

Readiness Assessment

CJA Discovery

July 24th, 2026

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** Also, for exercise purposes only, and in no way affiliated with:*



How to begin

- What assumptions drove the five-week timeline?
- When does the project clock actually start?
- What customer deliverables are required before kickoff?
- How will "business value in 1–2 months" be measured?
- What constitutes "done" for each milestone?



Commercial Alignment

SOW/Est. docs
Why FPFT model
Dependencies (contract, customer)

Delivery Readiness

Availability, staffing plan, access,
documentation, then pressure-test
Schedule

Solution Validation

3 use cases, confirm use cases,
migration (WebSDK & XDM), business
value outcomes (1-2 months)

Delivery Governance

Approval process/timeline, budget
reporting,

Readiness



Introductions



Kickoff Scheduling

Observations & recommendations

Multiple platforms are mentioned

+

Data Governance (US /CAN)

+

Stakeholder Responsibilities

Documentation & Scope

Proposal, SOW, Estimate Grid, and Scoping Documents are referenced but not available for validation

Milestone Sequencing

Milestone 3 references approval of the XDM schema draft, while Milestone 4 also requests approval of schema design

Delivery Planning

Five-week timeline assumes stakeholder availability, approvals, and customer readiness but doesn't define those assumptions

Solution Definition

"Migration-ready" is the stated outcome, but additional clarification may be needed around the expected XDM artifacts and implementation readiness

Recommendations

- Validate commercial assumptions before kickoff.
- Treat Milestone 3 as current-state draft design, with Milestone 4 serving as final target-state approval.
- Validate dependencies and approval SLAs before committing to the schedule.
- Clarify deliverables such as XDM schemas, identity strategy, source mappings, and governance expectations.