

# MGX 08 Project Plan for World-Class Selling

Project Plan is 1% complete.

ID	Task Name	Duration	Start	Finish	Predecessors	Mar 9, '08							Mar 16, '08							Mar 23, '08							Mar 30						
						W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S		
1	<b>World-Class Selling @ MGX</b>	106 days?	Fri 3/7/08	Thu 7/31/08																													
2	<b>Administration</b>	91 days?	Fri 3/28/08	Thu 7/31/08																													
3	Develop work-back plan for MGX 08	7 days?	Fri 3/28/08	Fri 4/4/08																													
4	Manage MGX 08 Project Plan for WCS	90 days?	Sun 3/30/08	Thu 7/31/08																													
5	Manage MGX 08 Budget for WCS	88 days?	Tue 4/1/08	Thu 7/31/08																													
6	<b>WCS Field Advisory Committee Meetings</b>	33 days?	Wed 4/2/08	Fri 5/16/08																													
7	FAC Meeting Plan review	1 day?	Wed 4/2/08	Wed 4/2/08																													
8	Logistics	3 days?	Mon 4/21/08	Wed 4/23/08	7																												
9	Messaging - Trusted Advisor & Sales Excellence	16 days?	Fri 4/25/08	Fri 5/16/08	8																												
10	<b>Content</b>	83 days?	Fri 3/7/08	Mon 6/30/08																													
11	<b>Gerri Elliott Keynote Speech - General Session</b>	17 days?	Thu 4/24/08	Fri 5/16/08																													
12	Keynote Speech Plan review	2 days?	Thu 4/24/08	Fri 4/25/08																													
13	Logistics	1 day?	Mon 4/28/08	Mon 4/28/08	12																												
14	Create content based on KT's Trusted Advisor & Sales Excellence slide	2 days?	Tue 4/29/08	Wed 4/30/08	13																												
15	Create content based on WCS-Segment aligned 8 Bullets	1 day?	Thu 5/1/08	Thu 5/1/08	14																												
16	Create content on Scorecards	1 day?	Fri 5/2/08	Fri 5/2/08	15																												
17	Create content on WCS Academy Mobile	1 day?	Mon 5/5/08	Mon 5/5/08	16																												
18	<b>Video during Elliott Speech</b>	10 days?	Mon 5/5/08	Fri 5/16/08																													
19	Messaging - Trusted Advisor & Sales Excellence	5 days?	Mon 5/5/08	Fri 5/9/08																													
20	Success Stories & Customers to put in video	5 days?	Mon 5/12/08	Fri 5/16/08	19																												
21	<b>Break-Out Sessions</b>	25 days?	Mon 4/21/08	Fri 5/23/08																													
22	Break-Out Session Plan review	1 day?	Mon 4/21/08	Mon 4/21/08																													
23	Logistics	1 day?	Thu 5/1/08	Thu 5/1/08	22																												
24	Identify speakers for each session.	4 days?	Tue 5/6/08	Fri 5/9/08	23																												
25	Create slide deck of WCS message (KTs 8 bullets) to be woven into sessions	3 days?	Mon 5/12/08	Wed 5/14/08	24																												
26	Coordinate message integration across segments, breakouts, and ISX breakouts	5 days?	Mon 5/19/08	Fri 5/23/08	25																												
27	<b>Take-Aways</b>	21 days?	Mon 6/2/08	Mon 6/30/08																													
31	<b>WCS Day with regional ISUs</b>	6 days?	Mon 4/7/08	Mon 4/14/08																													
32	WCS Day Plan review	1 day?	Mon 4/7/08	Mon 4/7/08																													
33	Logistics	1 day?	Tue 4/8/08	Tue 4/8/08	32																												
34	Determine how to include OEM, Services, and SMS&P	1 day?	Thu 4/10/08	Thu 4/10/08																													
35	Messaging - Trusted Advisor & Sales Excellence	1 day?	Fri 4/11/08	Fri 4/11/08																													
36	Segment Metrics & Scorecards	1 day?	Mon 4/14/08	Mon 4/14/08																													
37	<b>Booth Layout &amp; Collateral</b>	30 days?	Mon 4/21/08	Fri 5/30/08																													
38	Booth & Collateral Plan review	1 day?	Mon 4/21/08	Mon 4/21/08																													
39	Logistics	1 day?	Wed 4/23/08	Wed 4/23/08	38																												
40	Collateral Materials	17 days?	Thu 5/1/08	Fri 5/23/08	39																												
41	Booth Design & Visuals	15 days?	Mon 5/12/08	Fri 5/30/08																													
42	<b>MGX Customer/Partner/Seller Video Project</b>	52 days?	Fri 3/7/08	Fri 5/16/08																													
43	Project Plan and Business/Segment xls complete	1 day?	Fri 3/7/08	Fri 3/7/08																													
44	Identify PT contact in each segment	6 days?	Fri 3/14/08	Fri 3/21/08																													
45	Identify customer/partner/seller candidates	11 days?	Fri 3/14/08	Fri 3/28/08																													
46	Contact info for all candidates (Dir of AM Sales)	11 days?	Fri 3/14/08	Fri 3/28/08																													
47	Academy Mobile - confirm production schedule	6 days?	Fri 3/14/08	Fri 3/21/08																													
48	Questionnaire and Video design complete	1 day?	Fri 3/14/08	Fri 3/14/08																													
49	Video shoot scheduling - begins/completed	1 day?	Fri 3/28/08	Fri 3/28/08																													
50	Video shoot begins/completed	22 days?	Fri 3/28/08	Fri 4/25/08																													
51	Review & editing	26 days?	Fri 4/4/08	Fri 5/9/08																													
52	MGX versions shipped to business/segments	1 day?	Fri 5/16/08	Fri 5/16/08	51																												
53	<b>Post-MGX Activities</b>	44 days?	Mon 6/2/08	Thu 7/31/08																													
54	Post-MGX plan review	5 days?	Mon 6/2/08	Fri 6/6/08																													
55	Follow-up	9 days?	Mon 7/21/08	Thu 7/31/08																													

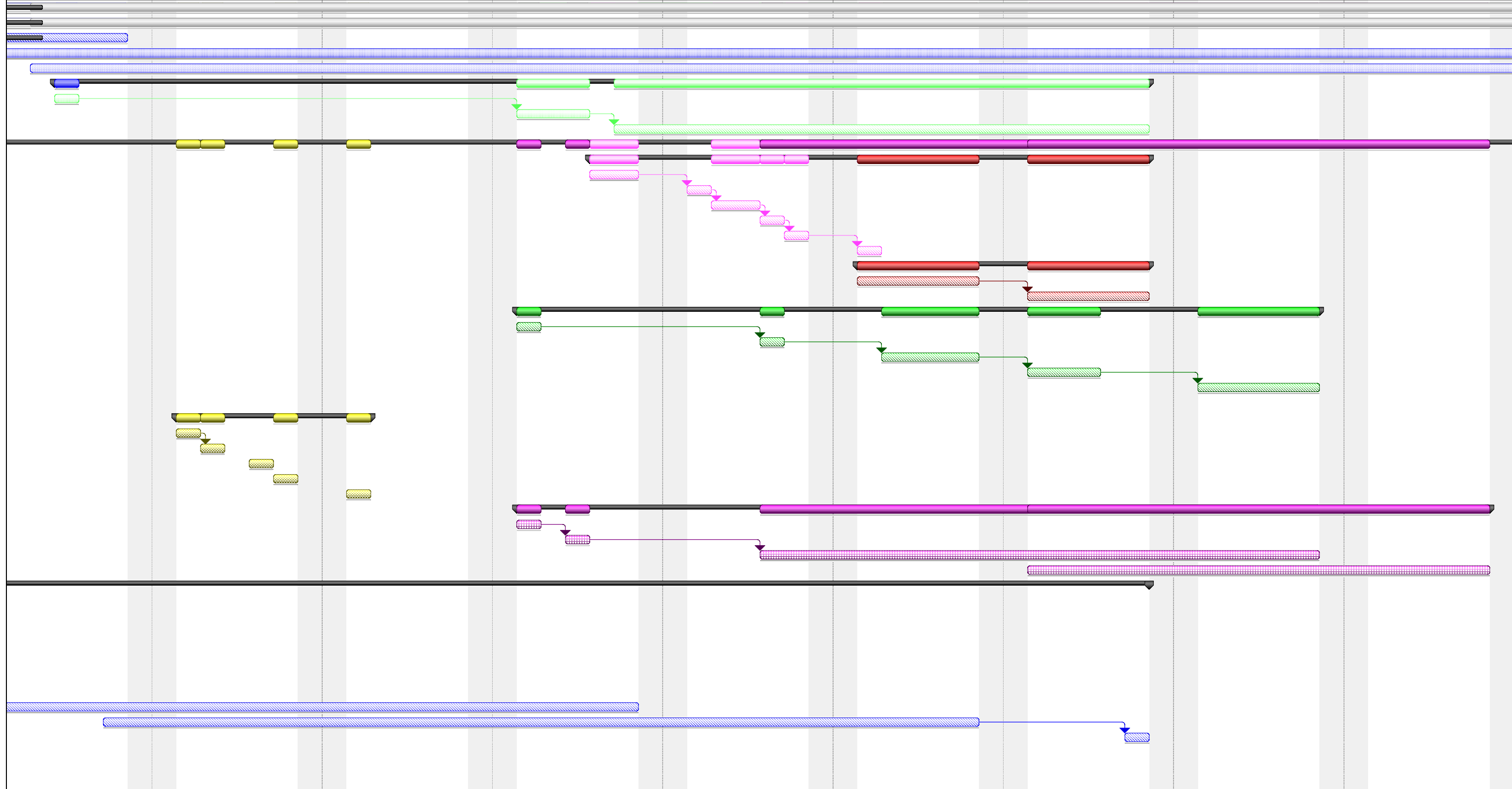
Project: MGX 08 Project Timeline 2  
Date: Sat 12/8/12

Task		Milestone		Rolled Up Critical Task		Split		Group By Summary	
Critical Task		Summary		Rolled Up Milestone		External Tasks		Deadline	
Progress		Rolled Up Task		Rolled Up Progress		Project Summary			

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30, '08					Apr 6, '08					Apr 13, '08					Apr 20, '08					Apr 27, '08					May 4, '08					May 11, '08					May 18, '08					May 25, '08														
M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S

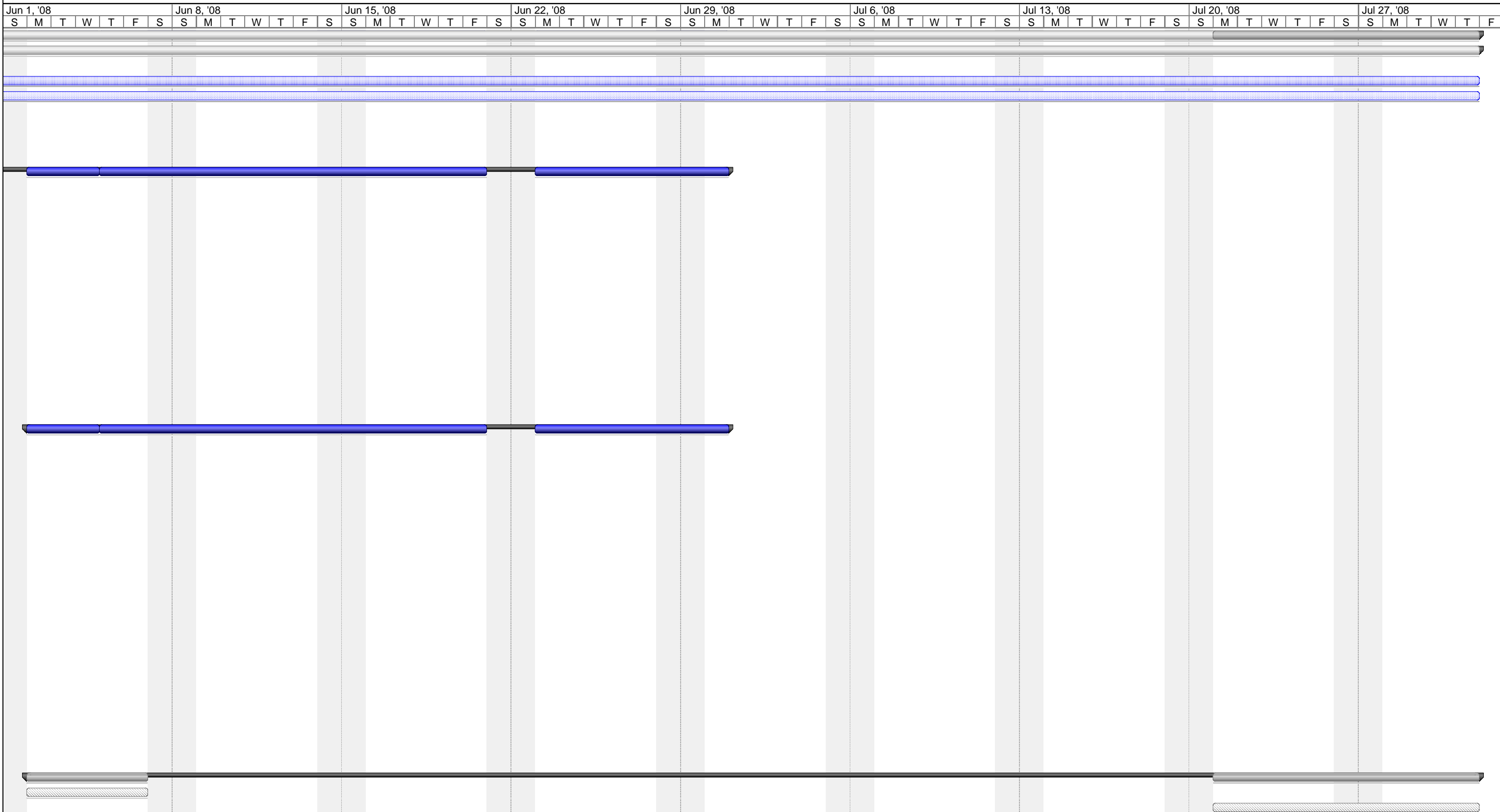


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