

INITIALIZATION

Develop

COMPILE

REVIEW

SOLUTIONS ANALYSIS

Receive Request for Proposal from Customer

Review the information that the customer has supplied about the project, put together a Pursuit Team, and identify what type of technical work is required with the project. The pursuit team is made up of a combination of Electrical Engineers, Mechanical Engineers, Software Engineers, Quality Engineers, Procurement, Target Account Manager, Production Representative, Project Manager and a Proposal Writer.

Pursuit Team Kickoff Meeting

Technical Assignments include a conceptual design and a cost estimate.

Customers commercial requirements are taken into consideration when developing a conceptual design and project schedule.

Project Management begins at this stage with generating the project schedule.

Devise Cost Estimate

Resolve Open Issues

Compile Proposal and distribute for review

Pursuit Team Proposal Review

Is Proposal Complete?

Identify Open Issues

Deliver Proposal to Customer

END

No

Yes