

# Choosing Seed To Sale Software Strategy Checklist



With every decision making process in life, the most vital key to a successful decision is to create a master plan. With this plan you are guided to easy to follow steps and save yourself a ton of time, headache, and effort. Use this Strategy Checklist to customize your very own master guide and ensure the perfect choice to empower your business and continue to grow and increase revenue.



The very first step is to create a list that will be your master guide. Check these boxes as you've added each of these items to your list.

Step	Description	Details
<b>Step 1</b> <input type="checkbox"/>	Who: is going to be using this software?	Get your users mapped out. Will they use phone, tablet, desktop?
<b>Step 2</b> <input type="checkbox"/>	What: features will benefit your business the most?	Write out a chart with your problems and the solutions that would best solve them.

Step	Description	Details
<b>Step 3</b> <input type="checkbox"/>	When: how long has your business been established?	Are a start-up or long established business.
<b>Step 4</b> <input type="checkbox"/>	Where: how many locations does your business have?	Do you have a single location or multiple locations?
<b>Step 5</b> <input type="checkbox"/>	Why: what are you trying to accomplish with your software?	Establish your ultimate goal of your business and match your list of solutions to this.
<b>Step 6</b> <input type="checkbox"/>	Organize your master plan you just curated.	Make sure your answers align with your ultimate goal you want to achieve.

Step	Description	Details
<b>Step 7</b> <input type="checkbox"/>	Take your master plan and highlight your answers	Highlighting the answers makes it easy to quickly identify during your research step.
<b>Step 8</b> <input type="checkbox"/>	Research	Start researching seed to sale software providers
<b>Step 9</b> <input type="checkbox"/>	Match features to benefits	With each software provider: do they have features to benefit each of your solutions?
<b>Step 10</b> <input type="checkbox"/>	Process of elimination	Each provider that does not - cross off your list

Step	Description	Details
Step 11 <input type="checkbox"/>	Narrow down	Now that you have eliminated the providers that don't fit your needs, make a list of the ones that do.
Step 12 <input type="checkbox"/>	Schedule Demos	Demo the top providers and find the one that is the perfect fit.



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“Failing to plan is planning to fail.”

-Ben Franklin

Let us know if this Seed to Sale Software Strategy Checklist helped you in your path to a successful decision in software.

What can we do to improve this checklist and make it better for future use?

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