

Win the pilot on trust —not feature breadth.

TARGET

Aurora Health Systems

OFFER

Implementation Command Center

DECISION

90 days · 3 deployments

ACCOUNT TRUTH

The constraint is not AI.

Aurora needs one
**defensible operating
view** across 26 hospital
deployments.

The RFP asks for lower launch variance without replacing the systems teams already use.

TODAY

Risk context lives in notes, decks, tickets, and local spreadsheets.

BUYER

Implementation leadership owns reliability. IT owns acceptance.

GATE

Prove value on three deployments before rollout or migration.

Sell three measurable changes.

Evidence behind every red status

Timestamped source, owner, and decision history.

Measure: verification time



Blocked decisions close visibly

Decision log tied to launch milestones and owners.

Measure: decision aging



One governed readiness view

Read-only inputs; no duplicate system of record.

Measure: status-prep hours

“Aurora does not need another project tracker. It needs a way to answer why a launch is red, who owns the decision, and what evidence changes it.”

THEN MAP ONE BLOCKED DECISION BEFORE SHOWING THE PRODUCT.

Answer the fear under the question.

“We already have Jira and Salesforce.” FEAR · DUPLICATE WORK They expect another dashboard to create reconciliation. Answer: keep both. Stop if read-only integration cannot reduce manual reconstruction.	“Security review takes six months.” FEAR · UNCONTROLLED SCOPE The CIO will not let a pilot bypass normal risk controls. Answer: start with synthetic data, minimum permissions, and a named security owner.	“No one will maintain it.” FEAR · ADOPTION DECAY The buyer has watched reporting systems become stale. Answer: measure less status work and faster decisions—not logins.
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Earn the next step.

Do not end with “great conversation.” End with owners, artifacts, and dates.

00–04	04–10	10–18	18–23	23–27	27–30
Open on variance Which FY27 launches create concern?	Map one block Trace source, owner, handoff, escalation.	Show one flow Use Aurora language. No feature tour.	Bound the pilot Three deployments. Four metrics.	Surface friction Security, adoption, internal build.	Mutual action plan Workshop, sample, baseline, commercial review.

CLOSE ON PROOF

Ask for the pilot—not the platform.

90

days • three live deployments • one executive sponsor

Four success gates

Median time from executive question to supporting evidence

Decision aging by severity and owner

Weekly status-preparation time

Connector boundary approved by security

“If we can baseline the four metrics, are you comfortable assigning the three deployments and finalizing scope next Thursday?”