TAM Service Delivery:

A close up of a logo

Description automatically generated

**Customer Relationship and Account Management Engagement Schedule**

When do I contact stakeholders, establish relationships?

What tools will I use.

How will I manage this?

What is the cadence for establishing relationships with customers, reviewing accounts?

>Daily view

>Weekly view

>Monthly view

>Quarterly Business Review (QBR)

>Yearly

>5-Year Technology SDLC