

Meeting: Finance Leadership Team

Key Decision Maker: Greg Smith

MBTI Type: Various

Location: Virtual

A faint, light gray world map is visible in the background of the slide. A horizontal bar with a blue-to-black gradient is positioned above the title.

2CES Proposal Development Opportunity

Danielle Brokens

April 25, 2018

>300

28,000

\$13B

>300

heads supporting 2017 proposal process

28,000

proposals processed in 2017

\$13B

2017 orders

>300

**heads supporting
2017 proposal process**

>750

**heads required to support
2022 orders forecast**

28,000

**proposals processed
in 2017**

73,000

**proposals to enable
2022 orders forecast**

\$13B

2017 orders

\$34B

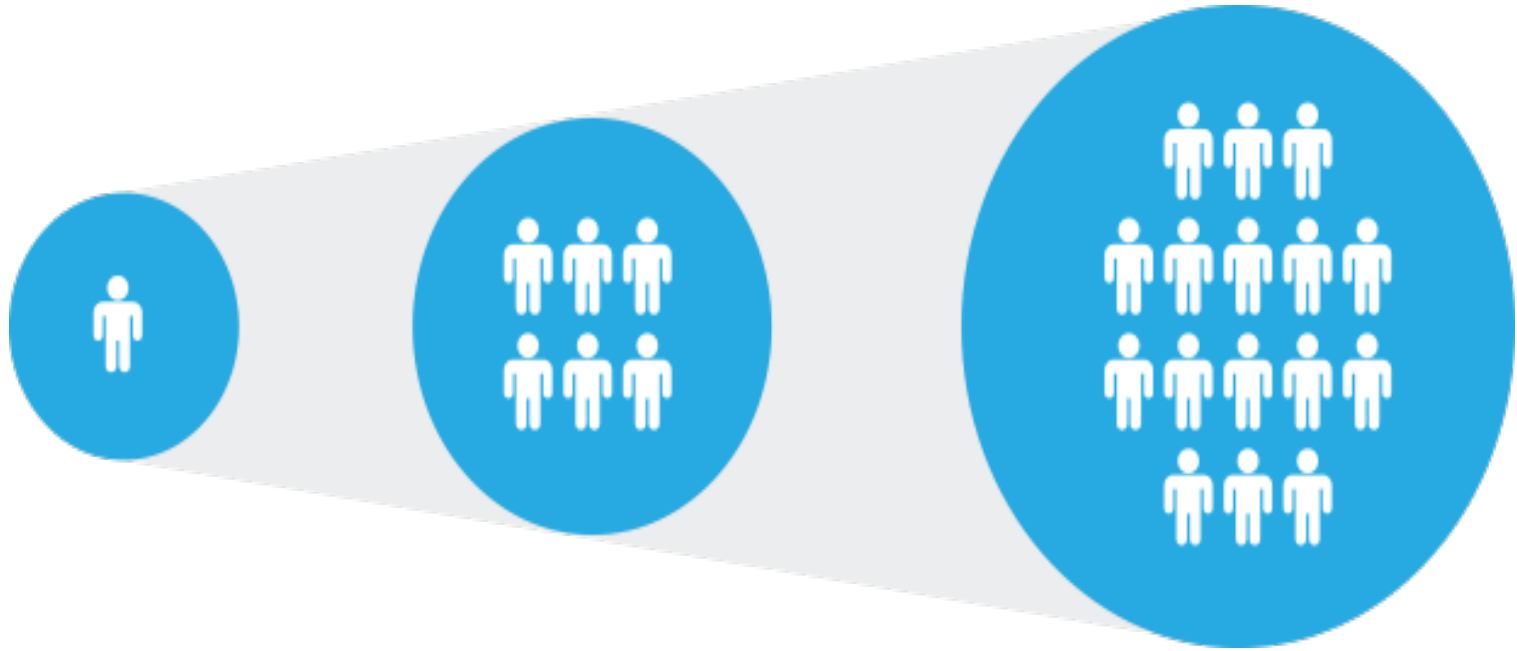
**2022 orders
forecast**



Purpose

**Educate on gaps
in current 2CES proposal plan**

**Communicate business impact
of proposal development**



Motivation:

Current proposal infrastructure is not scalable to meet long-term growth targets



Action:

Commit to being an advocate and champion in the 2CES community across the entire proposal value stream

Purpose:

- Communicate business impact of proposal development
- Educate on gaps in current 2CES proposal requirements

Motivation:

- Current proposal infrastructure is not scalable to meet long-term growth targets

Action:

- Commit to being an advocate and champion in the 2CES community across the entire proposal value stream

- Proposal Value stream
- 2CES Gaps
- Opportunity

Proposal Valuestream

Global Services

Receive RFP /
Approval to Pursue

Deliver Contract
to Customer



Customer Engagement

Proposal Development

Contract and
Negotiations

2018

3Q18



Customer Engagement

- 2CES IPT: Market to Opportunity
- Owner: Sales & Marketing
- Tool: Salesforce (CRM)

2CES Plan

Global Services

2018

4Q20*



**Contract and
Negotiations**

- 2CES IPT: Offer to Cash
- Owner: Finance
- Tool: TBD CLM

***Vendor Selection dependent**

2CES Plan

Global Services



***Vendor Selection dependent**

CRM



CLM

**Proposal
Development**

A man in a white shirt and dark trousers is captured mid-air, jumping between two dark grey bridge piers. The pier on the left is labeled 'CRM' and the pier on the right is labeled 'CLM'. The man is holding a laptop in his left hand. The background shows a cityscape with many skyscrapers under a cloudy sky.

CRM

CLM

Proposal Development

Proposal Development Process Steps

Global Services

Validate
Strategy

Develop
proposal
plan

Develop
technical
solution

Develop
schedule

Develop
cost
inputs

Receive
supplier
quotes

Develop
cost
estimate

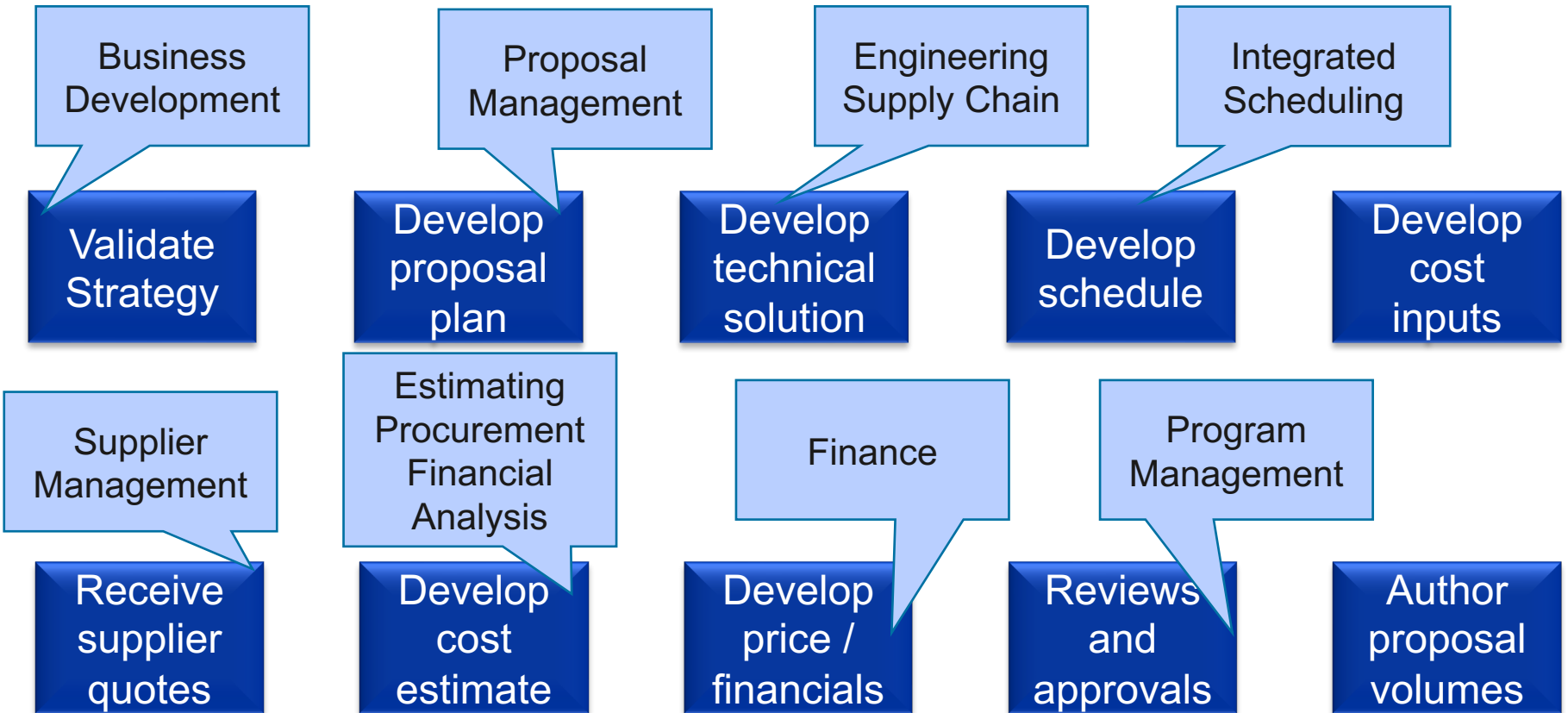
Develop
price /
financials

Reviews
and
approvals

Author
proposal
volumes

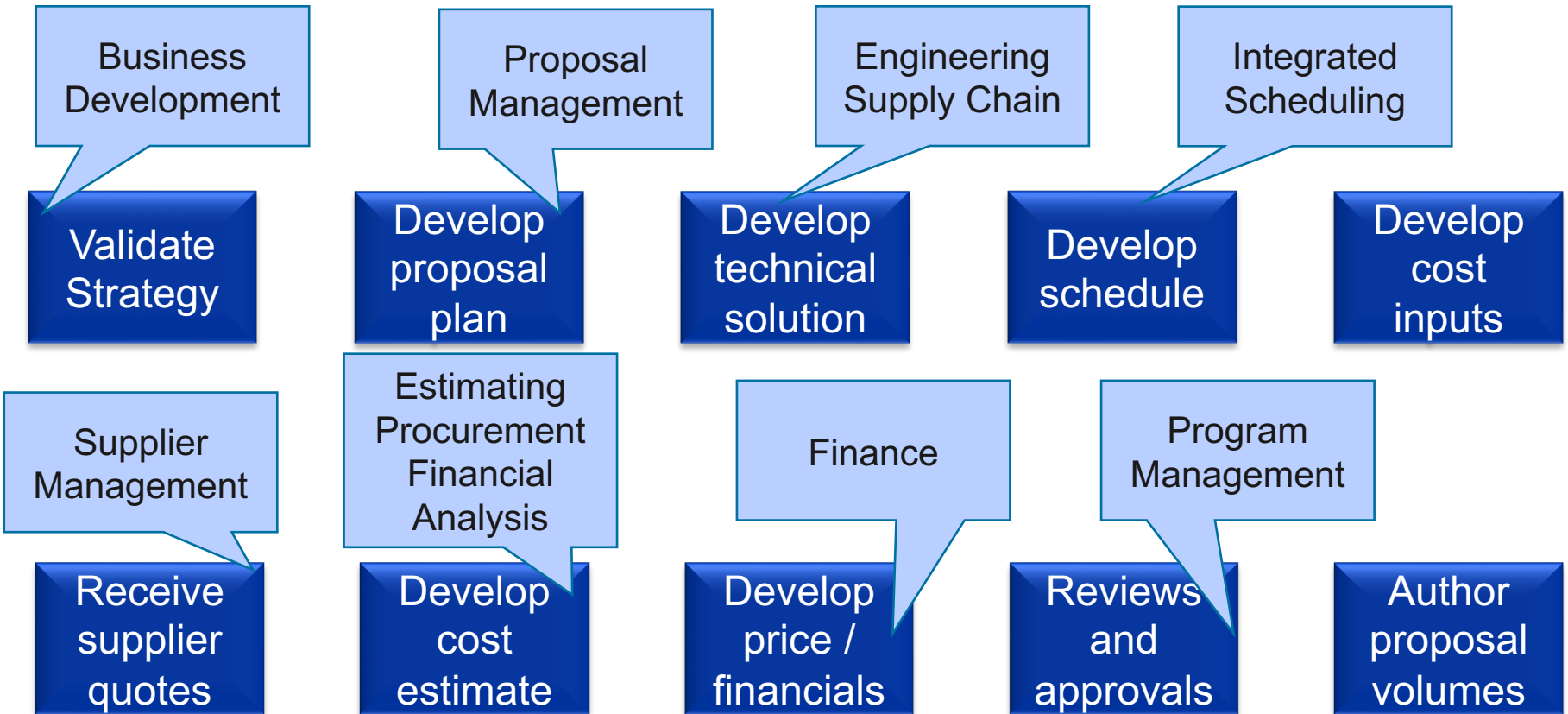
Proposal Development Functions

Global Services



Proposal Development Tools

Global Services



- IMIM
- PMDB
- PARtridge
- Tableau
- Excel
- PowerPoint
- Email
- Servers
- Common Contracts System
- Electronic Desktop Publishing System



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~~**>750**~~

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