

Pitney Bowes Global Services

Digital Commerce Solutions

Pitney Bowes® Pathway™ methodology

Save time and money, and ensure project quality.

Accelerate time to results, using a proven engagement framework.

Field-proven through thousands of client engagements, the Pathway methodology provides a comprehensive engagement framework that optimizes and speeds the delivery of Pitney Bowes capabilities, services and solutions. It keeps projects on track to achieve both implementation and business goals. With precision and accuracy across the solution life-cycle, the Pathway methodology will help you:

- engage all stakeholders and develop a shared understanding of roles and the project's goals, processes and milestones.
- ensure a smooth, efficient and timely deployment.
- accelerate user adoption, issue resolution and time to value.
- take ownership and control of the solution.

Start with the right foundation.

The Pathway methodology helps the project team clearly understand implementation requirements, define the right architecture and transfer the ownership of the solution to your stakeholders.

Pathway supports a broad range of project types and it's easily adopted within Waterfall or Agile development models. Its pre-defined phases, milestones and deliverables offer a concise and detailed path that mitigates risk and creates a shared vision among stakeholders and team members.

Pathway delivers three major benefits:

Save time and ensure quality. Increase efficiency and optimize quality, using tools like questionnaires, user guides, sample workflows, process diagrams and templates. Our project managers and consultants use this toolkit to support implementation, upgrade, conversion and deployment activities.

Maintain control and visibility. Define a project path, outline all phases and detail each team member's roles and responsibilities for complete visibility into the project from start to finish. Increase control using a common ground for communication throughout the project.

Stay within budget. Accurately determine scope, swiftly identify risks and possible hidden costs, and establish a budget that suits the project scope. Pathway's repeatable processes, templates and delivery models successfully deliver projects within budget.

Follow a proven, five-phase approach.

Pathway is a documented and systematic five-phase approach that optimizes the deployment and integration of Pitney Bowes solutions:

01. Initiate creates functional and business requirements. It produces the project charter, stakeholder register, project management plan, communications management plan, risk register, risk management plan, work breakdown structure, functional requirements and business requirements documents.

02. Develop, a flexible process designed to meet your unique needs, gathers business and functional requirements and translates them into actions. In a Waterfall model, the project team documents actions in use cases and detailed design documents; in an Agile environment, it develops user stories. Pitney Bowes use a blended delivery model for most engagements, letting you leverage our offshore-based Professional Services team. The breadth and scope of Develop can vary depending on the solution. The Pathway methodology helps tune the outputs of this phase for a rolling release or single complete delivery, depending on your needs.

03. Validate is a sound approach to quality assurance. The master test plan defines criteria like entrance and exit conditions for system test, configurations of test environments, standard severity and priority defect conditions, and elements of user acceptance testing. In conjunction with solution test cases, this approach helps deliver highest quality solutions.

04. Deploy lets you begin to realize the value and business impact of your effort and investment. It executes the release model (rolling, or "big bang") created to suit your requirements during the Initiate phase. It puts into practice the procedures and processes identified during Develop. Pitney Bowes Professional Services experts work side by side with your team to ensure a smooth and flawless production release.

05. Adopt, the final phase, reviews the solution and project documentation, requirements deferrals, project risks and mitigations and overall success. A project closure document summarizes overall project delivery and lists future steps to be considered.

Throughout each phase, our expert consultants offer you rigorous project governance, defined and practical processes and clear communication with your stakeholders.

Find out more.

For more information, email the Pitney Bowes Global Services team in your geography, or visit us online: pitneybowes.com.

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