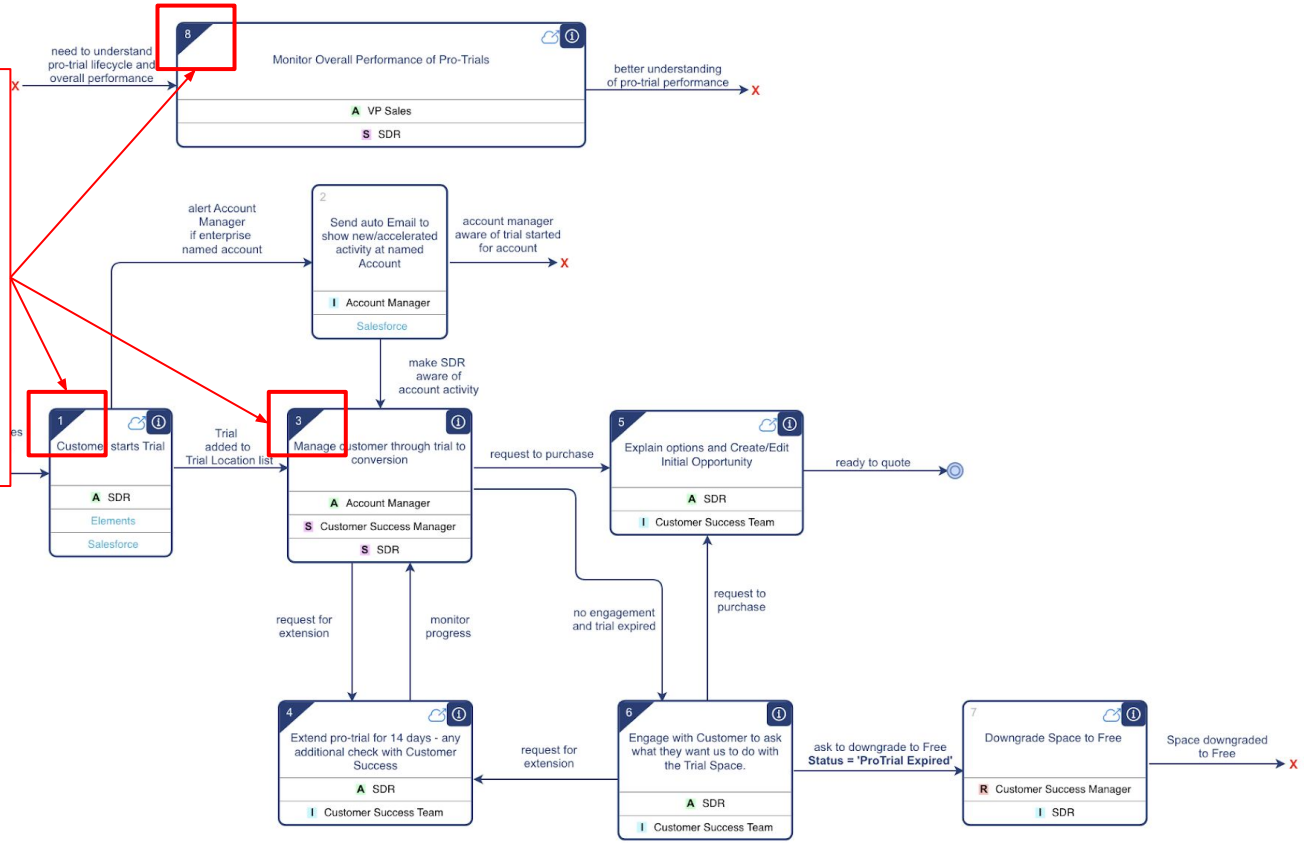
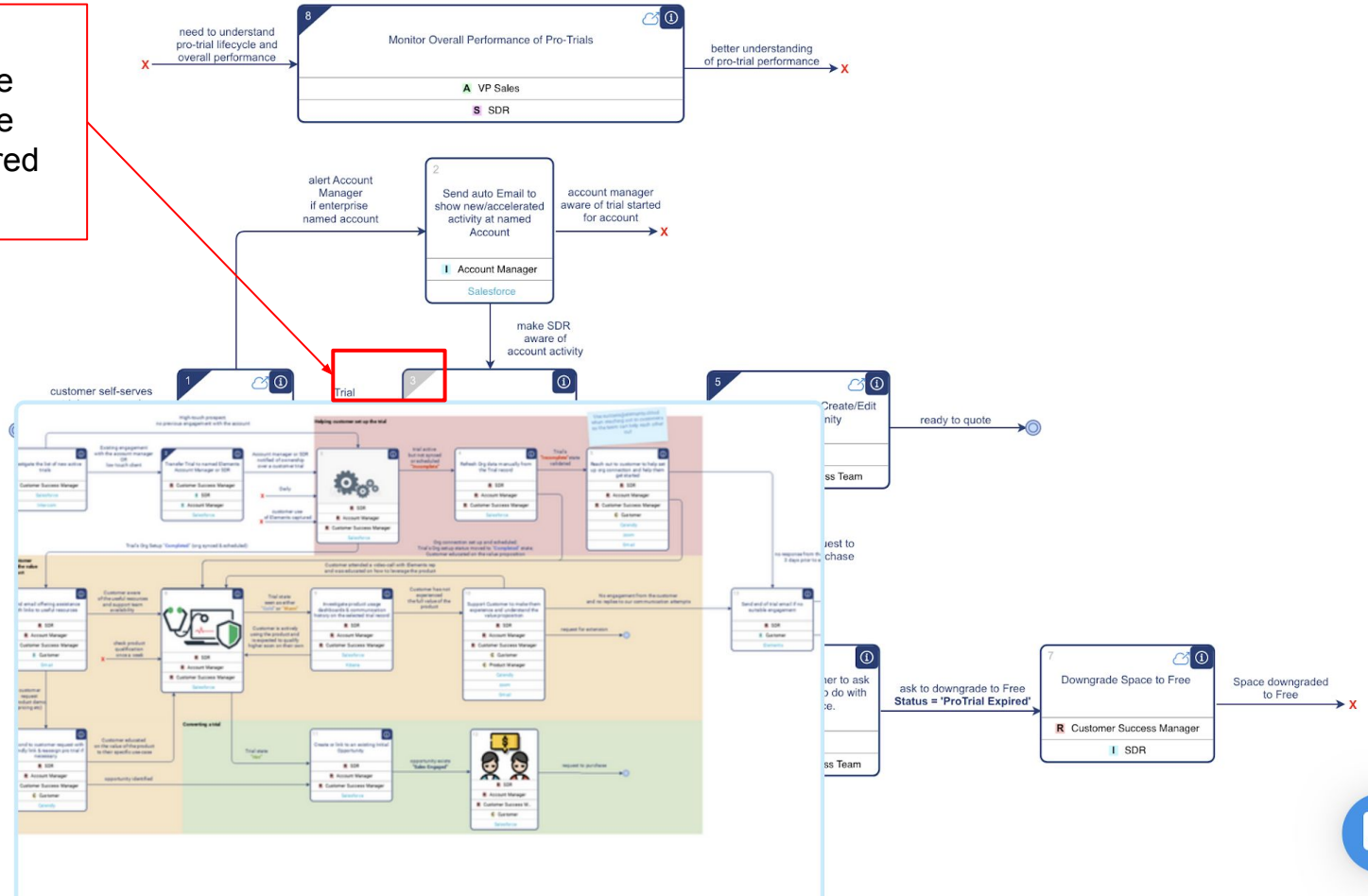
This is a business process diagram describing the desired flow of new product trials.

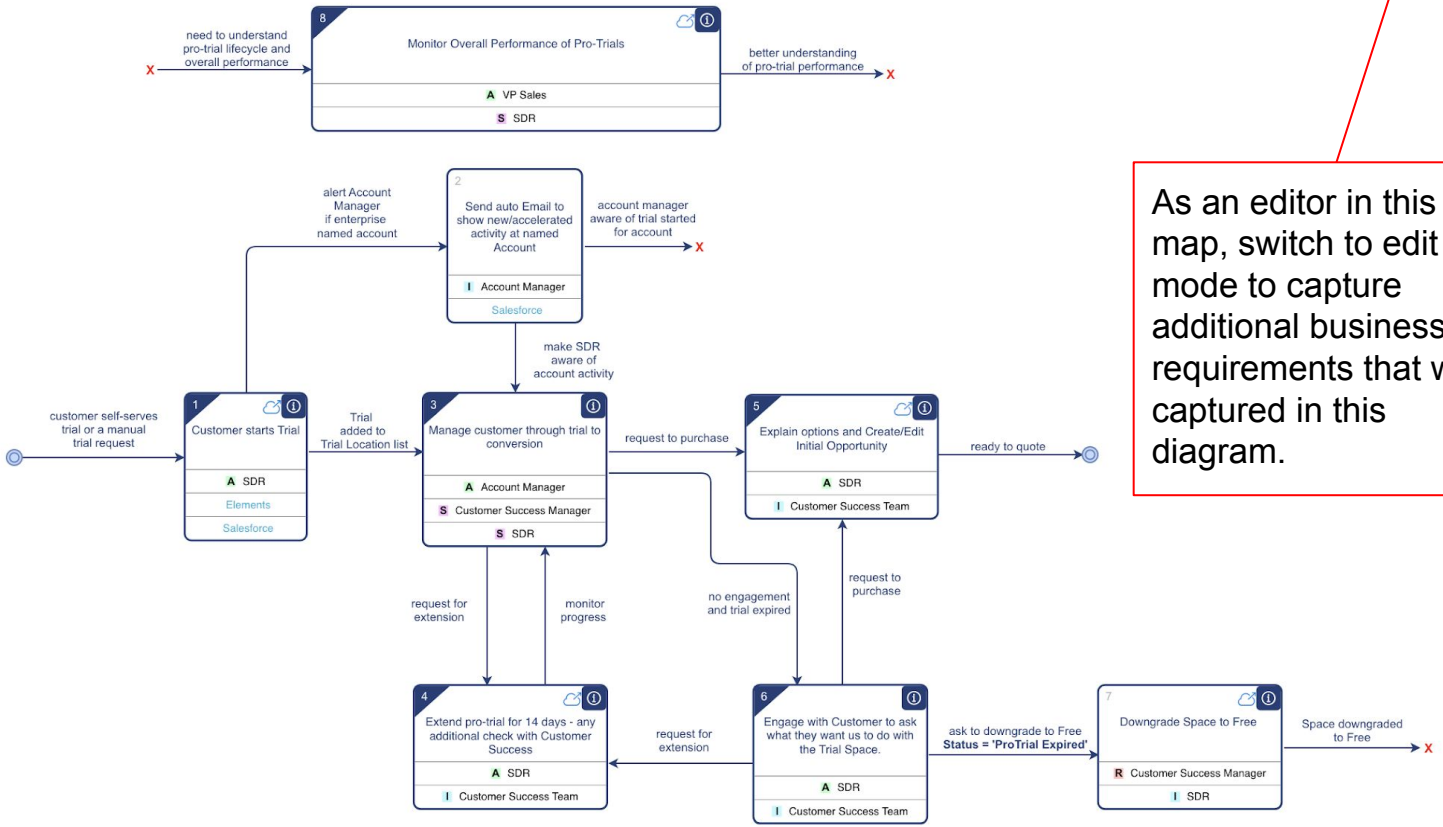
Notice that almost every step has a sub-process.



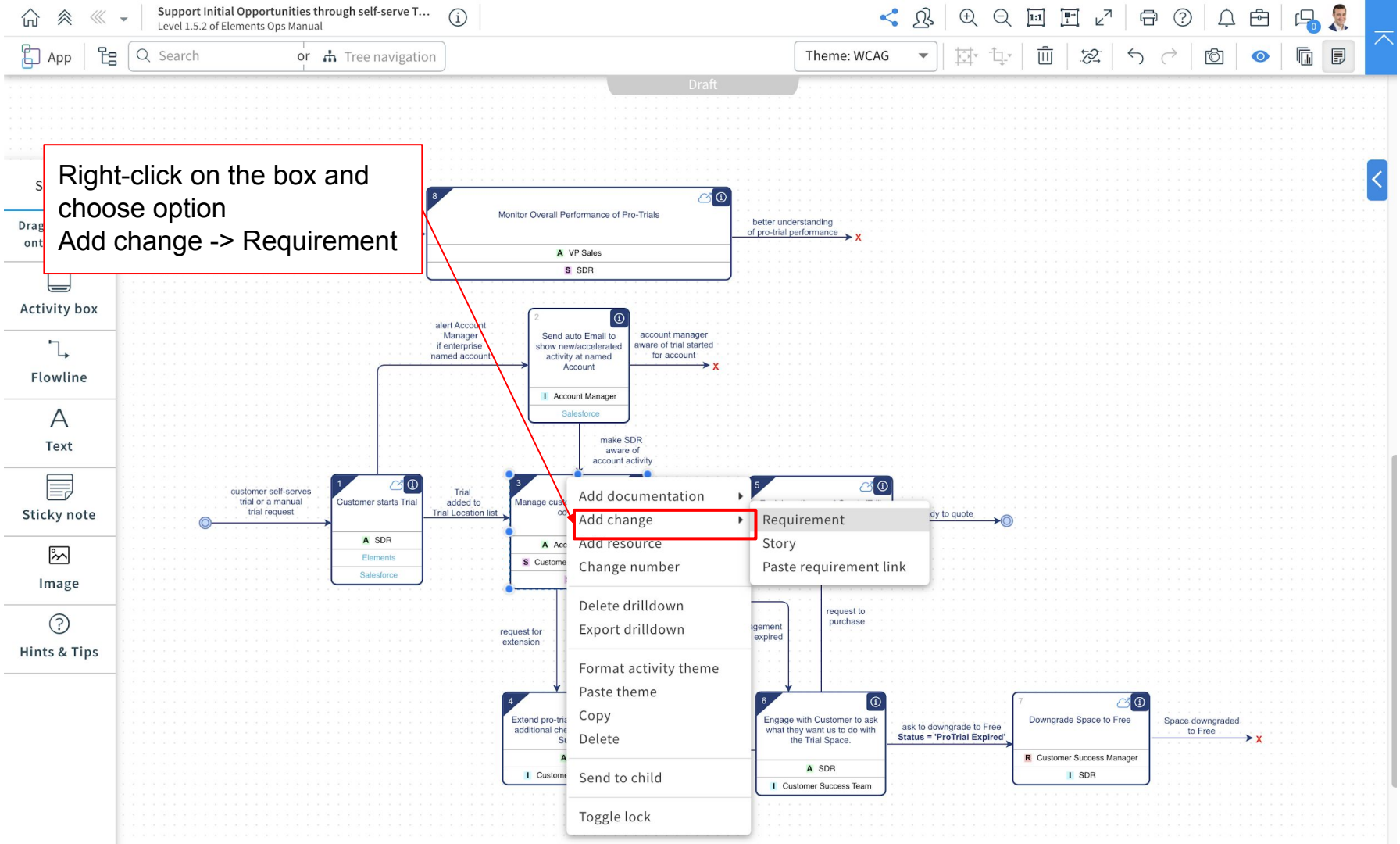
Draft

As you roll over the top-left corner of the box you can see the sub-diagram captured below.





As an editor in this map, switch to edit mode to capture additional business requirements that were captured in this diagram.


Support Initial Opportunities through self-serve T...
Level 1.5.2 of Elements Ops Manual
App
Search
or
Tree navigation
Theme: WCAG
Draft
Right-click on the box and choose option
Add change -> Requirement
Activity box
Flowline
Text
Sticky note
Image
Hints & Tips
Monitor Overall Performance of Pro-Trials
VP Sales
SDR
better understanding of pro-trial performance
Send auto Email to show new/accelerated activity at named Account
Account Manager
Salesforce
alert Account Manager if enterprise named account
account manager aware of trial started for account
make SDR aware of account activity
customer self-serves trial or a manual trial request
Customer starts Trial
SDR
Elements
Salesforce
Trial added to Trial Location list
request for extension
request to purchase
Engage with Customer to ask what they want us to do with the Trial Space.
SDR
Customer Success Team
ask to downgrade to Free
Status = 'ProTrial Expired'
Downgrade Space to Free
Customer Success Manager
SDR
Space downgraded to Free
Add documentation
Add change
Add resource
Change number
Delete drilldown
Export drilldown
Format activity theme
Paste theme
Copy
Delete
Send to child
Toggle lock
Requirement
Story
Paste requirement link

Support Initial Opportunities through self-serve T...
Level 1.5.2 of Elements Ops Manual

App | Search or Tree navigation | Theme: WCAG

Draft

SHAPES
Drag and Dro onto Canvas
Activity box
Flowline
Text
Sticky note
Image
Hints & Tips

Capture the new business need as specified through the sub-process.

The business requirement will be visible in the central library and it will contain the link to the business diagram for context.

Create new requirement

ADD NEW REQUIREMENT | PICK FROM LIBRARY

Summary *
Summary... at least 2 ch

What is required
B I U
Type something

Required by
DD/MM/YYYY

Release
Cannot assign to release while in initial state

Secondary fields

Tags
Type tag

Visible to
× All

ATTACH

additional check with Customer Success
A SDR
I Customer Success Team

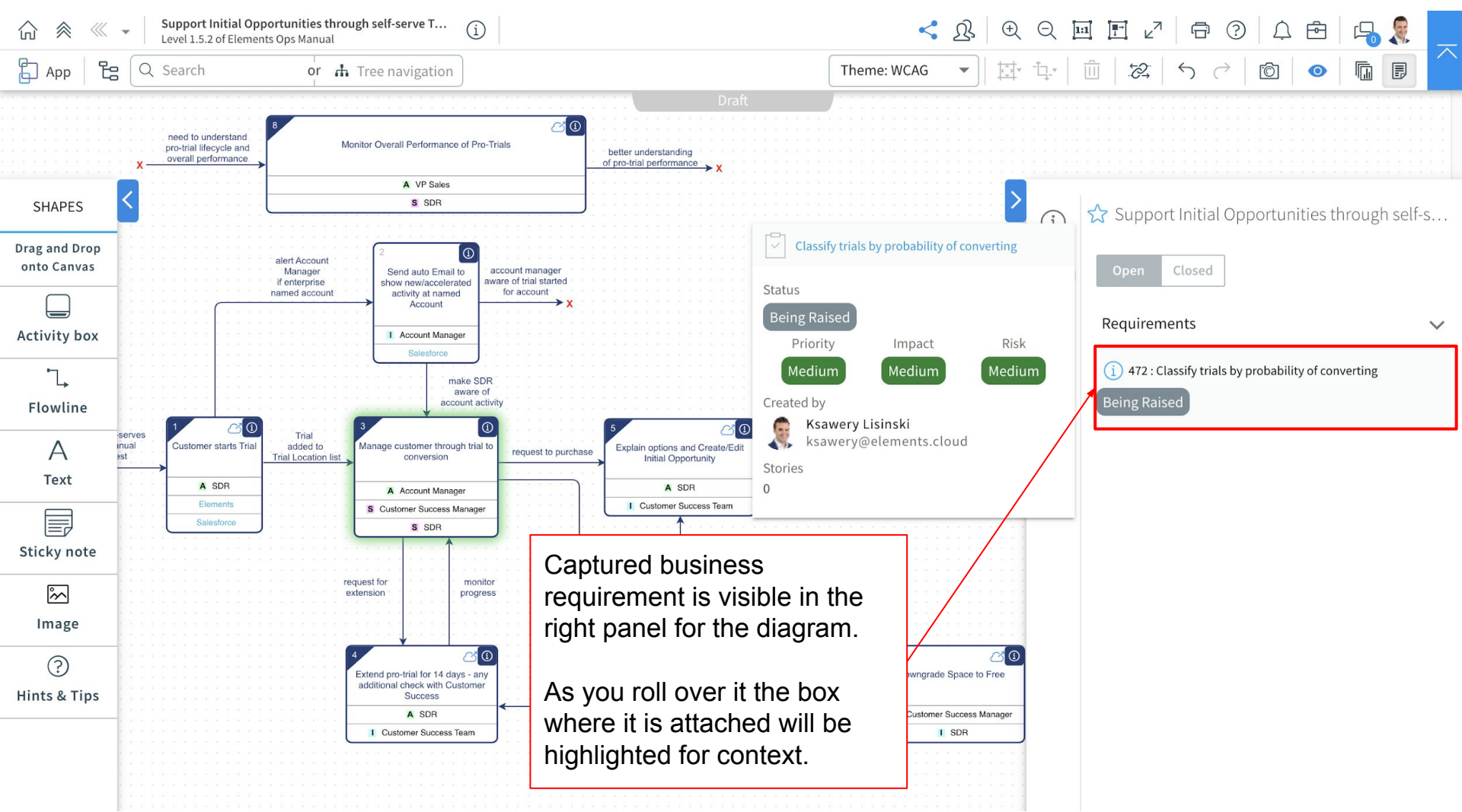
request for extension

what they want us to do with the Trial Space.
A SDR

ask to downgrade to Free
Status = 'ProTrial Expired'

Downgrade Space to Free
R Customer Success Manager
I SDR

Space downgraded to Free



Captured business requirement is visible in the right panel for the diagram.

As you roll over it the box where it is attached will be highlighted for context.