



The Project Management Game – how brilliant are you?

Project name: brilliantCRM	Work package title: 1.3 Actual State Analysis
Work package description: In order to get a good overview of the actual situation, an actual state analysis is performed. This includes e.g. the customer analysis, the process analysis, the sales force analysis, and the data analysis.	
Aim of work package: Overview of the actual state of sales structures and processes.	
Predecessor: Scheduling	Successors: Functional requirements, design customer relationship strategy, process adaptation
Duration: 25 days	Effort in man days (MD): 264 MD
Responsible person(s): Project manager, assistant, 2-5 consultants, 2 IT specialists	
Additional information:	