

Project Recap Interview Template

Things to fill in:

- \$WHEN_WE_FIRST_MET
- \$OUR_TECHNOLOGY
- \$COMPLEMENTARY_TECHNOLOGIES
- \$KEY_PROJECT_METRIC
- \$COMPANY_INITIATIVE

Project Impetus and Background

We met with your team about \$WHEN_WE_FIRST_MET, why did you decide to engage with us in the first place?

What were you trying to accomplish?

Was there a company wide initiative driving these conversations?

Where did that initiative originate from?

Was this a top down or bottoms up initiative?

If top down, who was sponsoring it at the executive level?

If bottoms up, how did it gain momentum?

How did \$OUR_TECHNOLOGY slot into or help with that initiative?

Before State

Can you paint a picture of what your architecture looked like before you met us?

What did the development process look like?

What were the pain points for your team?

If you asked your manager or their manager, what answer would they give?

What pain points were there for other groups?

What business metric did those pain points most impact?

If not providing a ton of context use this:

(Reviewing our notes on the conversations we had with your team, we saw that the biggest challenge that pushed your team in the direction of \$NEW_ARCHITECTURE was \$REASON).
Is that an accurate characterization?)

Solutioning

Why did you choose \$OUR_TECHNOLOGY?

Why did you choose \$COMPLEMENTARY_TECHNOLOGIES?

Were there any other key technologies that were part of this new architecture?

How has the migration process or implementation process been?

After State

What's different now?

How does the team feel?

How does your executive leadership feel?

What workflows have changed?

What metrics have changed?

How about \$KEY_METRIC in specific? (By what percentage or order of magnitude (ex: 5x))

What was surprising/unexpected?

What is still left to be accomplished?

What are the next two technology challenges you'd like to address?

Extras

How has your \$COMPANY_INITIATIVE been going?

Anything we should have asked?

How do you see what you're doing compare to what's going on in the industry around?

Are there any challenges that that presents?

Would you be willing to tell this story on a webinar?