**Action Item 070: Role Playing**

**After reading the scenario below, build out the table at the bottom of this page that will guide you through your presentation. Simply list the primary challenge for each of your main contacts. For this exercise, assume that you are proposing access control as a service.**

You are presenting to the decision-making committee of a technology business that is in a rapid growth mode. The committee is composed of six people, but there are three primary people that will influence the decision: the IT Director, the CFO, and the Operations Manager.

Your main contact is the IT Director, Kelly. She is overwhelmed and can’t keep up with the demand of her work.

The CFO, Michael, is trying to create a predictable cash flow and having a ton of challenges because of the ever-changing need for more resources.

The Operations Manager, Rick, is responsible for securing their facilities, but he doesn’t have a security expert on his staff. He needs to know how to manage the system and processes but doesn’t have the people or time to do so.

|  |  |  |
| --- | --- | --- |
| **Challenge** | **How Your Solution Helps** | **Key Influencer** |
|  |  |  |
|  |  |  |
|  |  |  |