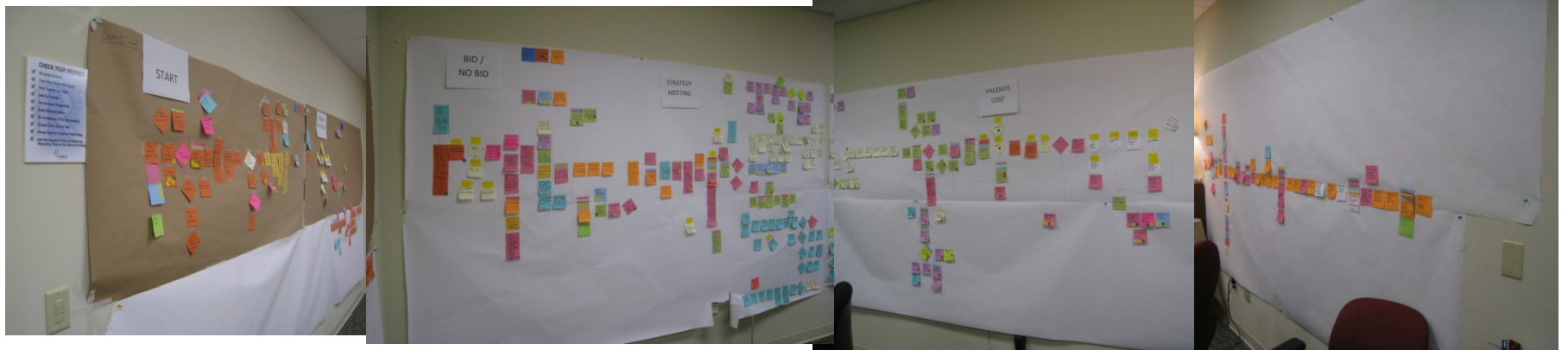


# Problem Statement

- Company does not have a clear, consistently-followed process for bidding opportunities
- This results in:
  - Effort not reflective of the opportunity
  - Extra (and redundant) process steps
  - Compression of later steps to meet deadlines
  - Confusion about roles and responsibilities

# Current State Process Flow Map



# Proposal Levels

- Level 1: History only (low risk opportunity)
- Level 2: History with cost verification
- Level 3: 80/20 cost estimation
  - 20% of items that represent 80% of cost
  - Use history for 20/80
- Level 4: 80/20 with obsolescence and inflationary checks, some engineering required
- Level 5: Full cost analysis and engineering design

# Proposal Process Initiated with Level 1 – 5 Decision

