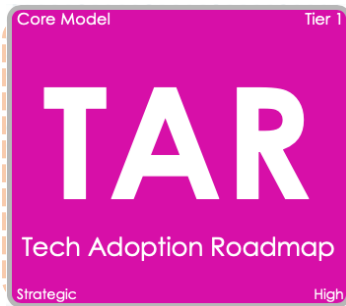


Implementation Roadmap Development



Implementation Action Prioritization





Tech Adoption Roadmap

This roadmap guides commercial leaders to navigate the innovation landscape to help identify truly promising innovations for their operations

WHAT IS IT?

The Tech Adoption Roadmap provides a systematic approach to identify the specific phases, actions and milestones required for enterprise adoption of new technology or capability

HOW CAN I USE IT?

Completion of this approach will enable you to answer...

- What actions are required to effectively find/adopt a new technology?
- What are the lifecycle support considerations that should guide assessment of options?
- What are the specific actions and milestones I need to address to successfully find, adopt and support my technology initiative?

HOW DO I APPLY IT?

1. Identify organizational user needs, key challenges and opportunities, organizational constraints, and other factors that will influence your needs and how the organization can address them
2. Identify and assess emerging capabilities alternative based on an initial technology scan: can be done by reviewing industry-specific technology analysis & reports.
3. Build a practical and well-supported business case to explain the need and the value addressing it will generate for the organization
4. Translate qualitative user requirements into a set of solutions and attributes to describe and compare potential solutions across key capability areas
5. Identify the tech-based solution to test, deploy and refine
6. Identify and plan for the solution life-cycle support requirements
7. Determine areas to apply Tool Kit methods for detailed analysis

HELPFUL HINTS

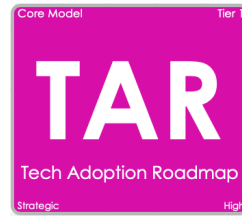
Adopting new technology is an essential step for any company and should follow a systematic approach and set of criteria to avoid poor implementation

To measure your implementation performance identify the critical technical and performance attributes that can be objectively measured for assessment and comparison or solution

SOCIOTECHNICAL SYSTEM ASPECTS ADDRESSED



Tech Adoption Roadmap



The framework below outlines the phases and actions commercial leaders must complete to navigate the find and adopt new tech solutions to improve their operations. This roadmap is based on Zylter's extensive experience working with innovators and commercial leaders across industries. Each key action identified in the roadmap is addressed by a more detailed Tool Kit method.

Tech adoption phases going from first (far left) to last (far right)

Key actions and milestones within each phase (that align with additional Tool Kit modules)

IDENTIFY ORGANIZATIONAL + USER NEEDS	IDENTIFY + ASSESS EMERGING TECH OPTIONS	BUILD BUSINESS CASE FOR TECH ADOPTION	IDENTIFY + ASSESS SOLUTION REQUIREMENTS	SOLICIT + PROCURE EMERGING TECH	DEPLOY + SUPPORT TECH SOLUTION
IDENTIFY TECH-ENABLED OUTCOMES	ASSESS TECH SOLUTION LANDSCAPE	IDENTIFY + PRIORITIZE ROI CONSIDERATIONS	IDENTIFY + PRIORITIZE SOLUTION REQUIREMENTS	DEVELOP SOLICITATION FOR PROCUREMENT	DEVELOP DEPLOYMENT PLAN
DEFINE TECHNOLOGY USE CASE(S)	ASSESS READINESS OF TECH OPTIONS	ESTIMATE TOTAL COST OF OWNERSHIP (TCO)	IDENTIFY MEASURABLE SOLUTION ATTRIBUTES	ASSESS OFFERINGS	EXECUTE LIFECYCLE SUPPORT
IDENTIFY + PRIORITIZE END USER NEEDS	ASSESS CAPABILITY OF TECH BUILDER(S)	COLLECT + APPLY STAKEHOLDER INPUT	DETERMINE SOLUTION MOES, MOPS, KPPS	SELECT + PROCURE SOLUTION	EXECUTE SOLUTION DEPLOYMENT
IDENTIFY TECH ADOPTION RESOURCES	ASSESS + PRIORITIZE TECH OPTIONS	DEVELOP DETAILED BUSINESS CASE	DESIGN SOLUTION ASSESSMENT FRAMEWORK		INTEGRATE SOLUTION
IDENTIFY KEY STAKEHOLDERS		DEVELOP PLAN FOR PROCUREMENT			

- RELATED STS APPROACHES**
- STS | Sociotechnical System Approach
 - TAI | Tech Adoption Indicators



Workforce Development Requirements

The Workforce Development Requirements is useful to identify and prioritize initiatives needed to develop the workforce

WHAT IS IT?

This module focuses on identifying and prioritizing actions to develop workforce capabilities to fully leverage new technology and address impacts on the sociotechnical system

HOW CAN I USE IT?

Completion of this approach will enable you to answer...

- How scalable is your workforce development processes?
- How will you help ensure the success of your new hirers?
- How can you maximize productivity from initial hire?

HOW DO I APPLY IT?

1. Identify each workforce group by position, organizational level, department, etc.
2. Identify key impacts or changes o the new tech solution for workforce capabilities and skills of each group
3. Identify and prioritize specific initiatives to address each priority need
4. Organize or sequence initiatives for successful implementation

HELPFUL HINTS

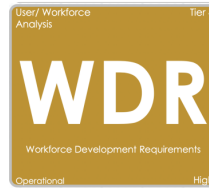
Align your company goals and objectives prior to creating a workforce development requirements to ensure your workforce skills align

The initiate phase is the most extensive phase due to its foundational importance. Key aspects to ensure success in this phase is to assess the strategic needs the position requires. Outline the tasks the position will execute. Then match capabilities of the individual

SOCIOTECHNICAL SYSTEM ASPECTS ADDRESSED



Workforce Development Requirements



The Workforce Development Requirements framework attached below lays out in phases with critical activities in each. These key activities look at the context and drivers for a growing and changing workforce, and the assets and skills needed in the sector. This framework intends to be a repeatable process refined over time.

Workforce development breaks down into five critical phases. The initiating phase is the most extensive. This phase assesses the individual, and the position's tasks ensuring a clear understanding of capabilities and needs match

INITIATE		PLAN	EXECUTE	MONITOR & CONTROL	CLOSE
Position/ Role Eligibility Determination	Position Task Assessment	Baseline Plan Development	Work Unit Execution	Monitoring & Controlling	Closing
POSITION ELIGIBILITY DETERMINATION	PREScribed / REGULATORY TASK REQUIREMENTS	WORK UNIT TW EXECUTION PLAN	ROUTINE TASK ASSIGNMENT & EXECUTION	PERFORMANCE MONITORING & CONTROL	TELEWORK REMOVAL
POSITION COMPARISON ASSESSMENT	EXTERNALLY-DRIVEN TASK REQUIREMENTS	COLLECTIVE-TO-INDIVIDUAL TASK CROSSWALK	DYNAMIC TASK ASSIGNMENT & EXECUTION	QUALITY MONITORING & CONTROL	TELEWORK REDUCTION
	PREDICTABLE TASK REQUIREMENTS	TASK SCOPING PLAN		CULTURE MONITORING & AWARENESS	
	COLLABORATIVE TASK REQUIREMENTS	ONSITE REQUIREMENTS SCOPING		UNION NOTIFICATION	
	EXPERIENTIAL TASK REQUIREMENTS	GENERAL TEAM STANDARDS		TELEWORK AGREEMENT CHANGE PROCESS	
	IMMERSIVE TASK REQUIREMENTS	EMERGENT TASK RESPONSE PLAN			
	INFORMATION-HANDLING TASK REQUIREMENTS	PERFORMANCE MANAGEMENT PLAN			
		TELEWORK AGREEMENT MANAGEMENT PLAN			
		CULTURE & TEAM ENGAGEMENT PLAN			
		FACILITIES USAGE PLAN			
		TECHNOLOGY USAGE PLAN			

Associated key actions and milestones

- RELATED STS APPROACHES**
- TTA | Thematic Trend Analysis
 - WAM | Workforce Addressable Market



Strategic ROI Assessment

The Strategic ROI Assessment identifies and assess the key factors influencing the expected return on investment from tech solution adoption

WHAT IS IT?

The Strategic ROI Assessment compares multiple solutions based off set criteria that outlines the immediate and long-term business returns from the overall approach

HOW CAN I USE IT?

Completion of this approach will enable you to answer...

- ❑ How do I determine the research needed to make a sound decision?
- ❑ What are my business measures and goals associated with a successful ROI assessment?

HOW DO I APPLY IT?

1. Identify and assess each type of cost and benefit associated with the tech solution
2. Provide a brief description of each cost and benefit
3. Identify key metrics to evaluate each type of cost and the benefits gained these can be financial indicators-profit, sales, costs, assets, or uniquely specific to your business measures and goals
4. Identify critical strategic considerations and business drivers that support the key metrics. This is an opportunity to set priorities or a weighting scale to your key strategic considerations

HELPFUL HINTS

A Strategic ROI Assessment can vary in extensiveness, the example attached is a relatively brief analysis that allowed for a quick decision-making event, other cases can examine multiple solutions that have both short- and long-term impacts that require in-depth analysis

Depending on the risk and ROI a final decision should be made with crucial leadership individuals or stakeholders

SOCIOTECHNICAL SYSTEM ASPECTS ADDRESSED



Strategic ROI Assessment

Before deciding on what solution to implement, it is vital to execute a strategic ROI assessment beforehand to enable an ideal future state. This framework breaks down two potential solutions into benefits and costs. Crosswalk these against a set of critical metrics and considerations. In this example, the business focused on financial gains

These considerations are specific to the business's goals and support the key metrics to measure impacts

3.2 | Priority ROI considerations

		Summary Description	Key Metrics to Measure Impact	Key Considerations for WF Tech Adoption
Solution Costs	Solution Cost 1	Initial Installation (700 Houses) \$337,463.00		Estimate 50 installs/mo 14mo build-out 7 toolkits, towers, access points needed
	Solution Cost 2	Monthly Fees to Internet Service Provider (ISP) \$19,110.00	\$229,320 annual loss if no other solutions found	Estimate access point demand at 50% maximum usage
Solution Benefits	Solution Benefit 1	Raise home values by \$5000	+\$350,000 increase in neighborhood valuation	+\$12,537 immediate installation gains
	Solution Benefit 2	Cost/home = \$27.30 monthly service charge	Charge minimum \$50/mo fee as the local ISP	+\$15,830 minimum monthly gains

All criteria information stays within the conditions of the business type

With a leadership team or key stakeholders take the Strategic ROI Assessment and come to a final summary decision

Installation cost estimates result in **immediate gains with increased home values.**
 If decide to invest as an Internet Service Provider, **estimate \$189,960 annual returns.**



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Implementation Roadmap Development

Identify and sequence the time-based actions for successful implementation of tech-based solutions

WHAT IS IT?

Implementation roadmap development is a method to systematically identify the key actions required for a tech adoption project with the expected timeline of execution

HOW CAN I USE IT?

Completion of this approach will enable you to answer...

- ❑ What are the key actions required to execute the implementation project?
- ❑ What is a realistic timeline to complete the project and each discrete task?
- ❑ What are the key dependencies among project actions and across tech implementation projects?

HOW DO I APPLY IT?

1. Identify each discrete tech implementation project and its measurable end state
2. Identify the key actions or tasks required to reach the project end state
3. Estimate time required to complete each action
4. Include the time required for execution of each task on a GANT-style chart based on the expected start date, duration and ending date
5. During project execution update the progress each key action to reflect completion status

HELPFUL HINTS

Outline any constraints that are on this project before starting.

Example constraints can include whether the project already has an end date, the project has a set amount of hours that it can use, or phase(s) will be done by a third party

The end of each phase is an organic milestone and opportunity to recap to key stakeholders' progress made on the project

SOCIOTECHNICAL SYSTEM ASPECTS ADDRESSED



Implementation Roadmap Framework

Apply framework to communicate actions, timelines, and dependencies

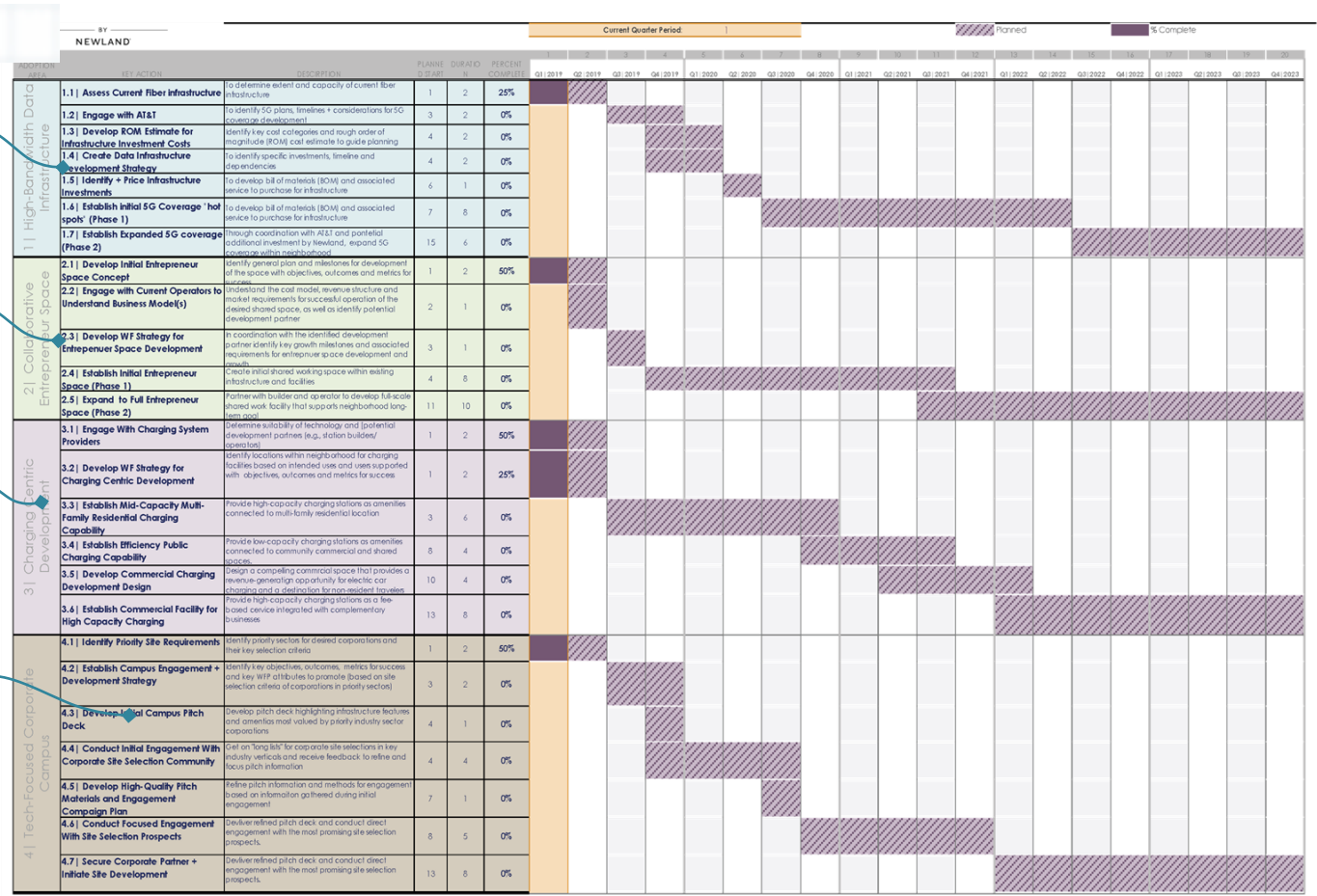
Our Implementation Roadmap Development Framework provides a method to identify key actions required to implementation a new tech-based solution. The framework breaks projects down into the sequential actions required with a summary description of each key action, expected timeline and duration based on a standard unit of time (e.g., quarter).

Intended start date, Hour/ Days required to complete, Suggested percent of completion

Phases broken down by overarching theme of activities/ work

Activities to be completed in chronological order

Description and overall intended outcome of each activity



RELATED STS APPROACHES

- ABM | Activity Based Management
- ABC | Activity Based Costing
- KPI | Activity KPIs



Implementation Action Prioritization

The Implementation Action Prioritization is useful to prioritize the most impactful actions to address with limited resources

WHAT IS IT?

The Implementation Action Prioritization assesses and prioritizes recommended implementation actions based on the estimated cost, level of complexity and expected impact

HOW CAN I USE IT?

Completion of this approach will enable you to answer...

- How do I gain my stakeholders confidence that task, actions, and processes are well considered to enable the expected deliverables?
- How do I maintain a high level of commitment among the Stakeholders during each phase of tech implementation?
- How do I communicate and act with transparency?

HOW DO I APPLY IT?

1. Gather and incorporate relevant existing plans and procedures
2. Identify, summarize and categorized all recommended actions
3. Assess the expected cost of each action
4. Assess the level of complexity for each action
5. Assess the impact / ROI expected to result from successful completion of the action
6. Complete visual mapping of the actions based on assessments

HELPFUL HINTS

Define what impact looks like in your business. We suggest starting with incorporating the overall goals and objectives of your business

Create opportunities to capture small wins. –This looks like small actions, tasks, or processes that have high to moderate impact and low costs and resources

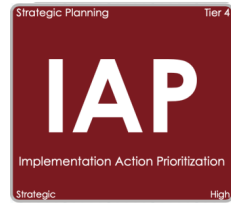
Need help getting started identifying actions see IRD-Implementation Roadmap Development

SOCIOTECHNICAL SYSTEM ASPECTS ADDRESSED



Implementation Action Prioritization

This implementation Action Prioritization gives an example of the fundamental elements of a strategic implementation process. This high-level process identifies and evaluates the impacts and costs of any actions, tasks, processes, and decisions and how they will flow within the organization

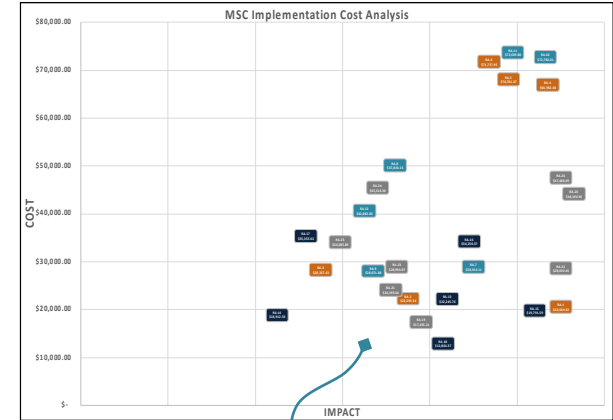
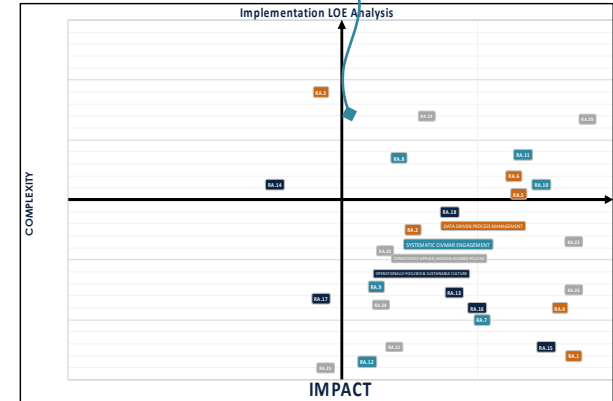


Categorization of recommended actions by estimated level of complexity and impact

List of recommended implementation actions by category

PRIORITIZATION OF RECOMMENDED IMPLEMENTATION ACTIONS

DATA DRIVEN PROCESS MANAGEMENT	RA.1	Identify and implement the "CIVMAR-Day" (one day of CIVMAR time) as the primary quantitative metric [PP.1.1]
	RA.2	Redesign reporting based on CIVMAR-day metric [PP.1.3]
	RA.3	Develop improved enterprise resource planning system to assess/manage resources [PP.1.2]
	RA.4	Develop/implement time-stamped tracking of CIVMAR status and progress through the UA→AA process [CM.6.1]
	RA.5	Instrument UA→AA process to collect quantitative data on process performance [PP.1.5]
	RA.6	Adopt CAC-based CIVMAR check-in and process tracking [CM.6.2]
SYSTEMATIC CIVMAR ENGAGEMENT	RA.7	Provide informative resources (e.g. poster, one-pager, online-file) to SBS and CIVMAR workforce to explain MSC efforts to understand and husband CIVMAR motivation. [CM.2.5]
	RA.8	Provide CIVMARs practical information to understand the assignment process and next steps [PK.2.1]
	RA.9	Provide app-based system to provide CIVMAR process knowledge, readiness status & support engagement [PK.2.1, CM.6.4]
	RA.10	Implement a CIVMAR "dashboard" to provide SBS an individualized CIVMAR profile [CM.5.1]
	RA.11	Establish procedures, resources and venues for direct and sustained engagement between the CIVMAR workforce and MSC leadership. [CM.1.1]
	RA.12	Adopt a preferential bidding approach to identify, track and (to the extent possible) apply CIVMAR preferences in assignment decisions [CM.7.1]
OPERATIONALLY-FOCUSED & SUSTAINABLE CULTURE	RA.13	Establish CFT of SMEs and key stakeholder to assess impact of and refine policies/resources related to CIVMAR motivation.
	RA.14	Publish a MSC "social contract" explicitly describing the culture and expectations [CM.2.3]
	RA.15	Conduct systematic visits for SBS to MSC vessels to engage with, understand and support CIVMARs [CM.5.5]
	RA.16	Establish procedures, resources and venues for direct and sustained engagement between the CIVMAR workforce and MSC leadership [CM.1.1]
	RA.17	Improve MPS/MPA position descriptions to ensure they accurately reflect the knowledge, skills and abilities (KSAs) needed for success. [OC.3.1]
	RA.18	Refine MPS workforce development strategies to cultivate the key attributes for organizational success and assignment efficiency [OC.3.2]
	RA.19	Implement capability for supervisors to monitor / audit MPS calls with CIVMARs [OC.3.4]
CONSISTENTLY APPLIED, MISSION-ALIGNED POLICIES	RA.20	Establish a Cross Functional Team (CFT) of SMEs, CIVMARs and stakeholders to systematically review and refine policies [PA.1.2]
	RA.21	Provide CIVMARs routine training on assignment policies [PA.2.1]
	RA.22	Provide practical resources to support staff understanding of policy [PA.2.2]
	RA.23	Require CIVMARs execute shipboard duty in 120-day increments to improve predictability of operational requirements [CM.4.1]
	RA.24	Provide improved access to and ability query policies for Shore Based Staff [PA.2.3]
	RA.25	Conduct comprehensive mapping of current policies to identify gaps and grey areas [PA.4.1]
	RA.26	Design a flexible incentive pay to address emerging operational needs and hard to fill assignments [CM.3.3]



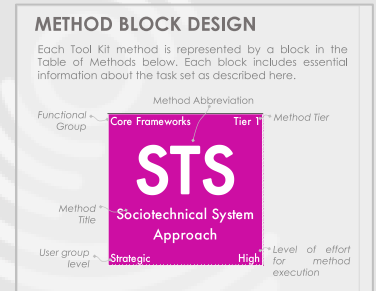
Distribution of recommended actions by estimated cost and expected impact

Apply our module catalog to address your growing needs

The Tool Kit has 70+ modules for all your tech strategy needs

	GROUP 0 CORE FRAMEWORKS			GROUP 1 STRATEGIC PLANNING			GROUP 2 SOLUTION DESIGN + DEVELOPMENT			GROUP 3 SOLUTION LIFECYCLE PLANNING			GROUP 4 MARKET ANALYSIS + PRICING			GROUP 5 USER + WORKFORCE ANALYSIS			GROUP 6 PROCESS DESIGN + IMPROVEMENT		
TIER 1 Summary Approaches	STS Sociotechnical System Approach	TAR Tech Assessment + Adoption Readiness	TBR Tech Buyer Readiness	###	###	###	SRL Solution Readiness Assessment	TUI Tech Use Case Identification	SOP System Operating Profile	###	###	###	###	###	###	###	###	###	SRL Solution Readiness Assessment	###	###
TIER 2 General Assessment				SEM Strategic Engagement Mapping	SR Skill Requirements Development	ROI Strategic Return on Investment Assessment	UCD Use Case Description	OEA Operating Environment Assessment	PRD Product Requirements Document Design	ASA Assessment of Solution Alternatives	FLD Fully Loaded Design	###	MPD Multi-Product Development Approach	CNF Connectivity Network Framework	###	UPD User Profile Development	USA User Adoption Analysis	SDD Service Delivery Design	TSD Team Structure Design	OKR Operational Key Results Review Design	###
				SFD Strategic Forecast Development	###	###	SFS System Feature Stack	TMA Tech Maturity Assessment	DPR Design/Prototype Review	###	###	###	###	###	###	TFH Tech & Process Maturity Assessment	SOE System Organizational Deployment Concept	USD User Story Development	###	###	###
				###	###	###	SCC System Component Requirements Council	SES System Employment Stack	SCS System Component Summary	###	###	###	###	###	###	###	###	###	###	###	###
TIER 3 Detailed Assessment				CLA Competitive Landscape Analysis	SRD Strategic Roadmap Design	IRD Implementation Readiness Development	SJM Solution Journey Mapping	SRI Solution Requirements Identification	PCD Product Guiding Design	TCO Total Cost of Ownership Assessment	TCM Total Cost of Ownership Modeling	MRA Manufacturing Readiness Assessment	MEC Media Engagement Campaign	###	###	QUP Quantitative Usage Profile Creation	TAI Tech Adoption Indicator	FTA Functional Task Analysis	PRL Product Readiness Lead	ABM Activity Based Management Design	OPM Operation Process Mapping
				SFA Strategic Foresight Analysis	SEP Strategic Engagement Positioning	###	KTD Knowledge Transfer Design Approach	PRD Product Roadmap Development	TEP Tech Employment Profile	###	###	###	###	###	###	QSD Qualitative Survey Design	SFG Structured Focus Group	###	###	###	###
				###	###	###	SCB System Component Breakdown	TUP Tech Use Case Prioritization	###	###	###	###	###	###	###	###	###	###	###	###	###
TIER 4 Technical Analysis				OBA Organizational Benchmarking Analysis	SOM Solution Opportunity Mapping	IAP Implementation Action Prioritization	CFA Concept of Operations Feasibility Assessment	PCP Product Guiding Prioritization	TPD Tech Proposed Development	###	###	###	SNA Social Network Analysis	PPD Pricing Profile Development	CRM Cost/Revenue Modeling	WDR Workforce Development Requirements Analysis	TTA Threats/Trust Analysis	WAM Workforce Addressable Market	PMS Process Modeling + Simulation	PDR Process Design + Redesign	###
				###	###	###	###	###	###	###	###	###	TAM Total Addressable Market Overview	QDD Qualitative Database Design	###	###	###	###	###	###	

MODULE TIERS	PRICING	LEVEL OF SUPPORT	DESCRIPTION	
	TIER 1: SUMMARY APPROACHES	FREE	Published Resources	High-level approaches and resources that include multiple higher-tier methods. These are essential resources that we provide for free to guide user planning and assessment of needs.
	TIER 2: GENERAL APPROACHES	\$6,200	20 Hours of Expert Advise	Methods and resources that can be executed with mostly descriptive information and quickly applied to inform key decisions. These modules are scaled for immediate application with minimal support at an economical price.
	TIER 3: DETAILED ASSESSMENT	\$16,200	60 hours of Expert Advise + Analytic Support	These modules guide application of extensive numeric and/or descriptive information for a more detailed examination and assessment. These modules come with a moderate level of support to guide and support user analysis.
	TIER 4: TECHNICAL ANALYSIS	Based on Needs	Expert-Led Analysis + Tailored Support	These modules include methodologies that apply extensive numeric and descriptive data to answer complex strategic questions. These modules require a high level of expertise to execute. We provide a high level of dedicated support with specialized software and resources to execute.



HOW ACCESS OUR EXPERTISE + SUPPORT TODAY



What the Module Provides

Here is what you get in a module and how it works

WHAT A MODULE INCLUDES

1| Tool Kit Method + Example Outcome

Free as part of this report

2| Editable Frameworks + Resources

Downloadable versions of method resources to tailor to your analysis

3| Expert Support to Apply Methods + Personalize Analysis

Level based on pricing Tier, usable for up to 1 year

HOW IT WORKS

1



Identify Tech Strategy Needs

2



Select Modules to Apply

3



Apply Modules + Resources

4



Receive Zylter Expert Support

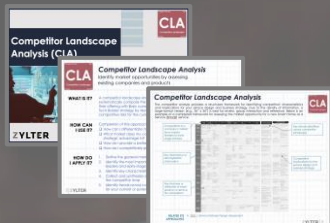
5



Present Your Tailored Analysis + Win Support

Compare Options to Get Started!

INDIVIDUAL MODULE



Best for immediate analysis

3-Bundle



Best for small projects

5-Bundle



Best for strategic projects

OPTION FEATURES

**EDITABLE
FRAMEWORK +
RESOURCES**

+

+

+

**1:1 EXPERT
SUPPORT**
(usable for
up to a year)

+

+

+

**BUNDLE
DISCOUNT**

10% discount

20% discount

**INITIAL
STRATEGY
AUDIT**

+

PRICING

from \$6,200
based on Module Tier

from \$16,700
based on Pricing Tier(s)

from \$24,800
based on Module Tier(s)

Thank you for accessing and sharing our resources!

We are passionate about the art and strategy of emerging tech adoption. Zylter thrives at the intersection of tech analysis, design and strategy. We appreciate any feedback you have to improve these methods and how we support them!

For more information or help applying this and other STS Toolbox resources, contact us at: STS.solutions@zylter.com

To explore the STS Toolbox further or access other methods and resources visit www.zylter.com/sts-toolbox

To learn more about our work with tech innovators and industry leaders at www.zylter.com



**We have the tools to make
your future a reality !**

**Take the next step and contact
our solutions team at:**

TSTK.support@zylter.com



ZYLTER