

Storyboard (answer plan)

Section	Install		
Weighting	N/A	Page / Word Limit	6000 characters
Owner	Andy Carter	Lead Author	Tony Fern
Contributors		Reviewer	
Evaluation Criteria			
The Question			
<p>Yorkshire Water Services currently uses Temetra to consolidate the metering data, please confirm the Bidding Entity has experience of integrating with Temetra or similar technology (a third party Meter data management system, file transfer system)</p> <p>Please provide evidence of an integration plan that has been delivered, with named systems and a reference (preferably from a regulated utility client) that can be used to validate the claims made</p> <p><i>Evidence and reference required</i></p>			
Defining Our Offer			
Client Drivers			
<p>Why has the client asked us this question? What is their underlying issues/concerns? By understanding their key challenges we can produce a winning response.</p> <p>-</p>			
Win Themes			
<p>Which win themes could and should we emphasise in this answer? And what benefit will these provide to the client?</p>			
Win Theme		Benefits	

Building Our Response

Below you should break down the answer to your response into the subsections within each section allowing for effective signposting to the client.

In each part detail your approach. It can be bullet points at this stage but should address all important technical points as well as client drivers, win themes and USPs. Proof points need to be included to back up statements.

Overall message

Sub-question 1:

Sub-question 2:

Sub-Question 3:

Sub-question 4:

Sub-Question 5:

Absolute key word/phrases: e.g. CDM, Every Customer Counts relating to the question

Relevant Policies, MOPs accreditations, attachments etc

Linked Case Studies: Have we written about this before?

Name/Project	Growth Team Contact	Ops Contact

Graphics

A picture / diagram / flow chart is worth a thousand words!
Sketch any graphics needed to support the answer?

- Drop graphics in here and which subsection they apply to