

Handy Tips for Your Talos Linux & Omni Conversation

How to Pitch a New Solution to Your Manager

Need help getting your idea out there? You're not alone. Technologists regularly come to us and ask for advice on how to talk to their manager about Talos Linux and Omni. Here are 6 tips to help you to successfully get your idea out there.

1. Talk about value

Focus on the benefits of making this change. Consider the following topics: we are spending too much money on our infrastructure, our legacy systems take too much time to manage, our security needs improvement, we need to scale without adding engineers to the team. With the Sidero solution, we will simplify our environment, resolve vulnerabilities, and save money.

2. Talk about dollar amounts

How many hours did your team lose because of your existing solution? How much are you spending because you're locked into a bad solution? Get as close as you can to a dollar amount. Business evidence that there is a problem goes further than emotional or logical arguments, especially with management.

3. Be confident that you know the technology

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

4. Keep it conversational

Managers are accustomed to these discussions. They regularly vet and pitch ideas, and this conversation is no different. Put yourself at their level and have a simple conversation about the problem and potential solution. It's their job to ask questions, so even if it feels personal, treat it the same as any other discussion.

5. Keep it productive

Remember, you're not there to talk about problems. You're there to talk solutions. You can't own the conversation or the outcome, but you can increase your chances by staying focused on your target and getting the proposed solution and benefits across.

6. Stay focused

Have you ever seen a meeting go off the rails because of a sidebar discussion? Put on your business hat for this meeting and keep the conversation moving forward. If something seems irrelevant, mark it for later. If you want to go in with an agenda, follow it. When you're done, wrap up with results and next steps. This will help you make the most of your time and ensure your argument is seen as professional.

Good luck! Don't forget your business hat.

Let us know how it goes.