TAM Service Delivery:



**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