



Internet connection

Let's assume Ken was able to generate interest in AI as part of his Synapse deal and the customer wants to test it. What kind of milestone would he create to track it?

Pre-Commit: POC/Pilot/MVP

Production

Back to room



Microsoft Granularity and Accuracy Guidance for Milestones Support Call Recording



What should a Pre-commit: POC/Pilot/MVP Milestone be?

Recurring

Non-Recurring

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That's Not Correct!

Recurring



Remember milestones represent a meaningful change in the amount of consumption expected from a project and support the creation and management of the consumption pipeline.



Recurring milestones track change in consumption from that milestone that are continuously happening.

Try again!



This scenario does not represent a milestone that is expected to occur in perpetuity. Be sure to check the audio clip again for important details.

Back to question

Non-recurring

That's Correct!



Great job! This milestone would be classified as non-recurring.



Remember recurring milestones track change in consumption from that milestone that are continuously happening.



Non-recurring milestones track one-time consumption events. A Pilot/POC/MVP is typically considered a one-time event before, hopefully, moving to Production.

Back to room

The handshake deal

Hint: Before watching this Teams meeting between Will, the customer, and Easan, the Seller, make sure to check the Wi-Fi router. There seems to be a rough connection.



Should this "Pre-commit: POC/Pilot/MVP" milestone be committed or uncommitted?

Committed

Uncommitted

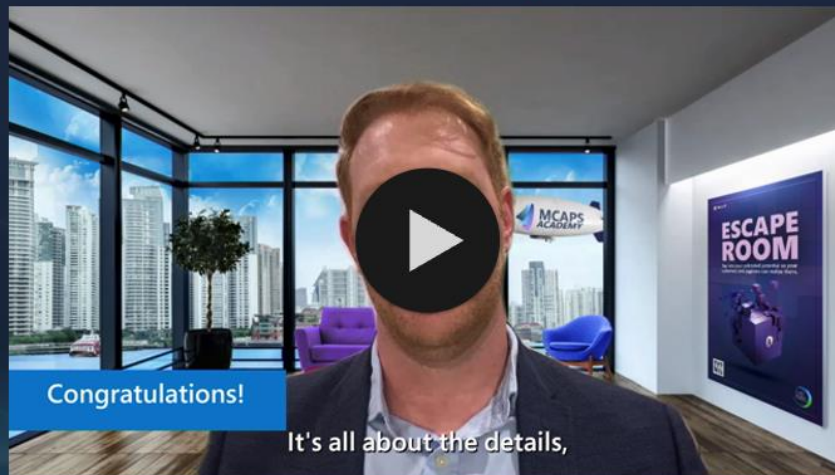
Back to room

Coffee Time!



Back to room

Congratulations! You have escaped!



Congratulations!

It's all about the details,

Play the video!

Exit



Course Complete

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