

# FOCUSED ROADMAP

Dig into one process or product to create a plan that delivers real results!



**Timeline:**  
3-4 Weeks

**Format:**  
Up to two 2-hour roadmap sessions +  
documentation

**Best For:**  
Organizations defining one product or  
functional area in detail

## FOCUSED ROADMAP OVERVIEW

The Focused Roadmap centers on precision and depth, helping you clearly define and optimize one process or product before moving into implementation. The purpose of this engagement is to document requirements, eliminate uncertainty, and create a validated plan that delivers measurable results in a single business area.

## WHAT'S INCLUDED

- **Solution Design Sessions:** Up to two 2-hour expert workshops to define goals and priorities.
- **Refined Project Estimate:** Updated estimate based on the solution design and clarified scope.
- **Guided Recommendations:** Expert insights, next steps, and roadmap-to-project conversion guidance.
- **Executive Summary:** Project scope, cost, and implementation approach, as well as the next steps in the sales process.

## RETURN ON INVESTMENT

Organizations that complete a TruNorth Roadmap experience:

- Fewer scope changes and work requests
- Faster budget approval
- Reduced project costs
- Stronger executive alignment

At TruNorth, we view roadmaps as essential, not optional. Taking time to define your path is what transforms an implementation into true, organizational success.

## HOW THE PROCESS WORKS

Phase	Description
Kick-off & Discovery	We begin by reviewing your business goals, current systems, and project objectives to shape our upcoming sessions.
Solution Design Sessions (2 total)	Workshops focused on key processes, data flow, and functional design led by our solution team.
Documentation & Estimate	TruNorth develops your roadmap including a detailed solution overview, refined estimate, and visual process map.
Review & Handoff	Review the final deliverable together and confirm next steps.
Deliverable	Solution Overview document includes: <ul style="list-style-type: none"><li>• Clearly documented solution design</li><li>• Refined estimate with detailed assumptions</li><li>• Defined business processes and supporting system logic</li><li>• Actionable recommendations</li></ul>