Seismic

Tool Enablement Process Checklist

This checklist follows a suggested workflow that will help equip you with the tools to successfully prep, launch, and scale a Tech Stack Enablement program.

- ☐ Align with **Key Stakeholders** & **Executive Sponsor** to gain support on the Tool Enablement Strategy. This includes the leadership team and senior managers for each role.

- ☐ Identify the **Why** & demonstrate the **Value** this tool will bring to the business. Including the input and feedback of key stakeholders and top performers will increase adoption of the new program.

- ☐ Identify the **Roles** to be supported (i.e., SDRs, AEs, CSMs, etc.) & scope of **Change Management** needs.

- ☐ Determine **Enablement Needs** & finalize **Communication Plan** to the field to support them as they begin to leverage this new tool.

- ☐ Ensure you have **Launch Support** in place for the rollout phases.

- ☐ Encourage a continuous **feedback** loop, track **adoption**, and **measure** specific KPIs to share with leadership.

Questions?

This checklist is a great starting point for crafting your tool Enablement process/launch. However, we know that questions don't stop here.
Please use our team as a resource and send
questions to: enablement@seismic.com for additional support.

We are here to support your growth mindset!