

# For each SVS stage there are clearly defined deliverables

Discover	Define	Confirm	Deliver
<ul style="list-style-type: none"><li><input checked="" type="checkbox"/> Why do we want the customer?</li><li><input checked="" type="checkbox"/> Why do we want the deal?</li><li><input checked="" type="checkbox"/> “plan of attack”, how are we going to win the deal?</li><li><input type="checkbox"/> Understanding of competitive landscape</li><li><input checked="" type="checkbox"/> Expected offering</li><li><input type="checkbox"/> Overview of needed resources to fulfill define &gt; confirm phase</li><li><input type="checkbox"/> Approximate scale of offering (Hours/ Revenue)</li><li><input type="checkbox"/> Do we have contact with the DMU?</li><li><input type="checkbox"/> Expected delivery time (approx.) Is there a clear deadline/ milestone for the client?</li></ul>	<ul style="list-style-type: none"><li><input checked="" type="checkbox"/> Understand the “Question behind the question”</li><li><input checked="" type="checkbox"/> Solution to be offered</li><li><input checked="" type="checkbox"/> Which delivery teams are going to be needed?</li><li><input checked="" type="checkbox"/> Winning bid team</li><li><input checked="" type="checkbox"/> Proposal timeline look like (BAFO date, presentations, check-points, etc.)</li><li><input type="checkbox"/> Overview of stakeholders to be involved at every stage</li></ul>	<ul style="list-style-type: none"><li><input checked="" type="checkbox"/> Pre- signature overview, including the to-be signed papers &amp; management summary</li><li><input checked="" type="checkbox"/> Overview of:<ul style="list-style-type: none"><li><input type="checkbox"/> Revenue</li><li><input type="checkbox"/> Margin</li><li><input type="checkbox"/> Risks</li></ul></li><li><input checked="" type="checkbox"/> Risk and liability overview</li><li><input checked="" type="checkbox"/> Exact offering/ SOW/ SOF</li><li><input checked="" type="checkbox"/> Indication of necessary resources from Ops/ Consulting</li><li><input checked="" type="checkbox"/> Delivery date</li><li><input type="checkbox"/> Completed approval flow<ul style="list-style-type: none"><li><input type="checkbox"/> Legal</li><li><input type="checkbox"/> Finance</li><li><input type="checkbox"/> PMO</li></ul></li></ul>	<ul style="list-style-type: none"><li><input checked="" type="checkbox"/> Handover from commerce to Operations and/ or consulting via PMO</li><li><input checked="" type="checkbox"/> Post (tender) opportunity evaluation</li><li><input checked="" type="checkbox"/> Knowledge capture</li></ul>