



Savitrace: Product Release Week Diary

The Launch of our new product Savitrace has involved so many people in the organisation. Matthew and Rachel talk about their experiences and feelings throughout this special week.



Monday 22nd Jan

Matthew - A day off at the beginning of a very exciting week. My mind is racing though so switching off is challenging. A lovely walk with my wife, along the river in Stratford upon Avon followed by afternoon tea helped clear my head.

Rachel - Whilst Matthew is enjoying walking and eating, I am finalising our workshop handouts. They have been a labour of love but today is the day to stop polishing and print them out! A great effort from our Engineering team who have completed our final batch of enhancements with plenty of time to spare for final testing before our demo's.

Tuesday 23rd Jan

Both - A full day in the office making sure we are ready for our meetings with potential customers this week. We have a great interactive workbook that will help people explore the power of Savitrace in a structured way.



Matthew - We also had a session on client engagement as part of the Lawtech Scaler programme we are part of which was very timely, reminding us that even in the sale process we need to listen more and talk less.

Rachel - Everything is set-up and tested for tomorrow mornings client call, now for a nice meal with friends and relax!

Both - Being honest it's been a day of nerves, we have put so much time and energy into being prepared we now just want to get on with it, bring on three days of client engagement!



Wednesday 24th January

Both - Launch day is here and it started with a conversation with a development partner organisation about how can ensure they get benefit from their investment of time and knowledge in getting us to Launch. The outcome was an agreement around a further 6 month engagement focused on some new business cases they have whereby Savitrace will provide significant help in their investigations.

Both - 11:00 - It's officially here, Savitrace is launched on our website and social media. It's a very proud moment for us all to see the vision ready to start supporting investigators.

Both - No time to rest though as we are off to the Station to travel to London for the next couple of client meetings. The journey was uneventful and after a lovely meal in the up-and-coming Akoko its to bed and hopefully a good night's sleep before tomorrow's meetings.

Thursday 25th January

Both - Plenty of time to get across town this morning and set-up ahead of our session.

Rachel - What an amazing session, it was so energising to speak with a team that could see the benefits of the product and wanted to move forward. It reminded me how lucky I am to be in this role where I get to work with our customers.

Both - After our workshop we had a quick meal at a converted church, which was very funky, then back to the hotel to recharge ready for Friday mornings meeting.



Friday 26th January

Both - A lovely sunny day and a walk to our workshop along the river seeing the landmarks (Shard, London Bridge and Tower of London against an azure blue sky.

Matthew - Another positive session, it is great to get your thinking challenged and to work with people that can see how we can help make their work easier.

Rachel - Buzzing from the session, and spoilt myself my catching the Elizabeth Line for the first time back to Paddington. Looking forward to getting home to Chris and the dogs and having a relaxing weekend ready for next week where we will focusing on this weeks feedback and preparation for our next set of customer engagements.

Matthew - Like Rachel I am looking forward to getting home and seeing Row and John and spending some quality Daddy time with the boy this weekend, then next week it's taking my notes and learning.