denodo

Demo Ready Assessment Guide

This document outlines the criteria against which you will be evaluated during your demo of the Denodo Platform.

NOTE

- Each question is assigned a score between 0 and 3, with 3 being the highest.
- The overall score will be calculated by summing up the scores achieved in each category.
- The maximum score for the exam is 36 points.
- To pass the exam, a minimum score of 20 is required.
- In addition to an overall minimum score of 20, each section has its own minimum score requirement that is mandatory to pass.

SCORES

Excellent: 90% - 100% (Score: 34 - 36)

Very Good: 80% - 89% (Score: 30 - 33)

Good: 70% - 79% (Score: 24 - 29)

Satisfactory: 60% - 69% (Score: 20 - 23)

Unsatisfactory: < 60% (Score: < 20)

CRITERIA

Introduction (6 points max | 3 points to pass)	0 points Not addressed	1 point Needs improvement	2 points Good	3 points Excellent
Did the partner: • Use an agenda at the beginning • Explain the topics that will be covered • Explain the purpose of the demo				
Did the partner clarify the goal of the meeting and the desired outcome? Challenge -> solution				
Total score for this section:				

Presentation Slides (6 points max | 4 points to pass)	0 points Not addressed	1 point Needs improvement	2 points Good	3 points Excellent
Did the partner explain Denodo Logical Architecture referencing: ● How does Denodo help with challenges already discussed? ● How Denodo differentiates from traditional approaches?				
Did the partner articulate the value of Denodo?				
Total score for this section:				

Demo Presentation (15 points max | 9 points to pass)	0 points Not addressed	1 point Needs improvement	2 points Good	3 points Excellent
Did the partner show and describe the value/benefit of the key capabilities of Denodo?				
Did the partner relate capabilities back to addressing the challenges already stated?				
Did the partner include/reference the following elements related to Design Studio: ● Access to All Data: Source Connectivity ● Reusable Logical Model: base views, derived views ● Performance: Query Optimization, Cache, Data Movement, Summary Views ● Data Security: Tagging/Global Policies, Row Level, Column Level Security, Masking ● Consumption Layer Access: SQL Interface, OData, REST, SOAP, GraphQL.				
Did the partner accurately discuss and reference the following elements related to Data Catalog: ● Governed metadata/data search				

Demo Presentation (15 points max | 9 points to pass)	0 points Not addressed	1 point Needs improvement	2 points Good	3 points Excellent
• Business Semantics through Categories, Tagging, and Definitions • Lineage/Relationships • Last Mile Data Prep • Connectivity to Denodo through other Applications				
Did the partner demo with confidence and style that is easy to understand?				
Total score for this section:				

Closing (3 points max | 1 point to pass)	0 points Not addressed	1 point Needs improvement	2 points Good	3 points Excellent
Did the partner give a good closing/next steps?				
Total score for this section:				

Overall (6 points max | 3 points to pass)	0 points Not addressed	1 point Needs improvement	2 points Good	3 points Excellent
Did the partner use the right amount of time for each section?				
What is your overall assessment of the presentation?				
Total score for this section:				

TOTAL SCORE: