

Handy tips for your *Talos Linux & Omni* Conversation

Technologists regularly ask for advice on how to talk to their manager about Talos Linux and Omni. Here are 6 tips to help you get your idea out there.

TIP 01

Talk About Value

1

Focus on the benefits of making this change: too much spend on infrastructure, legacy systems consuming time, security gaps, scaling without headcount growth. With the Sidero solution, you'll simplify your environment, resolve vulnerabilities, and save money.

TIP 02

Talk About Dollar Amounts

2

How many hours did your team lose? How much are you paying because you're locked into a bad solution? Get as close as you can to a real number. Business evidence outperforms emotional or logical arguments, especially with management.

TIP 03

Be Confident in the Technology

3

Your organization chose a system, but that doesn't mean you should keep using it. You're the expert. You interact with it daily. You were hired to better the company, and this is a perfect opportunity to step up.

TIP 04

Keep It Conversational

4

Managers are accustomed to these discussions. They regularly vet and pitch ideas, and this is no different. Put yourself at their level and have a simple conversation. It's their job to ask questions. Treat it like any other professional discussion.

TIP 05

Keep It Productive

5

You're not there to talk about problems. You're there to talk solutions. You can't own the outcome, but you can increase your chances by staying focused on the proposed solution and its benefits, not the pain points alone.

TIP 06

Stay Focused

6

Keep the conversation moving forward. Mark sidebar topics for later. If you go in with an agenda, follow it. Wrap up with results and next steps. This makes the most of your time and ensures your argument reads as professional and prepared.

Good luck. And don't forget your business hat.



You know the technology. You know the problem. Walk in with confidence, keep it grounded in value, and let the conversation do the work.