

ENTERPRISE PROGRAM BRIEF

Forward Deployed Delivery Practicum

Deliver a bounded customer engagement using an existing platform project, not a greenfield build from scratch.

VNode ITeS

E04

DURATION

24 hours

LEVEL

Practitioner / specialist

FORMAT

Private cohort

AUDIENCE PROFILE

Built for these roles

Engineers, Customer-facing consultants, Solution engineers

OVERVIEW

Executive overview

Deliver a bounded customer engagement using an existing platform project, not a greenfield build from scratch. Proposed instructor-led duration; delivery subject to environment and lab validation.

READINESS

Prerequisites

- Completed relevant engineering programme or equivalent
- An existing working project is required

PROGRAM OUTCOMES

Capabilities your teams will gain

- Adapt an existing solution to an agreed customer scope
- Demonstrate measurable acceptance and a handled scope change
- Assign customer, delivery, risk and operating responsibilities
- Present an explicit acceptance decision and actionable handover

ENTERPRISE CUSTOMIZATION

Enterprise customization

Tailor this program to your organization's priorities: Deliver a bounded customer engagement using an existing platform project, not a greenfield build from scratch.

- Private cohort scheduling
- Equivalent-experience entry review

CURRICULUM

Curriculum roadmap

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MODULE 1 · 6 HOURS

Customer discovery and qualification

Interview simulated stakeholders and qualify a constrained opportunity.

- Sponsor and users
- Workflow baseline
- Value hypothesis
- Data and access readiness

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MODULE 2 · 6 HOURS

Scope and delivery design

Negotiate scope and a staged delivery plan for the existing project.

- Acceptance contract
- Architecture decisions
- Dependencies
- Delivery and operating responsibilities

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MODULE 3 · 6 HOURS

Delivery under changing constraints

Adapt the existing implementation to a scope change and explain trade-offs.

- Stakeholder feedback
- Change control
- Risk escalation
- Evidence-led iteration

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MODULE 4 · 6 HOURS

Customer acceptance and handover

Conduct an acceptance review and hand over the bounded solution with unresolved risks recorded.

- Demonstration
- Quality and access evidence
- Runbook
- Ownership and next steps

PREPARATION

Environment prerequisites

Spreadsheet or document editor Synthetic scenario pack Approved AI interface only where used; paper-based comparison available
Delivery depends on environment and lab validation. This outline does not include step-by-step lab instructions.

CAPSTONE

Capstone

Conduct an acceptance review and hand over the bounded solution with unresolved risks recorded. Assessed customer delivery dossier
Evidence of relevant access, quality and risk controls Demonstration and limitations record

ASSESSMENT

Assessment

Scenario-based practical assessment Adapt an existing solution to an agreed customer scope 30% Demonstrate measurable acceptance and a handled scope change 25% Assign customer, delivery, risk and operating responsibilities 25% Present an explicit acceptance decision and actionable handover 20% Proposed VNode outline-level assessment; no vendor accreditation or completed lab validation implied.

DELIVERABLES

Participant deliverables

- Assessed customer delivery dossier
- Evidence of relevant access, quality and risk controls
- Demonstration and limitations record

SCOPE

Scope boundaries

Step-by-step lab instructions; Runnable solution code; Packaged source datasets; Executed environment validation

DELIVERY

Delivery options

Count teaching hours, not calendar days. Exclude breaks. Split into 4-hour or 8-hour teaching sessions; schedule complex project work in contiguous blocks. Proposed hours exclude breaks and are subject to pilot validation.

PRIVATE DELIVERY

Plan a private cohort for your team

Scope delivery format, role mix, and rollout timeline with our solutions team.

[Plan Private Delivery](#)
[Book advisory call](#)