6 STEPS TO PITCH

A New Solution to Your Manager

Handy Tips for Your Talos Linux & Omni Conversation

Need help getting your idea out there? You're not alone. Technologists regularly come to us and ask for advice on how to talk to their manager about Talos Linux and Omni. Here are 6 tips to help you to successfully get your idea out there.

01. Talk about value

Focus on the benefits of this change: our infrastructure costs are too high, legacy systems are time-consuming, and security needs improvement. We must scale without expanding the team. Sidero simplifies our environment, resolves vulnerabilities, and cuts costs.

02. Talk about savings

How many hours has your team lost due to your current solution? How much are you spending being locked into the wrong one? Estimate the dollar impact—hard business evidence speaks louder to management than emotion or logic.

03. Be confident

Your organization chose a system, but that doesn't mean you should keep using it. You're the expert and you interact with the system on a regular basis. You were hired to better the company, and this is a perfect opportunity to step in.

04. Keep it conversational

Managers regularly vet and pitch ideas, and this conversation is no different. Meet them at their level and simply discuss the problem and solution. Questions are part of their job, so don't take them personally.

05. Stay productive

Remember, you're not there to talk about problems. You're there to talk solutions. You can't own the conversation or the outcome, but you can increase your chances by staying focused on your target and getting the proposed solution and benefits across.

06. Stay focused

Ever seen a meeting derail from a sidebar? Wear your business hat and keep it on track. If it's off-topic, save it for later. Use an agenda if needed. End with results and next steps to use time well and present a professional case.

Get in touch and lets brainstorm

SIDERO
Creators of Talos Linux and Omni