

IT Proof of Concept: 6 Reasons You Shouldn't Start a Project Without One

Whether you hire an IT consulting firm or not, starting any project with a Proof of Concept (POC) followed by a small Pilot project will save you time, stress, energy, and most likely...money! Every infrastructure and business process is unique, and even an industry proven technology which very well might be the perfect solution for your organization could be tricky to implement flawlessly. Unfortunately, when unexpected hang ups occur with new technology deployments the whole project leaves a negative perception with management and end users that felt the stress of the rollout, and what might have been a praiseworthy implementation is regarded as a failure. These situations can easily be avoided with a POC.

A successful POC determines whether the investment is suitable for your environment, and in situations where C-level approval is pending can help you sell the solution to management by showing positive in-house results. The six reasons you shouldn't begin a new technology deployment without a POC are...

1. Ability to identify technical risks such as compatibility issues with current infrastructure, workflow processes, security, and access management.
2. Limits any difficulties to a small, manageable test environment. The ability to build out complex systems that are affordable, flexible and easy to manage has become much more prevalent with the advancement of virtual systems.
3. Ability to more accurately estimate financial need for full project deployment based on the results in the test environment
4. Provides opportunity for valuable feedback from managers and end users to evaluate the POC for use in their departments, often creating supportive advocates that can provide assistance during the adoption process of the complete deployment
5. Critical changes and improvements can be incorporated in a safe and timely manner without negative impact to the end users or the business.
6. If the decision is a no-go after the Proof of Concept, it was not a failure!!! Think about all of the resources that were saved by not launching it company wide from the start!

The success and significance of the Proof of Concept hinges on choosing the right test environment for the appropriate amount of time. Utilizing certified engineers with advanced experience in Proof of Concept designs will ensure considerable value.

Let us know your plans! We'd be happy to discuss best practices one on one with a better understanding of your individual goals and current infrastructure.