## Scenario 2: New Sales Application Implementation

Your company has a number of different locations, spread across a wide geographical area of the state. The company is going to start using a new application, and that application needs to be installed at all of the physical locations. You have been assigned the project manager role for this project.

Each location currently has a different way of keeping track of sales and receipts. Some use pen and paper, while others use individual Excel spreadsheets. The new application will standardize how the company will track sales and receipts, and the application will report in to a central server to collect all the sales data from all the locations.

A business analyst will interview representatives from each of the physical locations to determine how they currently do business. They will complete a gap analysis that will reveal the differences between their current way of doing business and how the new application will require them to do business. Each location will also need training to ensure that the users there can use the new application once it is installed.

You will need to schedule the upgrade of the software, hardware, and network capabilities of each location and coordinate that with each site to ensure a minimal interruption of business and training to ensure that people can use the new system as soon as it is put in place.