

Target Customer

Business function	CMO / Chief Digital Officer (Line of Business)	Engineering	IT Operations
Titles	CMO / VP of MKTG / Mobile PM	VP of Engineering / Dir of Engineering Dev Manager	VP of IT OPs / OPs Manager
Role in the buying process	Economic buyer	End-user / Decision maker	Tech Evaluator / Influencer

Value Messaging

Value Statement	<p>Revenue / Engagement / Retention</p> <p>(Revenue) Minimize revenue at risk by proactively monitoring transaction success rates</p> <p>(Engagement) Improve user engagement by correlating behavior and operational metrics</p>	<p>Agility (Faster Dev Cycles)</p> <p>Iterate faster by reducing time to detect, diagnose, prioritize and resolve bugs, errors, and crashes</p>	<p>Visibility</p> <p>Gain end-to-end visibility of your mobile app performance, including the impact of backend servers and 3rd party API calls</p>
Value Bullet points	<ul style="list-style-type: none"> - Revenue growth/loss due to app performance and performance issues - Engagement loss due to app crashes and performance issues - App downtime = business downtime - Slow user base growth due to slow app performance and crashes 	<ul style="list-style-type: none"> - Long product development and QA cycles devices, networks, OS; - Less time in QA = Faster Product Releases - Rapidly identify the root cause of issues - Reduce the time to detect, triage, diagnose and resolve experience problems - Quickly resolve crashes through stack traces and user flows - OOTB support for new device and OS releases - Prioritization of issues based on - scale of impacted users - revenue at risk 	<ul style="list-style-type: none"> - Measure performance impact of 3rd party systems/SOA/APIs - Management tool integrations: monitoring tools, alerting consoles - Internal API endpoints (ex. server talking to a mobile app) - Mobile app "last mile" visibility (data traffic from cloud to device) - Integrated REST APIs - End-to-end view of mobile to backend servers performance
Product Features	<ul style="list-style-type: none"> - Transaction monitoring 	<ul style="list-style-type: none"> - Breadcrumbs <ul style="list-style-type: none"> + how user flow cause crashes & exceptions + visualize API issues in context + what actions lead to transaction failures - Multiple OS & Device support - Root Cause determination 	<ul style="list-style-type: none"> - Cloud Service API Monitoring APIs and service monitoring
Proof points / Metrics	<ul style="list-style-type: none"> - Daily Active Users - Revenue / DAU - Avg. app downtime - Abandonment Rate - Customer Lifetime Value (LTV) - Retention Rate - App Adoption Rate 	<ul style="list-style-type: none"> - Avg. time of a release cycle - Avg. # of Support Requests 	<ul style="list-style-type: none"> - App Time Availability Alerts

Steven K Scott Vision Mapping Journal

Didier Musso



Steven K Scott Vision Mapping Journal:

Mentored by a Millionaire Steven K. Scott,2010-12-07 Unlike any book youve ever read Mentored by a Millionaire is made up of fifteen mentoring sessions in which you will be mentored in the strategies skills and techniques used by super achievers who have become the worlds most successful men and women You will be mentored in these sessions by Steve Scott a man who has not only made millions himself but has helped dozens of others make millions as well *The Richest Man Who Ever Lived* Steven K. Scott,2006-02-21 In this short powerful book multimillionaire and bestselling author Steven K Scott reveals King Solomon s breakthrough strategies to achieve a life of financial success and personal fulfillment Steve Scott flunked out of every job he held in his first six years after college He couldn t succeed no matter how hard he tried Then Dr Gary Smalley challenged him to study the book of Proverbs promising that in doing so he would achieve greater success and happiness than he had ever known That promise came true making Scott a millionaire many times over In *The Richest Man Who Ever Lived* Scott reveals Solomon s key for winning every race explains how to resolve conflicts and turn enemies into allies and discloses the five qualities essential to becoming a valued and admired person at work and in your personal life Scott illustrates each of Solomon s insights and strategies with anecdotes about his personal successes and failures as well as those of such extraordinary people as Benjamin Franklin Thomas Edison Oprah Winfrey Bill Gates and Steven Spielberg At once inspiring and instructive *The Richest Man Who Ever Lived* weaves the timeless truths of one of our greatest works of literature into a detailed roadmap for successful living today *Vision Mapping Workbook* James Gordon,2017-01-03 Vision Mapping is to Planning and Goal Setting what Global Positioning Systems GPS are to geography Vision Mapping helps us to start right stay right and end right when setting and accomplishing Goals *Journal of Visual Impairment & Blindness* ,1981 *Proceedings* Sabine Coquillart,Heung-Yeung Shum,Shi-Min Hu,2002 Papers from an October 2002 conference reflect recent work in problems solutions and technology in computer graphics in the areas of illumination and lighting facial expression and behavior 3D acquisition and IBR texture and appearance hardware and efficient rendering geometry and shape mes *The Journal of Military History* ,1991 Includes scholarly articles and book reviews on topics in military history *Journal of Computer-assisted Microscopy* ,1990 **Forthcoming Books** Rose Army,2003-04 **Broadcasting & Cable** ,2005 *Army, Navy, Air Force Journal* ,1958 **Current Law Index** ,2005 *Current Index to Journals in Education* ,2002 *Cumulative Author Index to Psychological Abstracts* ,1981 *Index de Périodiques Canadiens* ,2001 *Memoir* New Mexico. Bureau of Mines and Mineral Resources,1989 **British Education Index** ,1998 **Subject Guide to Books in Print** ,2001 *Books in Print* ,1991 **Business Week** ,2007 *The Zoological Record* ,2001

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Table of Contents Steven K Scott Vision Mapping Journal

1. Understanding the eBook Steven K Scott Vision Mapping Journal
 - The Rise of Digital Reading Steven K Scott Vision Mapping Journal
 - Advantages of eBooks Over Traditional Books
2. Identifying Steven K Scott Vision Mapping Journal
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Steven K Scott Vision Mapping Journal
 - User-Friendly Interface
4. Exploring eBook Recommendations from Steven K Scott Vision Mapping Journal
 - Personalized Recommendations
 - Steven K Scott Vision Mapping Journal User Reviews and Ratings
 - Steven K Scott Vision Mapping Journal and Bestseller Lists
5. Accessing Steven K Scott Vision Mapping Journal Free and Paid eBooks
 - Steven K Scott Vision Mapping Journal Public Domain eBooks
 - Steven K Scott Vision Mapping Journal eBook Subscription Services
 - Steven K Scott Vision Mapping Journal Budget-Friendly Options

6. Navigating Steven K Scott Vision Mapping Journal eBook Formats
 - ePub, PDF, MOBI, and More
 - Steven K Scott Vision Mapping Journal Compatibility with Devices
 - Steven K Scott Vision Mapping Journal Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Steven K Scott Vision Mapping Journal
 - Highlighting and Note-Taking Steven K Scott Vision Mapping Journal
 - Interactive Elements Steven K Scott Vision Mapping Journal
8. Staying Engaged with Steven K Scott Vision Mapping Journal
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Steven K Scott Vision Mapping Journal
9. Balancing eBooks and Physical Books Steven K Scott Vision Mapping Journal
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Steven K Scott Vision Mapping Journal
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Steven K Scott Vision Mapping Journal
 - Setting Reading Goals Steven K Scott Vision Mapping Journal
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Steven K Scott Vision Mapping Journal
 - Fact-Checking eBook Content of Steven K Scott Vision Mapping Journal
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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